

CSA 2010:  
Will it mean the largest driver shortage ever? PG. 22

Kelly  
Anderson  
says trucking  
might lose  
200,000.



June 2010  
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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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auto trannies

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better than one?

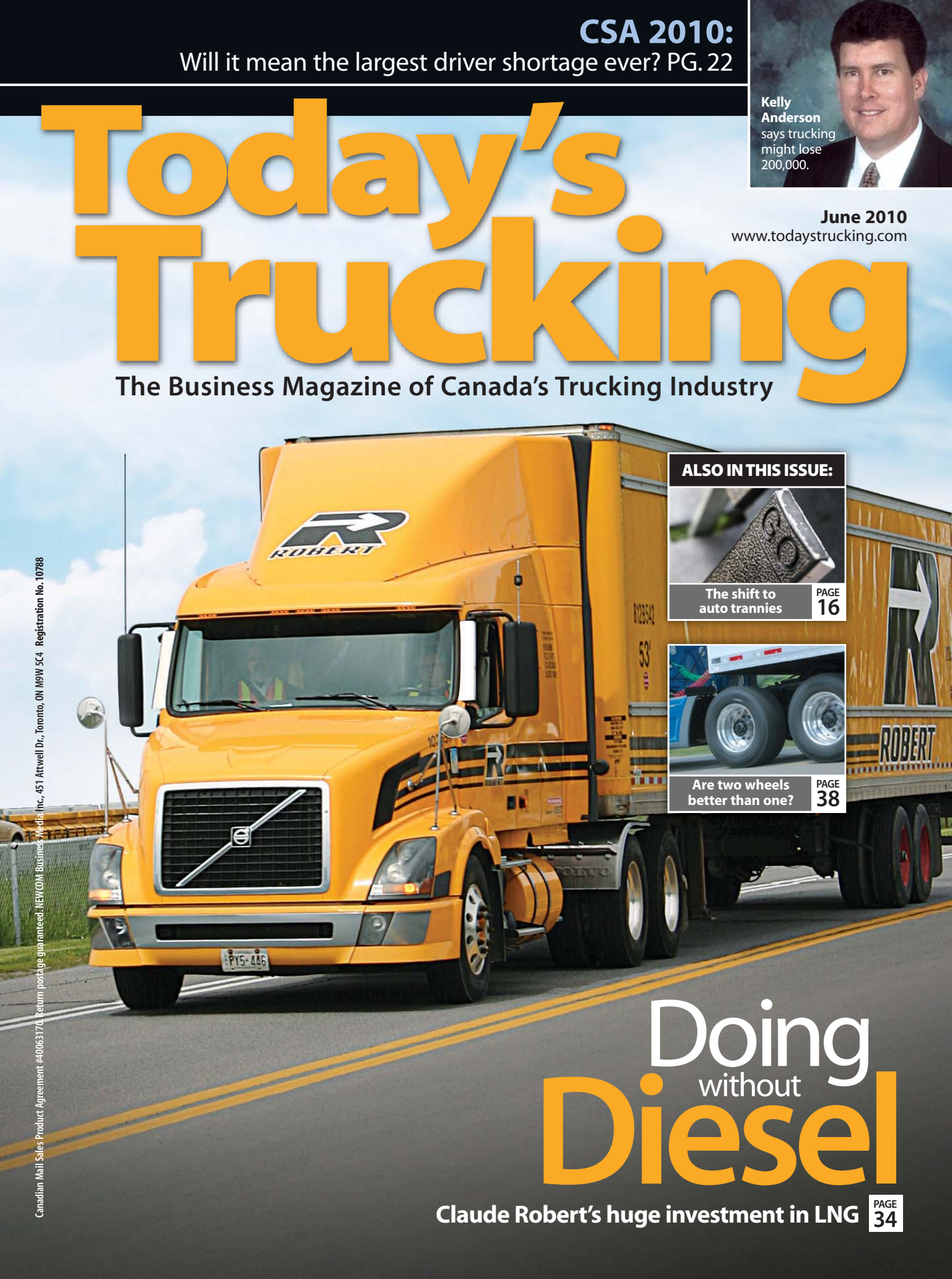
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**Kenneth R. Wilson  
Award Winner**



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## DriveTest tests drivers' patience

About 20 years ago I left a communist country to make a better life for my family in Canada and one of my first jobs here was long-distance trucking.

That's what I did back in Poland before migrating.

Last week, I had an experience that reminded me of living under communism.

I went to renew my commercial drivers licence at a DriveTest Centre in Toronto.

In Ontario, every five years, a truck driver has to re-write the rules-of-the-road and brake tests in order to stay qualified. (That's a joke in itself, but I'll save that for another letter.)

I went to the DriveTest Centre at 5555 Eglinton Ave., West, in Etobicoke in the morning in the hopes of getting the test over with.

I did not expect to spend the whole day. I had some appointments for that afternoon.

I arrived and I was told to take a number. It took an hour to get the number! Then the guy told me I would have to wait longer than an hour to be served. After more than an hour I said forget it, I had to get to my other appointment and I left.

I decided to go back the next day, instead. I waited almost all day and then at about 4:30 I started the test. It took a few minutes.

I am happy that I passed the test but then they said even though they have photographic equipment there, they were not allowed to photograph me for my licence and that I would have to go to another facility, the next day.

So far, I spent more than two days on the procedure. If I were still an owner-operator, I would be out thousands of dollars, plus goodwill. And I would miss the most important thing of all—family time, which your average driver has very little of.

This is crazy.

This DriveTest Centre is one of the centers that was on strike for so long last year, crippling so many of the people in the province, not to mention the truck-driving schools and others who need their licences to survive.

The problem was made worse because

of the attitude of the people at the DriveTest Centre. They didn't seem to care and they really reminded me of what it was like to try to get service back in communist Poland.

The Ontario Government should launch an immediate investigation into this absurd situation.

J. Szybalski,  
Mississauga, Ont.

## Here comes the Spyder, Man

John Drynan, a Freightliner-driving owner-operator out of Mountain, Ont., and his seven-year-old son James were hauling cattle into Toronto in mid-April when they stopped in to check out Truck World, at the International Centre.

Truck World is owned and operated by Newcom Business Media, the same people who publish this magazine. As the Drynans



PHOTO: Janet Drynan

**MILLIONAIRE'S FAMILY:** Spyder winner John Drynan of Kemptonville with James and Jaelyn.

toured the sprawling truck exhibition (more than 20,000 attended) on Thursday, James eyed the brand new \$30,000 Bombardier Can-Am Spyder, a 100-hp V-twin highway-ready cruiser that was up for draw sponsored by Total Lubricants.

A few days after the show, the Drynan men found themselves the new owners of the sparkling vehicle. "The truck show itself was terrific, but this was a great bonus," Drynan Sr. said afterwards.

Added young James: "I love it!"



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**2010  
NEW FOR  
2010**

By Rolf Lockwood



# Robert's Rules of Order

Where Claude Robert goes, others follow. His latest adventure shouldn't be any different.

**Y**ou've got to give Claude Robert a lot of credit. As you'll see in this month's cover story, the always-smiling chieftain at Quebec's Transport Robert is about to launch his company down an interesting path. At press time the ink hadn't yet been applied to paper, but it looked pretty certain that he had cooked a deal with fuel-supplier Gaz Metro that will see him spend a bunch of money to buy 50 or as many as 80 over-the-road tractors—likely Kenworths or Peterbilts, I figure—fuelled by natural gas this year. With that many again further into the five-year agreement, and Gaz Metro building fuelling stations in Toronto and Montreal. It's bold stuff.

I'll be embarrassed if that contract isn't signed, I suppose, but the point will still have been made: that natural gas is probably viable for a lot of linehaul work, not only for local garbage pickup and other such trucks that retreat to home base at the end of every day. As the fuelling infrastructure fills in, I expect we'll see this grow rapidly.



There's another point in there too, whether that particular deal is set in concrete or not, namely that Claude is always looking forward, examining this technology and that, assessing the possibilities, never sitting on his hands. In a way that we all must be. I can tell you that I see him at truck shows everywhere, on this side of the Atlantic and in Europe too, and even at a few test tracks here and there. He's on top of things in the hardware world.

I don't imagine he sees it this way, because I think he's simply an energetic techno-enthusiast trying to make his sizeable fleet as efficient as it can possibly be, but he's one of a very few trucking executives who actively lead us into the future. And we need him to do it.

Most folks are a little complacent or a bit fearful or think they're a lot too busy. The 10-truck fleet owner in Red Deer can't pull it off, innovative though he may be, nor can the guy running 37 power units out of Truro. They don't have the mass, the time, the resources in general, and these days they're consumed by

the considerable task of ensuring they'll wake up in the morning with an office to go to. Not that Robert is home-free in an economy like this.

No, he's hardly immune from the vacant load boards and the rising costs and the countless compliance nightmares that define freight hauling in 2010. But the Robert fleet is big enough that a failed experiment with a few trucks running some trick gizmology won't bring the enterprise down. And like any other successful innovator, he knows that for every 10 or 20 or even 100 ideas that don't work, one will pay off.

But that's the thing, this isn't an experiment with just a couple of natural-gas tractors wearing Robert colors. Many outfits have been down that road, with this particular fuel and other new technologies. What we have here is a commitment, a big one, and as far as I can see it's the biggest application of natural gas in the OTR sphere anywhere on the continent. There are bigger examples in local and regional operations, but nothing of this size for 600-kilometre linehaul routes.

Anyway, that's my homage to Claude Robert. I didn't start writing this with 'homage' in mind, and to be frank I want a few questions answered before I leap with both feet aboard the natural gas bandwagon.

But I really, emphatically believe that all of us—and I include those of us on the periphery of the main trucking game, publishers and suppliers alike—should bring a sense of adventure to work every day. The way Claude does. And rather than concentrate on preserving what we have, we should throw our energy—and the biggest part of it—into creating our business future.

Things are moving so fast these days that any other strategy will leave us breathing other people's toxic dust and wondering what the heck happened. ▲

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

## Closing Arguments

Navistar says a new deal with the EPA could mean changes to future SCR engine systems, but its rivals aren't so convinced.

**T**he triangular PR war between Navistar, its competitors and the EPA appears to be nearing a final chapter—well, sort of.

“To a surrounded enemy, you must leave a way of escape,” wrote Sun Tzu in *The Art of War*, although it's unlikely any of the sides in the seemingly never-ending dispute over competing engine emission technologies see themselves in backpedaling mode.

Nevertheless, Navistar has agreed to drop its lawsuits against the California Air Resources Board (CARB) and the Environmental Protection Agency in exchange—in each case—for public workshops or hearings regarding SCR-equipped diesel engines this summer. It's unclear at this point what these summer sessions will achieve, if anything, but there's a possibility that we'll see stricter rules for how future SCR systems operate.

The truck maker—the only one to choose EGR technology over the SCR system preferred by competitors—had asked the U.S. Court of Appeals to void EPA's certification policies for SCR-equipped trucks because in rare instances trucks could effectively operate, at least temporarily, without NOx emissions controls. Likening this to a “licence to pollute,” Navistar was specifically referring to the legal “holiday” SCR engines enjoy after a cold start—when urea-based, diesel exhaust fluid (DEF) could conceivably be frozen—and the “limp-home” feature, which permits trucks to continue rolling along, with engine power degraded, in the event that the DEF tank runs dry.

SCR engine manufacturers countered that Navistar grossly exaggerated things. Audible in-cab warnings, which indicate the tank is running low, ensure that the vast majority



of drivers will not neglect DEF (A 13-liter DEF tank will be set for 3,000 to 3,600 miles per fill-up). They insist it's about as likely to happen as a trucker running out of fuel on the highway.

In an email exchange, one

engineer from a rival OEM questioned Navistar's public concern for polluting trucks, quipping that the company is using banked emission credits (which it amassed by building compliant medium-duty engines) in order to sell



# Challenges

11 and 13-liter MaxxForce engines coming out later this year. Those engines, along with pre-2010 Cummins engines it ordered in abundance prior to the Jan. 1 deadline, significantly exceed the '10 EPA NOx target, he notes.

#### KING OF THE GRILL:

Navistar is confident its concerns with competing engine technologies have finally been addressed.



(There's speculation that the company will exhaust its credits by the end of 2011, at which point its EGR engines will have to be made to comply with the standard. It could also choose to pursue its own non-liquid urea

engine or, however unlikely, reestablish a supply agreement with another engine maker).

The agreement between Navistar and the EPA provides that the environmental regulator will "engage in a public process to re-examine its policies, for future 2011 and later model year engines."

The EPA also promised to "ensure that SCR-equipped heavy-duty diesel engines are designed to properly control emissions as required under applicable regulations."

Based on this language, it's possible the EPA could reconsider how its rule allows trucks to remain operational, at least for extended periods, when DEF is not replenished.

"Navistar expects the workshop to produce an outcome that will eliminate the opportunity for SCR-equipped trucks to operate with uncontrolled NOx emissions," the company stated.

While a couple of SCR manufacturers indicated in official statements to transport media that they're satisfied with the agreement between Navistar and the EPA, our source shrugged it off. In fact, he welcomes the hearings. "In the clear light of day that the public workshops will provide, they should once and for all eliminate any and

#### Union Challenge



## SELECTIVE BARGAINING

"The people united, will never be defeated," goes one popular union chant. Good 'ole fashioned rhetorical games can't hurt either.

Teamsters Canada alleges that management at Challenger Motor Freight is trying to scuttle a union drive at the carrier's Dorval, Que., terminal by posting a letter which "impliedly [sic] threatens workers with reprisals if they choose to join a union." The union has filed a complaint with the Canada Industrial Relations Board (CIRB).

"Challenger violates...the Canada Labour Code by threatening workers with sanctions if they take part in legitimate and legal union activities," the union states in a press release.

That, however, appears to be an overstatement at best.

The Teamsters' press release doesn't provide specific detail of Challenger's comments, but an image of the letter was sent to us upon request by a union official.

What the posted staff notice actually says is that the carrier continues to receive complaints from employees who say they've been contacted at home by a union representative.

The letter, signed by Challenger President Dan Einwechter, goes on to assure employees that such

information is not coming from the company. Citing privacy concerns, the note demands that those who are providing the union with confidential employee information "cease immediately" or risk "disciplinary action," including, possibly, termination.

As *Today's Trucking* previously reported, the Teamsters launched a campaign to organize group drivers and owner-operators at Challenger Motor Freight and its group fleets.

Einwechter strongly denies the majority of workers and drivers are unhappy with the company; he says the campaign is being fueled by the actions of a disgruntled "few."

Anecdotally, there could be some truth to that. Recent email exchanges and casual conversations with a handful of Challenger drivers indicates that there are likely plenty of workers who don't want to join the union.

But that's not how the Teamsters see it. The union insists that Challenger is using "an old tactic used to scare workers," because the company "is panicking" that employees will soon be Teamsters.

Who's actually nervous, though, remains open to interpretation.



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all further frivolous attempts of obfuscating the real story.”

Naturally, Navistar spokesman Roy Wiley categorically dismissed that sentiment, pointing out that most competitors would have preferred that the suit be dismissed outright.

“A workshop, similar to the rulemaking process, is an opportunity for interested members of the public to be heard by regulators before the regulators make important decisions,” he says. “We are confident ... our messages have not fallen on deaf ears.”

Earlier this year, the EPA updated its guidelines, somewhat preemptively, for the emissions rule.

The original guidelines required engine performance to be degraded after a set distance with an empty DEF tank. In the latest version, though, any mention of miles or hours driven on an empty DEF tank was removed. Instead, the EPA

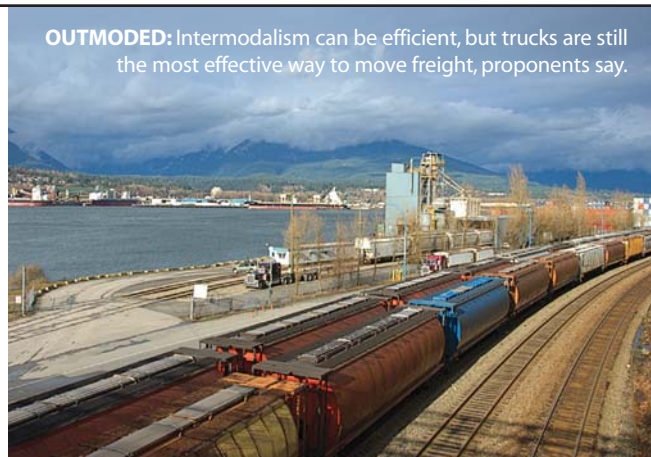
only suggests that it would likely take a 25-percent reduction in torque for a driver to notice decreased operation and it will be up to the manufacturer to determine how long after DEF runs out that engine performance begins to decline.

### Public Image

## Shifting Attitude Towards Trucks

It’s to be expected that in this environmentally hyper climate, governments do what they can to appear they’re reducing greenhouse gas emissions and pollution. But some fleets warn that in its campaign to promote “livable” transport strategies, the Obama administration risks crossing the green line at truckers’ expense.

YRC President Michael J. Smid told a group of shippers at the annual NASSTRAC Logistics conference that he’s increasingly concerned over the federal



**OUTMODED:** Intermodalism can be efficient, but trucks are still the most effective way to move freight, proponents say.

government’s attitude toward highway transportation.

“There is a certain amount of anti-truck rhetoric in Washington today,” said Smid, who was referring in part to Transportation Secretary Ray LaHood’s recent comments about getting “gas guzzling trucks” off the road and moving freight onto rail and waterways.

Overlooking the transport czar’s misunderstanding of the kind of fuel that powers trucks, Smid fears that Washington’s attitude could

lead to underinvestment in highway infrastructure.

“The trucking industry makes an easy target,” added Bill Logue, president of FedEx Freight, “because there are so many trucks on the road ... It’s a visible thing.”

The DOT’s comments incited a letter from the American Trucking Associations (ATA) which pointed out that statements by the department that freight rail and marine highways should replace trucks “is not only factually



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incorrect,” but “it can breed irresponsible policy.”

The ATA, which supports intermodalism as a matter of efficiency, rightfully noted that trucks are needed to take freight to and from the railroad. The same is true for short sea shipping. “Even if subsidies of both sectors grow, trucks will continue to carry the bulk of our nation’s freight,” the letter stated. “Taking trucks off the road, as you suggest, would bring our nation’s supply chain to a screeching halt.”

On this side of the border, Canadian carriers are also monitoring the DOT’s tone. The Canadian Trucking Alliance nods that “greening fleets is the most efficient way to reduce GHG emissions,” but the group says it’s

concerned that policy makers “continue to focus on the old standby” of modal shift away from trucks.

Still, at least one government agency likes trucking as a form of transporting goods. According to a new study by the U.S.

Department of Agriculture (USDA), trucks provide the most efficiency and handling services needed to get perishable products where they need to go.

The study also notes that trucking is more competitive in nature than ocean and rail, providing an attractive shipping option even during times of increasing fuel costs.

Perhaps the DOT and the USDA should talk to each other more.

## Detroit-Windsor

### Ottawa Offers Bridge Bailout

Canada must want a new trade bridge to the U.S. pretty bad.

Perhaps fearing that Michigan’s 2010 budget decision would scrap funding for the binational Detroit River International Crossing (DRIC), Ottawa offered \$550 million to pay for the state’s portion of the proposed crossing.

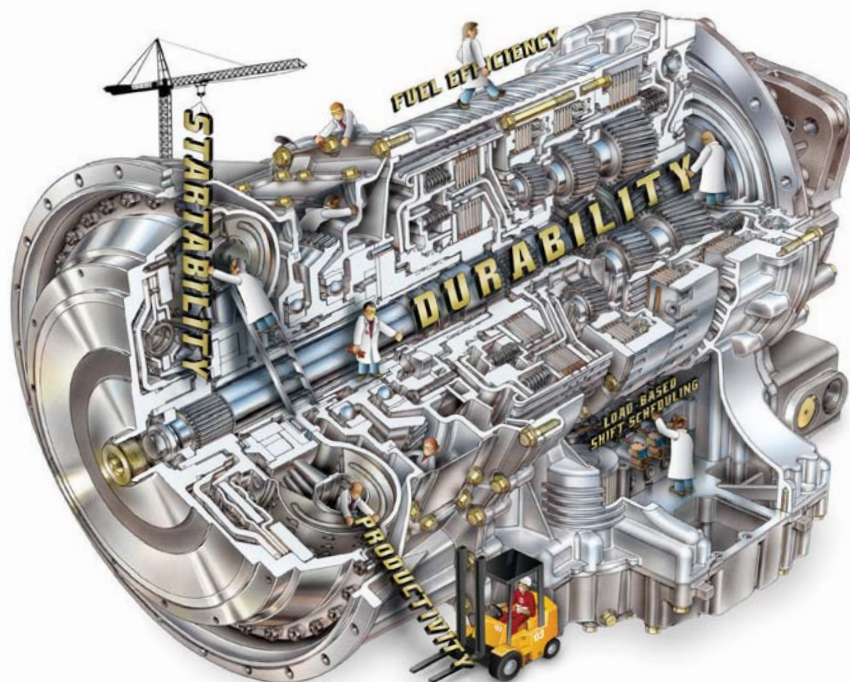
The money gets cash-strapped Michigan off the hook for its half of the project, which has been permitted to operate only on a very short leash in Michigan. The cash would eventually be paid back to Canada through bridge tolls.

“This is obviously a significant offer from the Canadian government,” said Governor Jennifer Granholm. “It removes the risk from the state of Michigan for all of this.”

True to form, though, the owner of the private Ambassador Bridge summoned his lawyers to try and block Canada’s offer. (This would be the second lawsuit against the government by Matty Moroun in as many months. He is also suing both Canada and the U.S. for interfering with plans to twin his own bridge, which he claims is a violation of his NAFTA rights).

“The only way the DRIC project will have enough traffic to justify its construction is by diverting traffic

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# on the Docket

## UCR FEES DON'T PLEASE TRUCKERS:

It's not the 125-percent hike that was originally proposed, but many carriers will pay nearly double their current Unified Carrier Registration (UCR) fees. For large carriers (over 1,000 straight trucks or tractors) the annual levy for the calendar year beginning Jan. 1, 2010, jumps from \$37,500 to \$73,346. The FMCSA backed down slightly from its original proposal of \$83,412 for carriers in this group.

For other freight forwarders, brokers, leasing companies and fleets, the fee ranges from \$76 (less than two trucks) to \$7,511 (101-1,000 units). Carriers in between will pay \$1,576 (21-100 trucks); \$452 (6-20 trucks); and \$227 (3-5 trucks).

The Canadian Trucking Alliance (CTA) and the American Trucking Associations (ATA) urged FMCSA not to implement the fee at least until "adequate steps have been taken to address deficiencies" in the collection of UCR fees.

In an interview, CTA's Ron Lennox said he hasn't seen much to indicate regulators have taken such steps. "Frankly, I don't really see very much that's concrete in the final rule," he says.

One bright spot, though, is trailers have been removed from the fee calculation. That would shift some carriers into a lower fleet

size bracket and thus reduce their overall bill. Carriers who still remain in same bracket will see fees increase substantially, however.

## INSPECTION OVERSIGHT FIRMED UP:

At the urging of the British Columbia Trucking Association (BCTA), the B.C. Ministry of Transportation announced changes to the Motor Vehicle Act (MVA) that are said to provide government with greater oversight of facilities and require inspectors to ensure the safety of the vehicles under their review.

According to the BCTA, the amendments "will increase compliance through stronger audit powers, including direct access to inspection facilities to conduct ministry-led vehicle inspections."



Inspecting the inspectors

They include: Simplifying the ability to cancel the designation of a facility or inspector to conduct mechanical or structural integrity vehicle inspections under the provincial program; and improve monitoring to closely track and scrutinize inspection facility owners and directors, as well as individual inspectors, says BCTA.

Marine Atlantic hoped the booking system translates to less downtime for drivers, less fuel consumption overall and reduced wait times.

But Duane "Jake" McCarthy, a driver from Newfoundland, says the reservation system is having the opposite effect. It's just that the wait times aren't on Marine Atlantic property anymore.

"They are only letting two boatloads of reservations, so 40 to 50 trucks, in the parking lot at a time," says McCarthy. "Before, if there was a line up of trucks they could add an extra crossing. Now, with the trucks off the property it won't happen."

McCarthy is also concerned that having to book a spot on the ferry days in advance will make it difficult for smaller companies, who don't necessarily have dedicated routes to service customers, and operate on a call-by-call basis.

"I was in Ottawa last week and couldn't get a reservation home until Thursday morning, so I wasted two days in Nova Scotia," he says. "The small companies won't be able to keep their drivers."

He isn't the only one complaining. Marine Atlantic recently admitted that it was considering toughening the rules for missed bookings.

Some carriers are reportedly reserving blocks of commercial spots on the service, but then canceling spots that are unneeded just prior to being penalized. So even though the boats are booked, when it comes time for the ferries to sail, there tends to be a number of truck spots that are empty.

from and bankrupting the three existing international crossings in the area: The Ambassador Bridge, Blue Water Bridge and Detroit-Windsor Tunnel," said Patrick Moran, corporate counsel for the bridge company, in a statement.

Moroun and his bridge execs appear to be pulling out all the stops to scuttle the project, including firing off some typically sensationalist accusations. First the bridge's president Dan Stamper charged the state with taking a "bribe" from Canada. Then

he said Granholm, "who is both a Canadian and an American citizen," has agreed to "sell the Michigan border to Canada."

In the lawsuit, Moroun even played the race card. "It is clear that the Canadian government is using its legislative power inappropriately to discriminate against an Arab-American businessman."

Moroun's grandfather was reportedly born in Lebanon. Matty Maroun was born of Argentinean parents in Detroit in 1927.

## Marine Atlantic Some Ferry Reservations

The launch of Marine Atlantic's commercial reservation system was supposed to improve service for truckers riding the Port aux Basques-North Sydney ferry, but some truckers say it's just hiding the problem.

The system is designed to give companies and carriers a more accurate estimate of travel and delivery times, along with providing a reserved space for trucks.



Under the current rules, a company must pay a \$100 penalty if their reservation is cancelled or changed within 12 hours of the scheduled sailing time.

Marine Atlantic is now considering moving that window up to 18 or 24 hours.

— by Steve Macleod

### Workplace Safety

## Getting Sweaty Over Truck Work

If you're at a federally regulated trucking company—and odds are pretty good you are—you could apparently be at a dangerous "sweatshop."

At least that's the opinion of an organization called the Canadian Centre for Policy Alternatives (CCPA), a left-wing think tank that released a report last month called "Success is No Accident."

The CCPA staged the launch of the report on the eve of the annual national day of mourning for killed and injured workers.

Relying on 17 interviews with Labour Affairs Officers (LAO), the study naturally concludes that if LAOs were paid more and there were more of them on the job, people who work in federally regulated organizations would be much safer and happier.

Using the sheer number of reported injuries, the study singled out trucking, one of the nation's single biggest employers, as among the most dangerous federally regulated industries. In 2007, there were 7,700 fatal or disabling incidents reported, up from 6,200 five years earlier.

## heard on the Street

■ **John Nelligan Jr.** is **ARVINMERITOR'S** new Canadian regional director, North American Field Operations.

A familiar face on the Canadian trucking scene for the past two decades, Nelligan was dealer principal at Harper Truck Centre before joining Meritor. Before that, Nelligan was the GM for Sterling and Western Star Canada.

In his new position, Nelligan is responsible for the sales, service and support of all fleets and dealers across Canada.



John Nelligan Jr.

ArvinMeritor also appointed **Rick Decaire** as Eastern regional sales director for the Aftermarket Business.

■ **Dean Paisley**, of **LETHBRIDGE TRUCK TERMINALS**, was recently sworn in as the **ALBERTA MOTOR TRANSPORT ASSOCIATION'S** (AMTA) new president. Paisley took over the presidential duties from

Westfreight Systems' Richard Warnock.

Paisley says there's a couple of challenges moving forward in 2010, including finding a way for the industry to bring in new drivers and provide them with the proper training. Another task, notes Paisley, will be finding a replacement for current executive director Mayne Root, who plans to retire at the end of the year.

■ **Warnock**, meanwhile, was honored with the Service to the Industry Award at the AMTA's management conference. The award came 20 years to the day after Warnock signed on with a little, six-truck operation known as Westfreight Systems. As president, he helped grow the fleet to more than 100 trucks before the company was sold to **TRANSFORCE** in 2007.

■ Want to beat the competition? Invite them into your company. That's what **TITAN TRAILERS** did when it recently welcomed **Denis Marcoux**, the owner of Remorques VDS in Montreal to join the Titan Trailer family. In fact, Remorques will be the exclusive distributor for Titan Trailers in Quebec. Remorques has traditionally sold used trailers, but the company will now offer Titan's complete lineup.

The report then hints that the injury numbers could be even higher, but the industry "is difficult to effectively

(How there could be so many injuries as a result of using cellphones from behind a basement desk, the report didn't explain).



track because many operations are made up of little more than a basement desk and cellphone," as one LAO officer was quoted as saying.

There are other flaws. The report claims that hiring more inspectors at the provincial level led to a provincial disabling injury-rate

decline by 25 percent in the last five years, while rising five percent in federal workplaces. To which the Manitoba Trucking

Association's Bob Dolyniuk asks rhetorically in an email to us:

"Given that both federally and provincially regulated trucking employees and owner-operators are both insured and their accepted claims are paid by the provincial WCBs, how can there be different injury rates? Certainly the Manitoba WCB does not identify provincially or federally regulated claimants. It would appear that the author of the report does not have a full understanding of the trucking industry and WCB as it applies to this industry."

Yeah, what he said. ▲



## A WIKI AND A NOD TO SOCIAL MEDIA

### So what can Tweeting do for you?

An expert on the use of social media says logistics and transport providers are lagging behind other industries in applying the latest web-based technology for business purposes.

Jim Love, CEO of Toronto-based Chelsea Consulting, says there's a tendency in business to quickly dismiss new apps and programs as hype, without seeing their potential usefulness.

"This is an area that is tremendously under-developed in the supply chain world. You guys really are, as an industry, behind on this," he told an audience of logisticians at the Supply Chain and Logistics Association of Canada's annual conference. "I think this is the lowest penetration industry of any I have seen."

Twitter and Facebook are quite popular and are proven to be effective for some businesses if used properly, but one of the most useful tools—and most under-utilized—is the wiki protocol that allows members of a community to collaborate on a stated goal.

"Wikis are extremely powerful, and they're probably the best way to build useful documents. E-mails are the absolute worst way, and yet we all use e-mails," he said.

"What would you give for a procedures manual that is always up to date? It never has to be updated because it's constantly updated by the people who use it in real time?"

He advised business leaders to explore social media the same way they would eat an elephant—one bite at a time.

Read the complete story at <http://tinyurl.com/whywiki>

## No proof cell phone bans work?



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

Don't take it from me. That's what the minister of transportation in Alberta says. The province confirmed that it is pushing forward with distracted driving legislation, but leaders admit there's actually no real evidence that shows bans on talking and texting while driving reduce crashes.

A handful of studies in the U.S. also had trouble finding a direct correlation, including one by the Insurance Institute for Highway Safety. Look, when someone's weaving in and out while yakking on the phone or traveling 35 km/h in a 60 zone in front of me because he's trying to text, I want to grab a fistful of loose pennies from my change compartment and heave them at his car as much as anyone (not that I've, errrr, ever done such a thing). But plenty of good drivers can talk on the phone, change the radio station, and yell at the kids in the backseat without any trouble. My brothers and I can attest that my parents were the all-time, tag-team champions of Backhand-Slaps-While-Driving. Trust me, it's not as fun as it sounds.

I'm not pining for a return for those days, I'm just saying that rather than reflexive blanket bans, it makes much more sense to crack down on drivers that don't seem to have control of their vehicles, with or without talking or texting.

Sure, step up the fine under the traditional rules if someone's on the phone and breaks a rule under the Highway Traffic Act. But also don't let off the hook those soccer moms putting lipstick on using the vanity mirror and morons trying to light their cigarettes next to an open window—especially if they're driving anywhere near my Ferrari.

**Comments:** *I think legislation is dumbing down society, making us lazy in personal responsibility . . . Ultimately legislation can neither ensure public safety nor reverse stupidity.*

☺ **Posted By: Robert**

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## BITS & BITES

### Got a Problem With That?

U.S. purchasing managers say they're not especially concerned about the impacts of a thickening Canada-U.S. border. They're leaving those worries to Canadian suppliers and their service providers, says professor Coral Snodgrass, citing a report he authored on this matter. "On issues like traffic delays, labor costs, and security issues, U.S. purchasing managers don't seem to be too interested," he told Canadian shippers at the Transpo trade show in Toronto. "Their view is those things are Canada's problem. That stuff is supposed to show up on time. Get it there." **Full Story at:** <http://tinyurl.com/thickborder>

### Yellow Brick Recovery 'Long and Bumpy'

YRC Worldwide's fate has huge implications on North American LTL capacity, so all eyes were on the beleaguered carrier when it reported a first quarter net loss of \$274 million, despite having implemented extensive cost cutting and a debt-for-equity exchange program.

Still, the company says volumes in both major divisions were much higher in May; and perhaps feeling more confident in YRC's ability to stay afloat, large customers such as Walmart and Home Depot have begun to increase shipments once again.

**Full story at:** <http://tinyurl.com/YRC1stQ>

### Get Out Your Funny Money

How're you fixed for Canadian Tire cash? If you're traveling down Hwy. 401, it could come in mighty handy. Canadian Tire has been given the green light to build and operate 23 fuel stations and convenience stores along Ontario highways 401 and 400.

The Ontario government finally announced that a company called Kilmer Service Centres will be redeveloping and operating the centers, which have been closed for almost two years. Kilmer in turn has contracted Canadian Tire to sell fuel and merchandise. Now, if they just made donuts . . .

**Full story at:** <http://tinyurl.com/cndtire>

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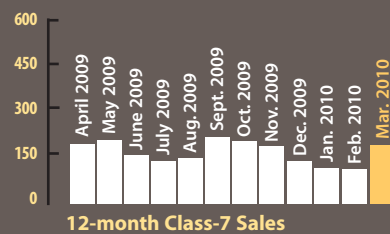
Canada: Truck Sales Index

March 2010

CLASS 8	This Month	YTD '10	YTD '09	Share
International	409	1010	1070	25.4%
Freightliner	409	941	860	23.6%
Kenworth	327	750	328	18.8%
Peterbilt	191	441	177	11.1%
Volvo	181	348	369	8.7%
Western Star	97	247	273	6.2%
Mack	105	208	298	5.2%
Sterling	15	39	303	1.0%
<b>TOTAL</b>	<b>1734</b>	<b>3984</b>	<b>3678</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '10	YTD '09	Share
International	60	150	116	35.8%
Kenworth	36	86	72	20.5%
Hino Canada	41	74	61	17.7%
Peterbilt	21	53	45	12.6%
Freightliner	28	52	79	12.4%
Sterling	1	4	44	1.0%
<b>TOTAL</b>	<b>187</b>	<b>419</b>	<b>417</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '10	YTD '09	Share
Hino Canada	31	71	82	52.2%
International	15	45	71	33.1%
Freightliner	5	10	18	7.4%
Sterling	4	7	8	5.1%
Peterbilt	1	3	4	2.2%
<b>TOTAL</b>	<b>56</b>	<b>136</b>	<b>183</b>	<b>100.0%</b>



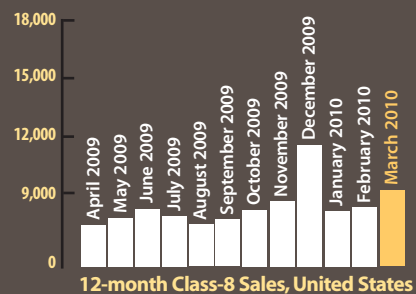
CLASS 5	This Month	YTD '10	YTD '09	Share
Hino Canada	79	156	135	67.5%
International	16	50	40	21.6%
Kenworth	6	16	11	6.9%
Sterling	2	7	84	3.0%
Freightliner	2	2	3	0.9%
Peterbilt	0	0	4	0.0%
<b>TOTAL</b>	<b>105</b>	<b>231</b>	<b>277</b>	<b>100.0%</b>



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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '10
Freightliner	3398	8139
International	1989	6130
Peterbilt	1217	2949
Kenworth	859	2317
Volvo	619	2047
Mack	831	1911
Western Star	62	180
Sterling	52	167
Other	3	4
<b>TOTAL</b>	<b>9030</b>	<b>23,844</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	28	30	6	31	149	130	10	18	0	7	409
Freightliner	24	62	11	13	163	69	34	32	0	1	409
Kenworth	18	66	25	33	87	91	7	0	0	0	327
Peterbilt	22	38	5	11	19	81	7	8	0	0	191
Volvo	10	7	9	12	65	38	18	22	0	0	181
Western Star	12	26	11	2	21	20	5	0	0	0	97
Mack	4	11	5	11	45	22	2	5	0	0	105
Sterling	4	3	1	0	1	6	0	0	0	0	15
<b>TOTAL</b>	<b>122</b>	<b>243</b>	<b>73</b>	<b>113</b>	<b>550</b>	<b>457</b>	<b>83</b>	<b>85</b>	<b>0</b>	<b>8</b>	<b>1734</b>
<b>YTD 2010</b>	<b>293</b>	<b>602</b>	<b>217</b>	<b>253</b>	<b>1297</b>	<b>962</b>	<b>186</b>	<b>157</b>	<b>0</b>	<b>17</b>	<b>3984</b>

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



There's one in five chances that they've actually driven a clutch-pedal-less transmission. The automated manual transmission (AMT) is far more common than you might think.

Recent estimates suggest that almost 20 percent of new trucks have AMTs. That ballpark comes from Eaton Corp., the company that makes most of them, but still.

"Half our tractors are automatic," is how Steven Kitson, the director of Business Development at Brampton, Ont.-based APPS Transport Group answered when we asked if any of his trucks have automated trannies.

"Our preference is automatic and we will continue to purchase them as we replace our manual tractors," he says.

APPS runs mostly LTL, and primarily around Southern Ontario and into the U.S. But the applications for automatics stretch beyond the four- and eight-lane runs.

Mike Verkerk of Bowness Trucking owns two dump trucks that haul around Calgary.

When he first became an owner-op in 2001 he bought a truck off of a friend and it had a 6-speed fully automatic Allison in it. Verkerk was hooked.

He doesn't own that truck anymore, but both of his Kenworths now have 6-speed Allisons. If he did run out on the highway he says he'd definitely spec an automated transmission, the kind that allow you to do some shifting.

"I've had good luck with them and they're good for the city. With automatics one advantage is you don't have to worry about clutch adjustments and they're cheaper in the long run, especially if you have other drivers."

"They're great, especially in soft ground. You can feather the fuel and control the power better to get even, steady power."

"I do lots of spreading of gravel and it's easier to make an even spread as a driver when you don't have to shift while spreading."

Other operators have shied away

## Shiftless So-and-sos

**transmissions** *It seems it's only a matter of time until your cabs have one less pedal. By Today's Trucking Staff*

**Y**ou know that bizarre feeling when you go upstairs in the dark and you don't realize that you've reached the top so you take another step and your foot kind of just falls, throwing you forward?

That's what it's like the first time you pull up to a stop sign with an automated transmission.

The rig almost stops, your engine runs dead slow, you instinctively position your

left foot and then...nothing.

The truck stops, and there you are.

Veteran United Van Lines owner-operator Ron Pridmore put it this way: "My left foot kept dancing around in the air, it wouldn't sit still. Felt very weird."

A few years ago, if you told somebody around a truck stop about that sensation, they'd probably sniff to see what you have in your coffee and then take back away.

But now?



because they're costly and the recession has bitten into AMT sales.

A manual costs thousands less than a self-shifter and quite simply, there's nothing much wrong with a manual transmission.

Driven right, a manual can go a million miles or so.

A clutch can, too, if it's in the hands of a good driver who starts the truck gently and float shifts so the clutch stays engaged most of the time.

However.

That's one of the upsides of the self-shifters: no clutch pedal to abuse and it won't matter if more than one operator drives your truck.

Some fleets report AMTS mean longer life for U-joints and driveshafts, which clumsy drivers retire young by shifting badly and sending shocks through the driveline.

Another advantage: Fuel savings. Some industry claims have rated the fuel savings of automated transmissions as high as seven percent.

*Société des alcools du Québec* (the Quebec liquor board) runs mainly urban routes and uses three types of transmissions—manual, automatic, and automated. Recently, they purchased some trucks with new Volvo I-shift and it does a better job than most drivers in terms of fuel economy.

And in Winnipeg, Bison Transport spec's automated transmissions on all their new trucks, aiming at both fuel savings and driver safety.

Automated transmissions cut training time for novice drivers. There's no double-clutching or multi-speed gear selection to learn. And Joanne Ritchie, executive director of the Owner-Operator's Business Association of Canada (OBAC), admits that technology like automated transmissions make truck driving more attractive to her half of the population.

Safety is another reason for moving away from manuals. One U.S. fleet reported a substantial drop in accident rates because drivers can concentrate on traffic and where their rigs are instead of what gear to be in. Most get better fuel economy, because a modern AMT will shift correctly all the time, while even the best drivers grow tired and sometimes a little sloppy.

Some fleet managers also report that veteran drivers at first don't like AMTs but soon change their minds when they

## A GEAR-OVER-GEAR HISTORY

**1949:** Allison Transmissions, formerly owned by GM, starts producing torque-converter automatic transmissions for military tanks and rail diesel engines.

**1956:** Allison introduces its first commercial truck transmission.

**1969:** Aisin Seiki of Japan begins building transmissions. Today, Aisin and Allison automatics are used in a broad range of imported low-cab-forward as well as light-and medium-duty trucks.

**1970s:** Eaton Corp begins developing automated transmissions for military use.

**1990s:** ArvinMeritor competes against Eaton with partially automated transmissions; Eaton introduces the AutoShift, with electronic controls that "talk" to the engine; it changes gears automatically but requires the driver to use a clutch pedal while stopping.

**2006:** Eaton introduces the UltraShift. No clutch pedal. The UltraShift comes in 10-, 13- and 18-speed versions.

**2007:** Volvo introduces 12-speed I-Shift. A *Today's Trucking* review stated: "Volvo's new automated-manual transmission, I-Shift, will blow drivers away."

**2010:** Eaton launches the UltraShift Plus, in three models each for highway and vocational uses. (Price tag's still about \$3,000 more than a standard.)

**2010:** Mack, Volvo's sister company, will introduce its own mDrive automated transmission for use with Mack MP Engine series.

see how much work they save; some stay with a company when they'd otherwise quit because they like their auto-shifters so much.

Conversely, Steve Haus, who is in charge of maintenance for the Erb Group, centered in Baden, Ont., reports that some of his drivers requested a return to the manuals, after having tried the autos.

Also, self-shift trucks have more room in the cab for the driver.

Still, some people are leery.

United Van Lines driver Pridmore says he still prefers manual shifters because "I've heard they [self-shifters] aren't so good in the winter time." (We haven't found any evidence of that.)

And at a recent meeting of the American Trucking Associations (ATA) Technology and Maintenance Council (TMC), a few dissenters could be heard at one of the open forums called "shop talk."

At one such session in Tampa, despite one maintenance man standing up to gripe about the maintenance of his Eaton UltraShift transmissions, others defended the technology.

Said one tech from a large fleet: His operation has several hundred UltraShifts, which have mostly had good service, and he wants to convert the whole fleet over.

Most problems are electrical, he continued, and are best tackled not by truck dealers but with the help of Roadranger field service specialists, who are familiar with how to troubleshoot the problems.

Another manager at the TMC meeting agreed, noting that the driveline failures had gone away and that drivers liked the trannies' easy operation.

For Erb's Haus, the jury's out.

Erb runs automatics in their straight trucks and were purchasing automated in some highway tractors, he says.

"From the shop side they can be troublesome, another ECU to deal with, wiring and connections, as well as all the added electronics.

"They work OK, fuel economy isn't any better and they are very maintenance sensitive. We have not purchased any over the last few years but I am sure we will see more in the future."

Erb and everybody else, it would seem. ▲

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# This Won't Hurt a Bit

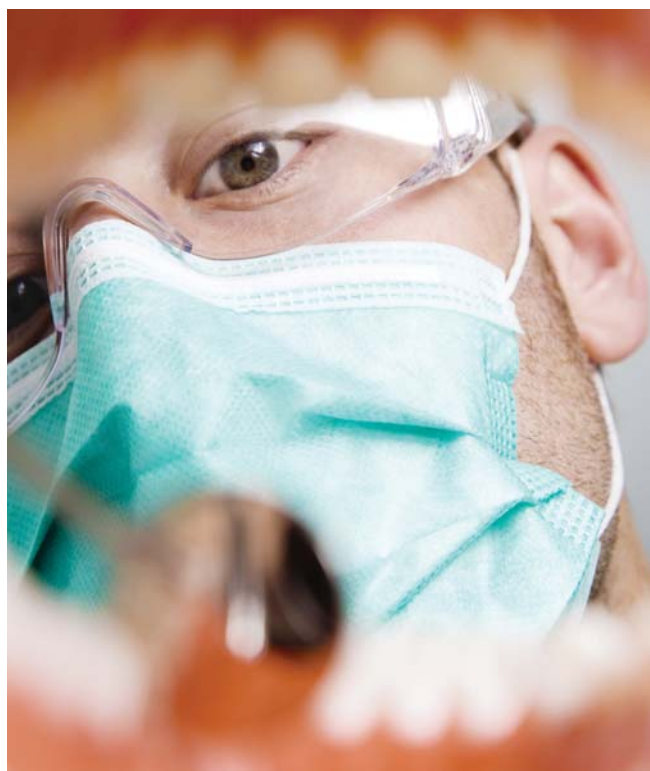
**safety** *Some rip-and-post inspection-survival tips, just in time for your first-ever CSA2010 coop visits. By Brian Botham*

**M**uch like a trip to the dentist, roadside inspections can be painful, but if you take care of your teeth (and your truck) you can be in and out of a visit quickly and with no pain. Also, knowing what you're in for makes the whole process even easier. So just in time for this year's blitz, I present the following inspection review.

If you get pulled over for inspection, the biggest or most in-depth exam is the Level 1. This is a full inspection of the driver; which covers your driver's licence, logbook, medical certificate and or waiver, vehicle inspection report, seatbelt and substance use. It also includes a full mechanical inspection of your truck and trailer.

This involves the officer taking a creeper under your truck to look at brakes, suspension, tires, steering, lights, cargo securement, hazmat compliance, etc. They look at pretty much everything that you should examine during your pre-trip. So, as long as you have done a proper pre-trip you should have no problems passing. You are also required to assist the officer during a Level 1. That means working the lights, applying the brakes or doing whatever else you're asked to do.

A Level 2 covers almost all of the driver items in a Level 1, but the officer will do a walk-around inspection of



**“As long as you have done a proper pre-trip, you should have no problems passing.”**

your vehicle, looking at lights, tires, cargo securement and anything else that is visible without having to get under the truck and or trailer.

A Level 3 Inspection is a driver-only inspection.

A Level 4 is rare. Only a specific mechanical component is checked; e.g., air brakes. The thing is—and judging from my experience, whenever they are looking at that one mechanical component they can't help but inspect the driver and everything else they see!

A Level 5 is the same as a Level 1 except the driver is not present. Level 5's usually

take place during an audit in the company yard.

So how do you make an inspection feel less like a root canal?

First, make sure your logbook is current to your last change of duty status. It only takes a minute to fill this out, but far too many drivers don't and then try to pull over just before the scales to catch it up; and of course they see you doing this so then you get pulled in and put through the wringer.

Do a proper pre-trip. Make sure your truck is mechanically sound. At least then you can be confident that if you

are stopped you will pass the mechanical portion of the inspection.

Attitude. I can't say this enough; your attitude should be positive when you are stopped, the inspector has a job to do and if you work together you can get it over with quickly and painlessly. On the other hand if you start off the inspection with attitude you are going to get the same in return. And yes I know that there are some inspectors out there who have a miserable attitude and there isn't much you can do about that other than smile and hope it finishes quickly.

Once the inspection is over, take a look at the form that you have been handed. It will note the time you were stopped and the time the inspection was finished. Mark this in your log as on-duty not driving; make sure the times match as closely as possible to your logbook. Also, if any defects were found during the inspection you must also note those on your inspection form and if they were Out of Service inspections make sure that you show and sign off that they were repaired.

Don't forget Roadcheck.

This year the 72-hour North American blitz on commercial vehicle inspections runs from June 8 to 10. Good luck. ▲

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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**LOGISTICS**   
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# Ready, ISO, Ready!

**security** ISO 28000 weaves another thread into your security blanket.

By Gene Rousseau

**T**he recent car bomb in New York provided yet another reminder that security risks are not disappearing. And the Canadian transportation industry—because it is becoming increasingly multimodal and linked to the global supply chain—is a prime target.

The International Maritime Organization (IMO) and the International Civil Aviation Organization (ICAO) have introduced security-management programs to aviation and maritime transportation industries. And the Canadian government has announced a shift from a regulatory process to a management systems approach regarding safety and security across all transportation modes—which of course includes your trucks.

You're probably familiar with the most prominent programs: C-TPAT and PIP.

But as global trade chains get more integrated you should familiarize yourself with two others.

European Authorized Economic Operator (AEO) is a designation granted to European businesses involved in the international supply chain.

ISO 28000 specifies the requirements for a security-management system and is applicable to all sizes of organizations in the supply chain. Being part of the system will mean meeting minimum standards, creating a comprehensive system of

“best practices” and ensuring integrity and customer confidence in a safe and secure transportation system.

As part of the overall supply chain, smaller organizations need to implement similar and comprehensive Physical Security Programs (PSP). In the not-too-distant future, proposed amendments to regulations will require all stakeholders to implement similar comprehensive PSPs that are proactive, risk-based and follow a management systems approach to security.

This approach incorporates a documented decision-making process, which will demonstrate due diligence to surrounding threats, risks and

**“Being part of the system will mean meeting minimum standards, creating a comprehensive system of best practices and ensuring customer confidence.”**

mitigation strategies specific to individual daily operations no matter what their size.

Implementing a thorough and effective security-management system provides the opportunity to exceed minimum-security standards established by government regulations including C-TPAT/PIP, AEO and other international organizational standards. ISO 28000 can easily be incorporated into existing ISO quality management systems.

Adding ISO 28000 to your security system provides the

basis for continual improvements by advancing cost-effective and efficient processes that save money and produce quality management procedures.

The question you have to ask is, do the people responsible for your security manage-

(CPTED) principles into PSP plans.

ISO 28000 includes an independent auditing of security plans by accredited third-party auditors—recognized security professionals capable of independently auditing security plans to



ensure compliance with existing international standards and government regulations.

Now is the time to be proactive. Now is the time to move forward into developing and implementing highly effective and secure transportation management systems that can move smoothly among modes and across borders. By doing so, all our vulnerabilities will be reduced and our transportation and supply chain systems will protect equipment, cargo and people's lives. ▲

Gene Rousseau is a former operating lead at Ford Transportation Services Limited, President of R & D Enterprise, and a consultant at MMTS Group on C-TPAT, PIP, and ISO 28000. He can be reached at [gene@mmtsgroup.com](mailto:gene@mmtsgroup.com).

**BY MARCO BEGHETTO**

**T**ruckers like to rant. We know that. And they especially like to emit heat to trade magazine editors, which works out just fine because we like to listen.

A lot of guys take full advantage of that at the biannual Truck World show in Toronto. The big issues vary each time—in 2008 the phrases “speed limiters” and “diesel prices” were often preceded with expletives—but this past April, the consensus concern, at least among drivers mingling around our booth, had to do with the cost of complying with the recent myriad of stringent rules and cost increases.

Yes, of course, regulation has always been an inevitable part of the cost of doing

employees are making at least that much. That’s not a misprint. And there’s really only one way to interpret an almost two-thousand-fold increase of the upper level of the transportation bureaucracy: More regulation and fees over the next decade. And lots of them.

Coming up, truckers will be hit with tough new inspection rules as part of CSA 2010; an interim EOBR rule that promises to encompass all carriers and owner-ops later on; and, as it appears today, a revamped U.S. hours-of-service rule that could reduce allowable driving time.

All this on top of a \$10,000 premium truckers could be paying for new, NOx-free diesels, bigger drum brakes or air disc brakes to meet stopping-distance rules, fee hikes for just about every specialty sector; and how long do you think before fuel hits \$150 a barrel again? Beyond that, a few other good bets: A round of carbon-based emissions mandates; cap-and-trade legislation; new safety mandates like stability control; and a sleep apnea screening and treatment rule similar to drug testing.

## *The Strange Case of the* **Disappearing** **Drivers**

business, but clearly the sense now is that there are simply too many controls, which are far too burdensome and expensive, introduced in too short of a timeframe. And there’s little reason to think things will relax, most especially for cross-border haulers.

*USA Today* reported not too long ago that at the cusp of the economic collapse in November 2008, the US Department of Transport (DOT) had just one person earning a salary of \$170,000 or more. Eighteen months later, nearly 1,700

The effect of all this on owner-ops and the overall driving pool isn’t something that should be ignored now just because the recession has masked the very real demographic and operational challenges that still await.

For better or worse, the cost of compliance is expected to purge tens of thousands of drivers from the industry. Owner-ops, for a variety of related and distinct reasons, are finding it even more difficult to stay relevant in this market. So much so, says Navistar VP Jim Hebe, that the



independent driver model as we know it today is seriously endangered. That will become increasingly more apparent as fuel prices rise back up. (Check out “Declaration of Independence” on pg. 24 for more on the precarious future of owner-ops.)

Because of the new Driver Safety Measurement System (DSMS), which for the first time will track problem “chameleon” drivers across multiple carriers, CSA 2010 just on its own could immediately force out anywhere from five to 20 percent of drivers, Don Osterberg of Schneider National said in a recent webinar. While he’s reluctant to put the figure higher, he notes that some experts predict over 100,000 drivers could be lost as a result of the new standards.

Kelly Anderson, president of Impact Transportation Solutions drew loud murmurs at a seminar at the Mid America Trucking Show in Louisville when he put the number at nearly 200,000. CSA 2010 will contribute to the “largest driver shortage [we’ve] ever seen,” he said.



One minute, there're too many drivers; the next—presto—thousands will be culled from the herd. Does your fleet have what it needs to survive?

In fact, a few trucking giants such as Knight Transportation, Werner Enterprises, Covenant Transport, USA Truck and Celadon have said in filings with the U.S. Securities and Exchange Commission that CSA 2010 will adversely affect the driver pool.

"Many of those drivers will not just lose their job, they'll lose their profession," says Lana Batts, managing partner of industry consultants, Transport Capital Partners. And that's not necessarily a bad thing, she says.

The first casualties, and perhaps rightfully so, will likely be the so-called "zombie truckers" who have managed to keep stumbling along these last two years only because lenders and financiers have been loath to foreclose on their equipment at minimal value.

The result of less-scrupulous drivers hanging up the keys more or less at the same time of real economic recovery should lead to another capacity crunch and more sanguine rates in the medium-

term, says Batts, and "the beneficiaries of that will also be the drivers."

The question beyond that, though, is how closely can rate increases trail the seemingly innumerable costs of regulation and compliance? If the gap remains large enough, surely plenty of good drivers will sink as well; and the industry will be too cost-prohibitive to an already shallow pool of next generation drivers.

"With all these new rules coming into play, it's either get on board or drop out," says Payne Transportation's Sheldon Novak, who favors most of the rules to filter out the worst drivers and carriers, but agrees that more than a few salvageable wheelmen could get dragged down too.

"In theory, EOBRs and CSA 2010 should weed out some of these carriers and it should result in less carriers operating across the border and, in theory, lead to an

increase in rates," he says. "But ... the driving force is getting older and it's getting harder to bring in new young people. Some of these older drivers, they may just say 'forget it' and just retire."

The Winnipeg-based director of customs, security and environmental affairs says he already sees some of these forces at work in reaction to California's expensive reefer emissions rules. "Is it worth it to spend the money on new equipment or do you drop those lanes? That's something everyone will have to decide

for themselves."

Eventually, Canadian carriers could face similar considerations for all south-bound lanes. "Those that accept the new rules and technology will need to adapt and survive," says Novak, "and those that don't will be left fighting for the little bit of Canadian-only freight that will be paying less."



**Kelly Anderson**



## Disappearing Drivers

Greg Decker, a lease operator from Airdrie, Alta., says he knows of countless drivers who will become liabilities to their carriers almost overnight, post-CSA 2010 and EOBRs. While “that’s good news for [him]” and other operators that make it to the next capacity crunch, he too wonders how long profit margins can sustain “governments’ revolutionary ideas and demands.”

“Unless rates take a dramatic swing up, our profit margin will shrink by another 20 to 25 percent, which,” he says, “will put us down at an income level equal to the average dock worker. Where will the incentive be to own your own business then?”

In a recent analysis of “pending regulatory costs of legislation,” Michael Regan of consultation network the Gerson

Lehrman Group, pegged the combined price of potential cost increases at over 20 cents per mile, not including internal operations costs. CSA 2010 for example, could add between two and five cents, while proposed legislation like carbon taxes or cap-and-trade figures to increase costs by over a cent and a half per mile.

All these legislated safety and emission controls, plus the countless devices and doodads the industry voluntarily adopts to appear friendlier and greener, risk wiping away general trucking’s competitive cost advantage, says Jim Park, a consultant to the Owner-Operator’s Business Association of Canada (OBAC) and former editor of our sister publication *highwaySTAR*. “Whether you add \$20,000 to the price of a truck or \$200,000, the carrier will need to charge a

rate that supports that,” he says. “But at some point the shipping community is going to say, ‘I can handle it getting to the west coast two days later and not putting on a truck.’ So, maybe trucking runs the danger of pricing itself out of business whether it’s because of equipment prices, fuel prices, regulatory costs or, most likely, a combination of all three. There’s only so much the market will bear.”

Ironically enough, though, it’s perhaps some of those changing shifts in customers’ attitudes that ends up mitigating any potential qualified driver shortage beyond AB (After Baby-boomers), while also attracting some talented new blood to the industry. The rise of intermodalism could appeal to thousands of nose-pierced next-gen drivers who value home time

## TIME FOR A DECLARATION OF INDEPENDENCE?

**T**here’s a huge push underway south of the border to redefine independent contractor status. At the federal level, a bill sponsored last year by Senator John Kerry (D-Mass) proposes to eliminate Section 530 of the Revenue Act of 1978. Known in some circles as the “safe harbor” provision, it allowed companies to rely on the test of long-standing, recognized practice to determine whether a worker is an employee or an independent contractor.

If passed, the bill would reverse the burden of proof, forcing companies to show they have a “reasonable basis” for not treating an individual as an employee. As American Trucking Associations (ATA) deputy general counsel, Robert Digges Jr. puts it, “...a motor carrier would need to spend significant resources to defend independent contractor classification under a fact-intensive review. That would, in some instances, be prohibitively expensive.”

It would probably also push out of the industry plenty of owner-ops—many already on the endangered species list—since there was something appealing to buying their own equipment in the first place.

Note that President Obama himself strongly supports efforts to outlaw employee misclassification and has made it a priority. In Canada, where unions are already allowed very lenient guidelines to collectively bargain on behalf of owner-ops (even against their will), can a push to strip them of independent status be far behind?

Maybe it’s time we took a fresh approach to the tired old labor/management relationship that exists between carriers and owner-operators, if not just to forestall the challenges that are bound to arise following the American initiative, but simply to strengthen the bond between what are really business partners.



Many do not see the carrier owner-operator relationship in that light, but taken to its logical conclusion, that’s what it is. So why not solidify it without all the confusion and encumbrances. Set them up as franchisees.

The typical franchise model doesn’t work perfectly for owner-operators as currently defined, but with a little imagination, it could. Owner-ops are extensions of the carrier. They often fly the company colors and they are certainly beholden to the carrier in terms of policy and procedure, compliance requirements, and more. The carrier does most, if not all of the marketing and the owner-op—in theory—benefits from an association with a strong business model and recognized brand.

The franchisee operates at arm’s length from the franchisor, but is obliged under terms of the agreement to operate in a certain manner. This relieves the carrier of the burden of proof in terms of the employee/contractor debate, while providing both parties with a degree of both autonomy and obligation.

Rather than throughput or sales figures, efficiency and compliance goals could be set by the carrier that, if met, could impact the owner-ops’ share of the revenue on a load. Why pay the under-performers the same as the ones who go the extra mile? Current owner-op/carrier relationships really don’t serve the

owner-op well, but the confines of Part III of the Canada Labour Code don’t give either party a lot of latitude to make change.

As for unions who scrutinize the amount of control a company has over an independent worker, it can be easily argued that corporate McDonalds, for example, has more oversight and control over a retail franchisee than a carrier ever would over an owner-op.

A bone fide franchise deal for owner-ops would take the Labour Code right out of the equation, and allow two independent businesses to maximize their strengths and help each other achieve certain goals without complication.

All it takes is a little imagination.

— By Jim Park

### CSA SCORING RIFE WITH FLAWS: CARRIERS

**F**leets may have gotten a four-month reprieve from CSA 2010 when policy makers postponed the tough new enforcement program from July to November, but that doesn't mean truckers will be any more prepared when the time comes.

A Transport Capital Partners' (TCP) Business Expectations Survey showed that a couple of months before the rule was supposed to take effect this summer, only half of carriers understood what FMCSA will be reviewing as part of CSA 2010 and just a third made changes in their safety programs. And, says Lana Batts, managing partner for TCP, that rate is unlikely to change too much in the runup to the new fall deadline.

The new measurement system is daunting to be sure, but another reason for the procrastination, perhaps, is that the rule might have to change. That's because enforcement under CSA 2010 will rely on inconsistent state accident reporting and that carrier safety performance scores will be based on a flawed formula, says Rob Abbott, vice president, safety policy for the American Trucking Associations.

Speaking to attendees at the Pegasus TransTech Users Conference, Abbott explained that the formula divides the number of carrier violations by the number of DOT registered trucks in the fleet—without regard to miles actually driven.

"That can hurt efficient carriers with high equipment utilization," Abbott said, adding that a carrier could conceivably improve its safety score simply by adding trucks to the fleet.

Other features are also in need of correction, says Abbott. Accidents in some states, for example, are far less likely to be reported to the FMCSA than in others, resulting in uneven enforcement.

Another blemish—and one that's likely to really test the patience of drivers—is how warnings issued by enforcement count as official citations and all reported accidents, even if the trucker is not at fault, are registered. "How you can penalize someone for being rear ended at a traffic light and ding the motor carrier's score, is ridiculous," says Batts. "That's the kind of stuff that drivers, whether he's penalized directly or [reprimanded] by his fleet manager, won't put up with."

and time-off more than anything else and might have not considering the industry otherwise. "So, if you think about it, a lot of the reasons people don't want to get into trucking kinda' go away," says Park.

At the same time, the demand for local operations in dry van—while specialized commodities like reefer and oversized flatbed left on the highway at a premium—could cut costs by default and limit stress,

thereby keeping currently disgruntled long-haul truckers around a few more years.

Or, as Lana Batts quips: "You get drivers home every night, you don't have a turnover problem. You get drivers home once a week, especially younger drivers, you're going to have a problem." The catch, as always, is who pays for that sort of operational evolution? ▲

— with files from Steven Macleod

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# What Drivers Want

Want to be a driver magnet?  
You'll need more than just money.

**BY PETER CARTER**

**Y**ou don't have to be big to be among the best. That's the signal sent by the inclusion of Shulist Logistics on the North-American-wide list of "Best Fleets to Drive For." (BFTDF) Shulist is a 25-employee operation out of King City, Ont.

It was launched by a former owner-operator, Tracy Shulist, about 10 years ago, and in 2009 and again in 2010 the company earned its way on to the BFTDF list.

And it's not because Shulist employs any expensive HR programs. And neither does Shulist have full-time driver trainers or million-dollar simulators.

"It's just that we don't have jobs here so much as we have a way of life," says Shulist. "Look at our website. The first picture you see is our dog. We're like a family."

A family with a pushover for mom, that is.

"We don't have benefit packages here," she says. "But in the event you need glasses or dental work or what have you, I'll cover the expense."

"You can't concentrate on your job if you're in pain," she says.

When it comes to hiring, Shulist says she's always looking for good drivers.

Shulist says she invites new recruits to spend a day on the job at the company; if they like it and want to stay, she will pay them for the test day. If they enjoy that first experience, they forego the dough and are sent packing.

Shulist is justifiably proud of her company's appearance on the "Best Fleets to Drive For" list.

"Just the fact of having our little company up against big guys like Bison just blew me away," Shulist says.

The list she is referring to is a project initiated by a company called CarriersEdge and supported by the Virginia-based fleet trucking safety advocates Truckload Carriers Association (TCA).

CarriersEdge is a 10-year-old Toronto-based "online driver improvement" service provider, which delivers driver training, wellness programs as well as driver-assessment tools. President Mark Murrell says when the Best Fleets project began he thought the survey would only include Canadian fleets.

The TCA asked to be involved in 2009, so the survey broadened to include the U.S.A.



**Mark Murrell**



It works like this.

Anyone can nominate a fleet (with a minimum of 10 trucks) as "best to drive for" and then Murrell sends out a comprehensive survey to the nominated fleet.

In addition to names ranks and numbers of drivers, the survey touches a surprisingly broad number of workplace policies. They range from driver retention strategies to environmental friendliness and holidays.

And compensation. The results in that department are reason enough to investigate the survey results. Average income





**CHEMISTRY CLASS:** Tracy Shulist says it's all about finding the right great people and holding on to them.

ranges from US\$42,260 at the 159-unit Don Hummer trucking in Oxford, Indiana, to \$75,000, at Bolton, Ont.,-based MSM Transportation.

That said, Murrell is quick to point out that his research shows that driver happiness at the best companies to drive for has surprisingly little to do with direct compensation.

"It's ironic that recruiting ads are always focusing on pay packages and compensation but we're finding that at the best fleets, the overall compensation rates are not at the top; at the fleets that score

highest on our survey, it's all about providing the total work experience."

"I'm referring to things like providing a mechanism for drivers' concerns to be heard. Whether it's a driver advisory board or a driver representative; drivers want to know that if they have a concern about something, they'll always get an answer," Murrell says.

All employees, he says, want to feel like their opinions make a difference. A top Canadian fleet, Mackinnon Transport, of Guelph, Ont., maintains a driver-retention

## Weaving In and Out of Traffic

Sometimes, you just never know what it is that's going to keep your drivers happy. **Don Hummer Trucking**, of Iowa, one of North America's "Best Fleets To Drive For" organized a sewing club that encouraged drivers who are nimble with a needle to show off their stuff.

So unique and successful was the project that a recent edition of the *Wall Street Journal* featured Hummer driver Dave White, who, after a few stabs at other hobbies, started using his downtime to quilt.

Now his sleeper berth is home to a \$179 sewing machine and an assortment of supplies and he has completed seven quilt tops.

White showed the *Journal* reporter a quilt with illustrations of fruit, and he "emphasized the importance of strategically placing quilt blocks so that 'you don't get three lemons in a row or two plums in a row.'"

Another driver featured was Kevin Abraham-Banks, a 37-year-old trucker with a shaved head and dragon tattoos, who hauls lettuce between California and the Midwest.

He says he learned to knit last year after loads dropped off. Abraham-Banks says, "creating something tangible beats sitting around the truck stop 'talking about who has a bigger radio.'"

He has already finished a scarf and socks, and is currently at work on a sweater for the wife.

"The fact that you can take strands of thread and basically make something out of it, that's awesome I think," he tells the *Journal*. "It's pretty cool stuff, man."



## Drivers

program that involves the entire company. Every department's annual objectives include the driver retention rate, so even dispatch and others ops work together to minimize churn.

Having various departments—sales, operations, personnel and drivers—work with customers, is also good for morale, he says.

**Another key:** Professional development. “If you share information with owner-operators and educate them on how to make more money, they're going to stick around.”

Dart Transit Co., of Eagan, Minnesota, was named “Best Fleet to Drive For” for owner-operators. Dart has arranged a comprehensive selection of insurance options for its owner-ops and used its size to arrange group discounts.

They extend their group buying clout to parts and fuel, and the company couples that with sales and management workshops for its drivers.

“The fleets that are dedicated to their owner-operators treat them almost as a franchise; they ask “how can we help you as a business person?”

Perhaps Tracy Shulist put it best: “We don't have numbers or robots working for us, we have people.” ▲

## Canucks Who Make The Grade



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FLEET	INNOVATION
<b>Bison Transport</b> <i>Winnipeg</i>	Elaborate company intranet lets drivers participate in training, interdepartmental communications, and families can track them.
<b>Brian Kurtz</b> <i>Breslau, Ont.</i>	Regular weekly meetings with new hires for 3 months ensure smooth ramp-up and issue resolution.
<b>Laidlaw Van Division</b> <i>Guelph</i>	Meets with new drivers 14, 40, and 80 days after start date to ensure everything's working out.
<b>Mackinnon Transport</b> <i>Guelph</i>	Mackinnon makes driver retention a company-wide issue.
<b>MSM</b> <i>Bolton</i>	Fuel efficiency bonus splits the saving between drivers, providing a link between economy and cash payouts.
<b>Shulist</b> <i>King City, Ont.</i>	Personal medical expenses.
<b>Yanke</b> <i>Saskatoon</i>	Company-wide Be-The-One accident prevention program goes beyond regular safety training to focus on attitude and behavior.

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Truckcareers.ca is a fully dedicated job board serving all aspects of trucking.

Mark Vreugdenhil is the group publisher at truckcareer.ca's parent company, Newcom Business Media, and he says it's a one-stop site for job seekers as well as employers.

“Whether you're looking for drivers, logistics managers, administrators, sales people, anybody, this is the place to go,” Vreugdenhil explains.

Newcom is Canada's largest resource for trucking information, publishing *Today's Trucking*, *highwaySTAR*, *Transport Routier*, *Truck&Trailer* and their affiliated websites.

Newcom also operates Truck World, ExpoCam and CamExpo.

Truckcareers.ca, Vreugdenhil says, is a natural extension of Newcom's other ventures.

“All our products are designed to bring people together, whether you're talking about fleets turning to our magazines for operating information or advertising or OEMs and suppliers meeting

new customers at trade shows.

“It only makes sense for us to help job-seekers meet employers,” he says.

In order to cover as much of the country and industry as possible, truckcareers.ca has partnered with Canada's largest job-search engine, Workopolis.com, as well as with Road Today.

“Everybody's familiar with Workopolis, so what you get is the top job-search engine in Canada partnering with Canada's top trucking-industry media company. It's a perfect fit,” comments Vreugdenhil.

Job seekers can post their resumes for free and all information is kept confidential. And you don't have to log in to look at the job bank.

“I'm advising everybody in the industry as well as people who are thinking about getting into the industry to check it out, poke around, and I'm sure they'll be pleasantly surprised.

“There's tons of information about trucking there, including industry news and job-search tips; and the site is extremely easy to navigate,” he says.

Not only that but Vreugdenhil wants to remind companies that time is running out on the special launch offer of free job postings.

“That won't last long so if you want to get your jobs up there for free, you'd better act now,” he says.



### For More Information

Click on [www.truckcareers.ca](http://www.truckcareers.ca) or call Mark Vreugdenhil at (416) 614-2200 or Joe Glionna at (514) 938-0639



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How adding a personal touch to your rigs can help keep drivers happy.

**BY STEVE MACLEOD**

**T**he folks at **Wallenstein Feed and Supply** didn't have a hard time keeping truckers around at their private fleet, but it didn't stop the company from developing a custom driver retention program.

*The plan was pretty simple: Get drivers involved in the spec'ing process.*

So, whenever it comes time to spec out a rig in the 40-truck fleet, WFS seeks advice from the driver who will be at the wheel of the truck. As well as getting input on the cab and chassis configurations, the company also lets drivers spec out a few flashy extras.

"We believe in making our drivers happy, so when we spec out a truck we spend time with the driver making it right for them," explains Rob Hall, transport and finance manager with WFS. "For them, it's their office and they spend twelve or fourteen hours a day in there. As well as the cab and chassis, we allow them to spec a visor, bumper, lights and chrome, within reason of course."

WFS has been customizing the trucks in its fleet for more than 10 years now and it has helped reduce driver turnover to pretty much zero.

"It was a conscious decision to do it as a form of driver retention," notes Hall. "We have very little turnover, in fact, it's non-existent with most drivers leaving only because of retirement."

WFS' history stretches back more than 50 years and the family-owned, independent operation has a big hand in feeding Ontario's livestock. According to Hall, WFS produces about one-third of the feed supply for poultry in Ontario and the company also provides feed supply for hog and cattle.

There are three mills on-site in Wallenstein, Ont., which is about a half hour north of Kitchener, and another facility was purchased just down the road in Monkton in September 2009 to augment production.



**FLASH'N'DASH:** The cost of tricking out a truck is less than the price of a new hire.

# The Incredible W





# Vallensteins



## The Incredible Wallensteins

Many of the loads coming out of the facilities are classified as dry bulk. Some of the feed is delivered as mush or pellets (similar to wood pellets for heating) and they're products that can be fed to livestock right off the truck. The feed producer also has a premix product, which a farmer can add ingredients to after delivery.

In total, WFS delivers about 500,000 tonnes of feed a year and the private fleet

brings back about the same weight in ingredients.

Because of the nature of the haul, the trucks and trailers WFS purchases aren't just typical highway combinations to begin with.

"Our trucks are very specialized," says Hall. "We have everything from a tri-axle bag bulk unit, to a lead and pony, to full tankers, and trucks for specialized premix."

The cost of customizing the company's fleet has been a bit of a moving target. Much of it will depend on the make and model, but also on what exactly the driver wants done. On average, Hall says, the cost will range from between \$2,000 to \$7,000 per truck.

Compared to the cost of hiring a new driver, customizing a truck—even at \$7,000—can be a bargain.

According to the Canadian Trucking Human Resources Council (CTHRC), it costs a fleet, on average, between \$6,000 and \$10,000 to hire a new driver, while other estimates have been as high as \$12,000. As well, a turnover rate of zero is significantly better than the industry average of 22 percent.

And although you can't necessarily predict how long a trucker will want to stick around—even with a custom rig—how long the equipment itself sticks around can also be aided by a little customization.

At WFS, the company generally looks to move a truck out of its fleet when it reaches 700,000 km. By the time a replacement rig is properly spec'd out, some of the trucks will have 800,000 or 900,000 km on them.

Hall says the custom truck program not only helps the rigs make it to their resell

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## NOT JUST FLASH

As well as letting drivers outfit their trucks with flashy pieces of chrome, **Wallenstein Feed and Supply** has a handful of other strategies in place to help retain drivers at the private fleet, including:

- Quarterly drivers' meetings with supper and an industry speaker.
- A clothing allowance.
- Solicit feedback from employees on areas for improvement and items that need fixing on the trucks.
- Safe driver program, including monetary awards and peer recognition.
- A benefits package that includes a company RSP contribution that exceeds the employee contribution.
- The company offers zero percent financing to its employees for the purchase of a computer.
- When company passenger vehicles are replaced, they are auctioned to employees through a sealed bid.





**CHROME IS WHERE THE HEART IS:**  
Wallenstein drivers treat trucks like they own them.

point, but also lets the company get top dollar for them on the market.

"It gives them a sense of pride and ownership. It makes them want to look after the truck and the drivers are always polishing up their trucks," says Hall.

"If it looks good, the driver will keep it looking good and it holds its value for us," he adds. "Our drivers are very particular about their vehicles and maintenance issues are brought to our attention very quickly."

Another benefit of the customizing program, says Hall, is that customers take notice, "It's also visual advertising for us and it's what our customers see."

And who doesn't like a nice bit of chrome? ▲

## Are you ready for CSA 2010?

The FMCSA is rolling out its new **Comprehensive Safety Analysis (CSA) 2010**, a major initiative intended to improve safety and reduce crashes.

**Every company with a U.S. DOT number and operating in interstate commerce will be affected by CSA 2010.**

Under the new system, **24 months** of all safety-based inspection violations will be used to rank and target carriers for new FMCSA enforcement interventions.

Now more than ever, you need to make sure your company is addressing the **7 Behavior Analysis & Safety Improvement Categories (BASICS)** of CSA 2010:

- Unsafe driving
- Fatigued driving
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- Vehicle maintenance
- Cargo related
- Crash indicator.

Rest assured, J. J. Keller's experienced regulatory experts are here to help you understand and prepare for CSA 2010. We offer a wide range of transportation safety and compliance solutions, including:

- Compliance manuals
- Software
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- Forms and supplies
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BY ROLF LOCKWOOD

Claude Robert is one of the most savvy fleet operators in the land. He's also a certified truck enthusiast, and mighty knowledgeable to boot. Not to mention being very keen to look at new technologies and always ready to try those that seem especially promising. So when Monsieur Robert says "Oui!" to some new technology, the rest of the industry would do well to take notice. It usually does.

We're not talking about a mere gambit here, though. Rather, it's a serious investment in probably 50 to 80 trucks in the first year of what looks like being a five-year plan to use liquefied natural gas (LNG) on two linehaul routes—Montreal/Quebec City and Montreal/Toronto.

Before we launch into that project, a question: why such interest in natural gas all of a sudden? It's really coming on strong, so what gives?

The idea of converting heavy-duty diesel engines to run on natural gas is hardly new, and there are many thousands of them powering buses and garbage packers, for example, all around the world.

There are two imperatives here, neither of them new, but each of them freshly

Speaking at a conference this past March, he noted that the U.S. imports 13 million barrels of oil a day out of the 21 million it uses. And five million of those daily barrels come from OPEC countries in the Middle East.

"If we go forward without an energy plan," he said, "we will be importing 75 percent of our oil in 10 years and paying

\$300 a barrel."

Each day, Pickens said, the world produces 85 million barrels of oil. The U.S. uses a quarter of that total while having only four percent of the population. "That is not sustainable," Pickens said. "We cannot continue to use that much oil."

He's one of the strong arms behind a bill before the U.S. Congress that would offer a

# Doing without Diesel

Claude Robert is your very own miner's canary. He's investing hugely in liquefied natural gas engines. Do yourself a favor. Pay attention.



**GOING LONG ON GAS:** T. Boone Pickens, natural gas evangelist and founder of fuel supplier Clean Energy. He wants to replace the entire U.S. diesel truck fleet with NGVs.

energized—one is an increasing desire by high-profile fleet operators to reduce emissions and demonstrate environmental responsibility, and the other is the extremely strong American wish to be free of the need to import oil.

There are those who foresee a world oil shortfall and prices skyrocketing within the decade, a view held by T. Boone Pickens, founder of leading natural gas supplier Clean Energy.





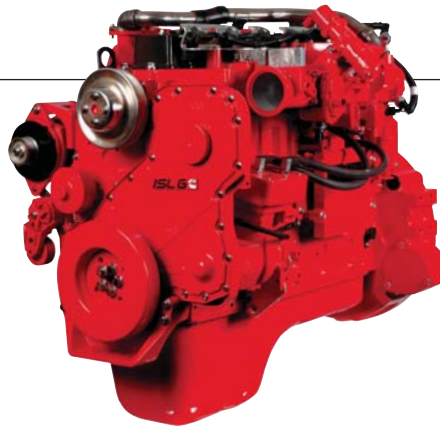
\$65,000 tax credit for the purchase of natural-gas-powered trucks. And he thinks it will be passed very soon, possibly before you read this.

His own goal—part of the so-called Pickens Plan—is to convert the eight million commercial trucks in the U.S. from diesel to natural gas power. And thus cut OPEC oil imports by half while saving fleet operators 30 to 50 percent on fuel costs.

The U.S. is actually self-sufficient, or nearly so, in natural gas.

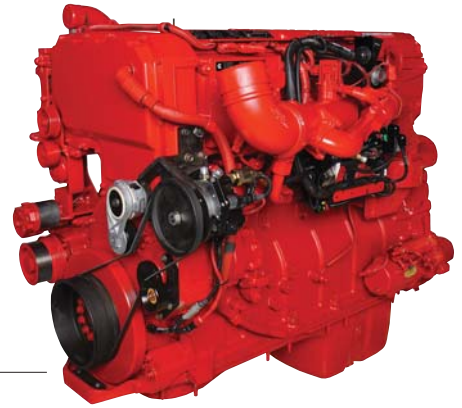
Somewhat less compelling is its emissions advantage. Its proponents claim that it can reduce particulate and nitrogen oxide emissions by between 20 and 30 percent. But the Clean Technology Forum—a diesel manufacturer group—disputes that, saying that 2010 diesel engines produce almost no such emissions while improving truck fuel efficiency by four to six percent. Diesels are now on a par with natural gas, the group says.

The motivations are a little different in Canada, led here by a lower price for natural gas, which produces fuel economy approximately the same as diesel or perhaps three to four percent less, depending on application.



▲ **JOINING THE MAINSTREAM:** The Cummins Westport ISL G engine can be ordered in many models of Autocar, Freightliner, Kenworth, Mack and Peterbilt trucks. It meets the 2010 EPA nitrogen oxide emission standard of 0.2 gm/bhp-hr without needing serious exhaust aftertreatment.

▼ **ROBERT'S RULES:** The key components of the Westport GX engine include a high-pressure direct-injection system. This is the engine that will be used in Transport Robert's natural-gas linehaul trucks.



### ROBERT'S BLUE ROAD

Groupe Robert is working on a deal with Gaz Metro, a major distributor of natural gas in Quebec, to put as many as 130 natural-gas-powered highway tractors on the road between now and 2015. Wearing Robert Transport's yellow-and-black colours, they would be among the first such trucks to be used in an over-the-road application anywhere—but not on a trial basis. They'll be using a converted

Cummins 15-litre ISX if the deal goes through, and Gaz Metro will install refuelling sites at Robert's terminals in Boucherville, QC and Toronto to start with.

At a recent conference on energy management, Robert's Jean-Robert Lessard, vice president of marketing, offered a little detail on the project, inexplicably called 'Blue Road'.

"The goal of the program is to find alternatives to diesel and to reduce our greenhouse gas emissions by 20 to 25 percent. Liquefied natural gas shows environmental and financial benefits. And its price is more stable than diesel," he said.

"To succeed with this program, it is essential to put together a credible partnership and a long-term operational structure that includes financial incentives from Gaz Metro] and the support of government," said Lessard. "We also need to make sure there is a tax balance between diesel and natural gas."

He meant that if governments tax LNG at the same level as diesel, some of the advantage is lost.

As it happens, there's now a substantial break offered on the depreciation front. In its March budget, the Quebec government announced that the 40-percent depreciation rate applicable to commercial trucks or tractors would be increased to 60 percent for any new equipment acquired after March 31st, 2010. And fully 85 percent on NGVs. Other provinces have not, as of yet, matched that one.

**Claude Robert** is looking to put at least 50 natural-gas-powered trucks into linehaul work on two Transport Robert routes, Montreal-Quebec City and Toronto-Montreal, in the first year of a five year plan.







**GIVING PETES A CHANCE:** Peterbilt is building six to eight natural-gas trucks every day, like this Model 384 with Westport ISL G power.

**THE ENGINES**

There are two natural gas engines on offer for truck use at the moment, both from Vancouver's Westport Innovations, one from Cummins Westport, its 50/50 joint venture with the Indiana engine-maker, and the other from another entity called Westport Power. Yes, it's very confusing, so we'll just refer to Westport from this point.

Another player will enter the fray some time soon, namely Navistar. It's signed a concept development agreement with Clean Air Power to develop the MaxxForce 13 engine to run on both natural gas and clean diesel fuel via the company's 'Dual-Fuel' combustion technology. The initial target would be the regional-haul tractor working within a 400-mile range.

At this point there are more than 25,000 Westport-powered NGVs around the world, so this is obviously not an untried motive-power option.

The company offers the 8.9-litre Westport ISL G motor that runs on either

compressed natural gas (CNG) or liquefied natural gas (LNG), and the 15-litre Westport GX fuelled by LNG alone, the one Robert will be using. As you'll have guessed, the former is based on the Cummins ISL diesel, the latter on the big Cummins ISX.

These natural gas engines use many of the same components as their diesel equivalents. They use spark ignition, of

**"If we go forward without an energy plan," he said, "we will be importing 75 percent of our oil in 10 years and paying \$300 a barrel."**



course, so differences are seen in the fuel system and the electronic control module (ECM). As well, the piston and ring pack, cylinder head and camshaft have also been optimized for natural gas use.

Performance is said to be very similar to a same-rating diesel, though spark ignition—instead of relentless compression

explosions—makes a natural gas motor much quieter. Maintenance intervals and lifetime to rebuild are the same or similar to diesel. The engines are warranted by Cummins with the same basic coverage as diesel and can be serviced at any Cummins shop.

The ISL G is presently offered in many trucks and tractors, including models from Autocar, Freightliner, Kenworth, Mack, and Peterbilt.

It meets the 2010 EPA nitrogen-oxide emission standard of 0.2 gm/bhp-hr without needing serious exhaust aftertreatment, nor incremental cost. It meets California Air Resources Board (CARB) standards too,

using straightforward exhaust gas recirculation (EGR) technology with a three-way catalyst. It comes in ratings from 250 to 320 hp.

The 15-litre Westport GX engine is newer but also approved by both EPA and CARB. Fuelled by LNG, it's currently available in factory-assembled Kenworth T800

and Peterbilt 386, 387, and 367 models that are likely to see use in various applications from port drayage to refuse transfer and the like.

Buy one of these and you'll get smallish tanks with fuel capacities ranging from 52 to 104 diesel-equivalent gallons, which will obviously determine the work they do. Westport says the GX will show "matching or better fuel efficiency" compared to diesel, depending on operation. Horsepower and torque remain the same.

The Westport GX is offered in four ratings, two of them with the Cummins SmartTorque spec. You can have 400 hp with 1450 lb ft of torque in the GX 400, or 1450-1650 lb ft in the GX400ST. The GX 450 gives you 450 hp with 1650 lb ft, and the ST version offers 1550-1750 lb ft.

There have been several trials using the early-generation Westport GX going back to 2000, Ontario's Challenger Motor Freight having run a pretty serious one in 2006. Five trucks completed a daily 300-to-500-mile round trip hauling loads of up to 140,000 lb, covering more than 450,000 miles in total along the Highway 401 corridor between Toronto and Michigan. Westport says the trial produced 97-per-

cent vehicle availability and fuel consumption within 4 percent of diesel trucks used on the same routes.

For the most part all the experimenting has been in the vocational world with the smaller Westport ISL G. Garbage packers running on natural gas are increasingly common, and of course container-hauling daycabs in the ports of Los Angeles and Long Beach have been switching to the fuel in droves as a result of a mandate mixed with incentives.

One of the biggest ISL G users is Arizona-based refuse/recycling giant, Republic Services, which recently announced that 20 percent of the trucks it's adding to the fleet this year are natural gas vehicles (NGVs). And that means 226 trucks, all Autocar garbage packers bound for the western U.S. They'll be supported by the building of three new CNG fuelling stations by Clean Energy, the NG fuel provider headed by T. Boone Pickens. 1604

The bottom line here, as Kenworth national sales manager Andy Douglas said at a recent conference, is that natural gas is now a mainstream product with rapidly growing popularity. Cheaper than diesel while being almost as efficient, it allows

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the surprisingly high initial purchase price of an NGV—in the \$50,000-plus range—to be written down fairly quickly.

And you can bet that Claude Robert wouldn't be buying 50 of them if there weren't some compelling reason. ▲



**ENERGY TO BURN:** The ISL-G-equipped Mack TerraPro model was specifically engineered and built to operate on natural gas, and comes with a full factory warranty. The engine is rated at 320 hp, can use CNG or LNG, and meets EPA2010 emissions standards.



EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



**NEED'EM NEED'EM GOT'EM GOT'EM:** Switching between dual and wide-base single tires requires changes to track width measurements and may demand axle load derates.

## Advice For Singles

**suspensions** *Track width compliance and bearing wear concerns must be considered when spec'ing wide-single tires.*

By Jim Park

**W**ide-base single tires aren't for everybody, and that creates some real problems for those who do use them. If fleets spec'd their equipment solely for their own needs, they wouldn't worry about what subsequent owners thought of their tire choices. But sooner or later, almost all equipment is resold or traded, and users of wide-base single tires have to consider the resale value of their asset. Since the market still seems to favor dual tires, demand for—or

the value of—used trucks and trailers with wide-single tires is diminished. To preserve the asset's value at resale, fleets often spec suspensions and axles capable of accommodating both dual and wide-singles tires. Come trade-in time, the wide-singles—wheel, hub and all—can be switched out for duals.

For the most part, this works, but there's a rub. Several actually.

Wide-single tires have different track widths and load lines than dual tires, and

changing the tires and wheels can have quite an impact on the vehicle itself as well as on compliance with various dimensional and structural requirements.

A standard axle on a 102-in. wide trailer with dual wheels measures 77.5 in. from end to end, yielding a track width of about 101 in. Track width is the distance between the outside faces of the tires measured at any point above the lowest point of the rim. This measures the outside extremity of the rim itself, not the bulge in sidewall of the tire.

In Canada, the maximum track width is 2.6 meters (102.4 in.). Prior to 2009, the minimum track width for trailers with dual tires was 2.5 meters (98.4 in.), and 2.3 meters (90.55 in.) for wide-single tires. Using wide-single tires on a 77.5-in. axle with 0-offset rims, your track width would be about 95 in. That met the minimum



track width requirements in place at the time, but it's a rather narrow track width for a 102-in. wide trailer.

When truck and trailer as well as axle and suspension makers look at vehicle stability, they consider the centerline of the contact patch of the tire. For dual tires, that would be the centerline between the two duals. On a wide single, the centerline is right down the middle of the tire.

This can get confusing because various suppliers use measurements like the distance between the inside sidewalls of the tire, the outside sidewalls of the tire, and the centerline of the tire (as above). This measurement can also be referred to as the load line or the tire track width—and you thought this would be a walk in the park ...

From a stability point of view, an axle with wide-singles has a wider "tire track" dimension (centerline to centerline) than an axle with duals. Ergo, it has a wider stance and is more stable. But, the regulators focus on track width, and in 2009, a group of Canadian regulators sought to increase the minimum track width for trailers built from that year onward fitted with wide-single tires to 2.5 meters—the same as duals.

The obvious solution was to use an 83.5-in. axle, but that would have made it impossible to switch from wide-single tires back to duals for resale. Those axles are for committed believers in wide-single tires who do not intend ever to mount duals on their equipment.

In common use at the time and still to this day is the 2-in. offset wheel (sometimes referred to as a 2-in. outset wheel). With a standard 77.5-in. axle, these wheels give you an additional four inches of track width, bringing the axle out to about 97 inches—just 1.5 in. shy of the 2.5-meter minimum required under a proposed memorandum of understanding (MOU) set forth in April 2008.

While regulators seemed content to let this particular sleeping dog lie, industry made it clear that the minimum 2.5-meter track width could be met with additional axle spacers or larger wheel offsets. Either approach would work, but both would produce significant stress on wheels, hubs, and axle spindles.

In December 2009, regulators and industry compromised on a minimum track width of 2.45 meters (96.5 in.) for equipment manufactured in 2010 or later

## BEARING LOADS

Think of the 2-in. offset wheel as a cantilever of sorts. In shifting the load line outward by two inches, you are also shifting the centerline of the load on the wheel bearings.

According to Kurt Burmeister, Arvin-Meritor's general sales manager for North American field operations, switching between dual and single tires with 2-in. offset rims could significantly alter bearing loads and the service life of both the bearings and the hub.

"If you put a wide-base single on a conventional track housing, you have a tendency to load the outer bearing in the wheel-end system more than it is designed for. You'll reduce the life of that bearing, and in the most severe state, you'll see the bearing degrade, and possibly damage the spindle itself," he says.

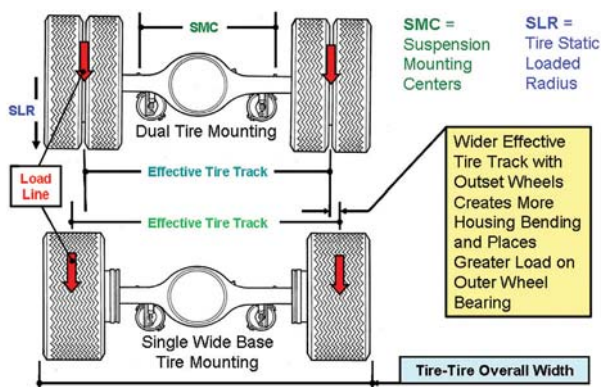
This condition is particularly acute when using tapered spindles and bearings. The alternative is the straight spindle, sometimes called a parallel spindle or P-spindle. It's a bit stouter, and both bearings are the same size, notes Bill Hicks Director of Product Development and Planning for Trailer Suspension at SAF Holland.

"Because of the perceived or actual problems with the tapered spindles when used with 2-in. offset wheels, most if not all of the axle manufacturers require that customers use straight spindles," he says. "In some cases, suspension/axle manufacturers may actually derate the axle by up to 3,000 lb. For example, a standard 20,000-lb axle may be permitted only 17,000 or 18,000 lb loads when the offset wheels are used—depending on the extent of the offset."

As you might expect, the P-spindle is a little heavier and a little more expensive than a tapered spindle, but it's likely preferable to a 2,000-lb derate.

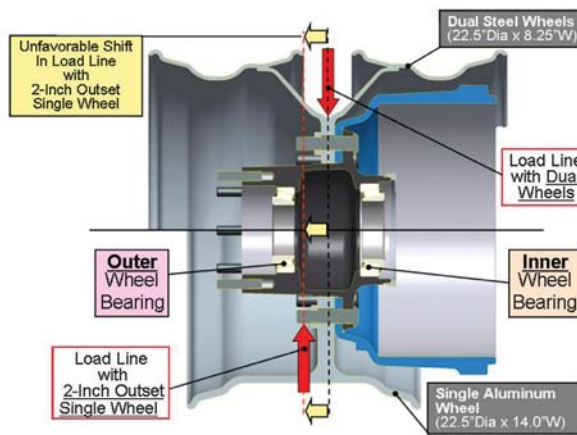
While the issues with 2-in. offset wheels are well known and understood, they are by no means universal. Many fleets report

### Single Wide Base Tire with Outset Wheel vs Standard Dual Tire



CREDIT: ArvinMeritor

### Load Line Shift Toward Outer Wheel Bearing with 2" Outset Wheels



**AXLE WOES:** The red arrows illustrate the outward shift of the centerline of the load on the bearing set. Some axle manufacturers will derate an axle by as much as 3,000 lb when using a 2-in. offset wheel.

CREDIT: ArvinMeritor

and fitted with wide-single tires, thus ending a potentially expensive standoff.

To date, all Canadian jurisdictions have agreed to this approach. However, as changes are required to various provincial regulation, permits are being made available until the regs are actually changed.

But it doesn't end there.

## NEW SUSPENSION OPTIONS FOR VOCATIONAL OPS

TWO NEW VOCATIONAL SUSPENSIONS HAVE HIT THE MARKET SO FAR THIS YEAR, ALONG WITH A NEW SELF-STEER TRAILER AXLE

■ **SAF HOLLAND** has revived the Newway nameplate with its latest offering, the ADZ Series air-ride drive axle suspension for vocational trucks and tractors. Approved for 100-percent off-road duty cycles, it's a non-torque reactive suspension with a parallelogram trailing arm design engineered for independent single suspension mounting on single, tandem or tridem axle trucks or tractors. Compared to current AD models, the ADZ boasts 220 lbs/axle weight savings, a 54-percent increase in durability, and 27 percent more roll resistance. The ADZ 23K series is currently available through select specialty vehicle manufacturers and is being introduced to the major truck OEMs for data book consideration. The ADZ 26K series will launch mid-to-late 2010.

■ **HENDRICKSON** has a new steerable lift axle featuring lower system weight, minimized package space, and a flexible tie-rod. The Compositite SC is available in 10,000-lb, 13,500-lb, and 20,000-lb capacities, with a new flexible tie-rod assembly and damping system. The Compliant Tie Rod (CTR) with PerfectTrak Technology was designed to lower maintenance costs and increase uptime by providing a resilient impact resistant tie-rod assembly. In addition, the CTR system provides a robust self-centering mechanism and improved "driver feel" through the industry's first ever passive steer Ackerman. Hendrickson will fill out the Compositite line later this year, adding truck mount models, weld-on trailer-mount models, and others targeted at specialty applications.

■ **ARVINMERITOR** unveiled its new Trailing-Arm Air (MTA) suspension series in May, aimed at dump, tank, and other specialty operators. **(Read more about it on page 43.)**

exemplary service from such configurations. Still, Canadian regulators decided to err on the side of caution.

The December 2009 MOU requires that any trailer built in or after 2010 that is converted from dual to single tires must bear a certification label adjacent to the original compliance label identifying the company, or authorized dealer of a company that converted the trailer. The label must also indicate the revised tire and wheel size designation and revised gross vehicle and axle weight ratings.

"When revising axle weight ratings, qualified companies are expected to account for the wheel offsets and the impact this may have on axle and bearing capacity," notes the MOU.

Regulators would seem to be on solid ground with this recommendation. Several axle and suspension makers, such as Hendrickson, warn that the use of offset wheels can impact axle ratings.

To provide an acceptable bearing service life, the rated load of the spindle bearings is typically reduced, says Jim Rushe, Program

Manager, On-Highway Products at Hendrickson Trailer Suspension Systems.

"The rated load for an HP [i.e., straight] spindle bearing when used with a two-inch offset wheel is 20,000 lb. max, regardless of the original axle rating," he says. "Hendrickson does not approve of the use of the HN (i.e., tapered) spindle bearing with offset wheels."

The offset wheels can also damage some spindle designs, Rushe adds.

"The increased load on the outer bearing increases the load on the outer race of the spindle, which can lead to accelerated spindle wear, and possible contamination of the bearing lubrication."

And one more cautionary note is in order here. Just because you own the axle, the manufacturer still has some say in what you do with it. Unauthorized changes to original OEM vehicle configurations could result in loss of warranty and less than desirable service life.

Steve Slesinski, director of product management, commercial vehicle products group, Dana Holding Corporation,

points out that the appropriate axle type including track, spindle configuration, and axle-housing thickness are approved by the vehicle manufacturer based on the intended vocation, duty-cycle, and guidelines provided by the axle manufacturer.

"If an existing vehicle approved for use with dual wheels is converted to wide-based singles, the application approval for the chassis configuration must be approved through the vehicle manufacturer and or each component manufacturer," he cautions.

The other solution, of course, is to use axles designed specifically for wide-single tires. But as we've pointed out, their additional width will not allow for the retrofit of dual at trade-in.

Another compromise would be ArvinMeritor's new 14X drive, axle. The first designed for use with either wide-single or dual tires. We're not aware of



**RE-TIREMENT SAVINGS:** Despite the challenges with track width and bearing wear, wide-single tires give suspension makers more room to work with.

similar equipment for trailers, yet. Going forward, say in five to ten years, will industry acceptance of wide-single tires will be such that retrofitting will no longer be necessary?

This all hinges on the first owner's demand that the vehicle have the best possible trade-in value. Over time, more fleets will spec wide-single tires, and as they gain market acceptance they might be considered an asset at trade-in. ▲



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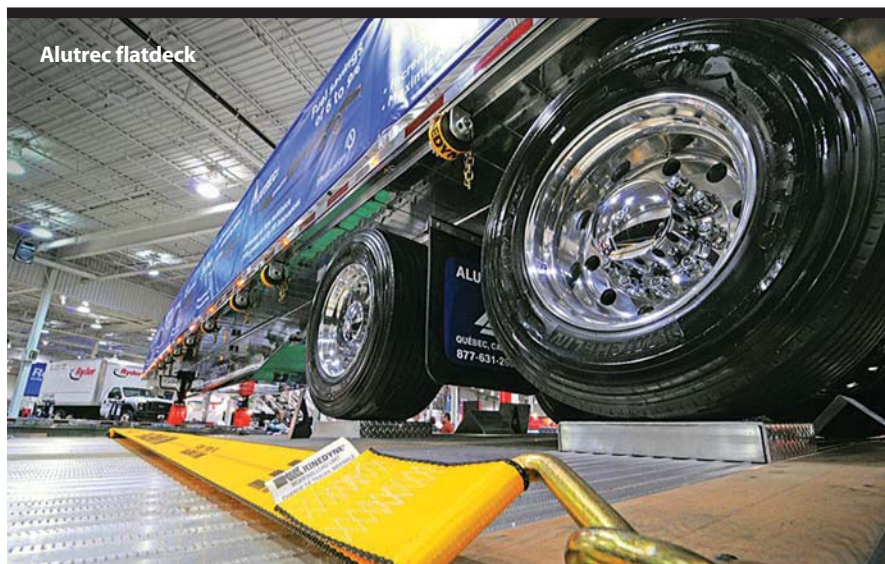
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## TRAILER SUSPENSION

NEW MERITOR AIR-RIDE SUSPENSIONS  
FOR VOCATIONAL APPLICATIONS

**ArvinMeritor** has unveiled an all-new series of trailing-arm, air-ride trailer suspensions aimed at vocational markets—that is, platform, tank, grain, dump, chassis, bulk, specialty, lowboy, livestock and specialty vans. This new MTA series of top-mount and low-mount models completes the company's lineup of air suspensions. Production is set for the fall of 2010, with five subsequent models to be unveiled late in the year and through summer 2011.

The suspension series features three technology advancements, the manufacturer says: first is the patented pivot bushing, said to bring a softer ride, more cargo protection, and reduced torsional stress on the vehicle's structure. With steel interleaf shims in the bushing, you should see better fore/aft stiffness, aiding in dynamic axle alignment, better tire wear, and controlled roll steer.

The suspensions also sport larger, more robust shock absorbers, specifically tuned to the Meritor suspension with a claimed three times the damping power



**ArvinMeritor**  
trailing-arm suspension

over competitors. Larger bore design is said to mean greater suspension control and more consistent tire contact with the ground, bringing reduced tire tread wear, improved braking and enhanced handling.

The patent-pending axle wrap design is unique, offering a secure and durable axle connection while contributing to superior suspension durability, according to company engineers.

# REVOLUTIONARY FLATDECK

ALUTREC SAYS ITS NEW TRAILER CAN GENERATE FUEL SAVINGS OF SIX TO NINE PERCENT

Quebec's **ALUTREC** has raised the bar in flatdeck trailers. Not quite ready for market, the company's new aluminum 'Capacity' trailer is both lightweight and aerodynamic, largely because it doesn't so much have a frame as a 'hull'. And rather than hanging boxes and racks off the trailer sides, the company incorporates a slide-out drawer compartment at the rear.

It's said to be 1,500 lb lighter than the company's standard trailer and, at just 6,950 lb, Alutrec says it's 2,500 lb less than the average aluminum trailer in its category. That, plus its uncluttered underbelly, means the trailer can save quite a bit of fuel. Alutrec says tests have confirmed fuel savings between six and nine percent.

The Capacity may be light, but the company says its structural resistance is increased by 900 percent. The trailer's concentrated load rating has remained 60,000 lb in 4 ft.

All air and electrical wiring is routed and secured inside the aerodynamic shaped hull. Alutrec says the Capacity has an astonishing 1000 fewer parts than a traditional trailer.

This is no local-welding-shop design. Alutrec's partners in the development of the trailer are Alcoa Canada, Laval University, the University of Québec at Chicoutimi, the Centre de Technologies de L'aluminium, and the Centre Québécois de Recherche et de Développement de L'Aluminium.

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

## MAXXFORCE ENGINES IN PRODUCTION NOW



**N**AVISTAR'S engine plant in Huntsville, Alabama, is presently building some 70 International MaxxForce 13 engines a day, a mix of 2007- and 2010-spec motors, and before long they'll be joined by the MaxxForce 15 as the factory ramps up to its maximum capacity of 400 a day. During a recent visit to the plant, senior vice president Jim Hebe told us the target is to have nearly 16,000 MaxxForce engines in the field by year-end.

The MAN-designed 11- and 13-litre blocks are made by Navistar subsidiary MDM in Brazil, and they're identical. The displacement difference is managed by the cylinder liners.

As for the MaxxForce 15, based on the Caterpillar C15 block made for Navistar under licence and with a top end similar to the 13-litre motor, several are in fleet field tests now, with at least two coming to Canada this summer, one west and one east. The plan is to have the big engine ready for sale in the ProStar by February of 2011, in the 9900 model some time in Spring '11. Pre-production build starts this fall.

Both the MaxxForce 13 and 15 use a Bosch common-rail fuel system and twin Borg Warner turbos. Injection pressure has risen to 32,000 psi in 2010-spec engines, up from 25,000, with five injection pulses per stroke for the new engine, up from three. Among other changes for the '010 engines, they now have electronic EGR valves, said to be more precise than the pneumatic ones they replace.

The integrated design includes Meritor trailer axles and brakes, and is available with Q Plus cam or air disc brakes, automatic slack adjusters, the SteelLite X30 drum and lightweight hub, and the MTIS (Meritor Tire Inflation System) by PSI.

The suspension offers a five year, 500,000 mile warranty.

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

### FOUR FIFTH WHEELS

ULTRA FAMILY WEIGHS LESS

There's a new product family from **Fontaine Fifth Wheel**. The 'Ultra' line initially includes four new models (with more planned) –the Ultra NS fifth wheel with infinite, automatic slack adjustment; the Ultra LT, said to be the lightest-weight fifth-wheel slider system



available; the Ultra HD, a lighter-weight product for severe-service applications; and the Ultra HR, a direct replacement for competitive standard-duty fifth-wheel top plates.

Fontaine says it combined the best features of its two heavy-duty fifth wheels,

the No-Slack H5092 and X5092, to create the new Ultra HD. It's said to weigh less than the X5092 while retaining the special steel reinforcement offered by the H5092. It's rated for severe-duty applications, with a cast-steel top plate.

The Ultra HD fits Fontaine's existing mounts, including two sliders and a number of stationary mounts. It's also available as a blocked model for frameless dump applications. It offers a 70,000-lb vertical load and 200,000-lb drawbar pull.

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

### KENWORTH T440

VERSATILE NEW KW COMES IN TRUCK AND TRACTOR CONFIGURATIONS

**Kenworth's** new T440 is suitable for numerous vocational, regional haul, pickup-and-delivery, and municipal applications, especially those that demand a heavy front axle for dumps, mixers and fire trucks.

The T440 has a GVW rating that ranges from a heavy class 7 vehicle up to a light class 8 truck at 68,000 lb. The 2010 PACCAR PX-8 engine, rated to 350 hp and 1,000 lb ft of torque, is standard equipment. The optional 9-litre, 2010 Cummins ISL engine is rated to 380 hp and 1,300 lb ft. The T440 offers several manual and automatic transmissions, plus 12,000- to 22,000-lb front axles, 21,000- to 30,000-lb single rears, and 40,000- to 46,000-lb tandem rears.

Other features include halogen



projector headlamps as standard equipment, with high-intensity-discharge (HID) lighting as an option.

The truck offers the same multiplexed dash seen in the company's class 8 product line and the Kenworth Driver Information Center is standard. The T440 can be ordered with the air-ride cab and a 38-in. AeroCab sleeper.

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

### HANDHELD SCAN TOOL

SNAP-ON INDUSTRIAL'S NEW PRO-LINK iQ COMMERCIAL VEHICLE SCAN TOOL OFFERS OEM-PROPRIETARY INFORMATION The new Pro-Link iQ from **Snap-on Industrial** is said to be an easy-to-use diagnostic tool designed to diagnose commercial vehicle engine, brake and transmission failures. The hardware is designed to support today's trucks as well as those of tomorrow, the company says.

The iQ offers OEM-proprietary information that can't be found in any other diagnostic tool, according to Snap-on. It thus saves users from having to acquire OEM-specific software on their own; the



Pro-Link iQ provides a complete diagnostic library of software from a single, easy-to-use interface, with easy receipt of software updates.

Using simple menus and message screens, the Pro-Link iQ is designed to guide the technician efficiently through vehicle tests. It can also handle the modification of vehicle settings and parameters and can manage specialized tests without the hassle of interface adapters.

Current Pro-Link iQ users can get all of the newest software applications through one part number.

See [www.snapon.com/industrial](http://www.snapon.com/industrial)

## SEVERE-DUTY FREIGHTLINER

ENHANCEMENTS TO THE BUSINESS CLASS M2 106V

Freightliner has made several improvements to the Business Class M2 106V, a truck made for medium and heavy-duty vocational applications that demand a front engine PTO and front frame extensions.

The truck's new 1,200-sq.-in. radiator can accommodate up to 380 hp with automatic transmission and up to 80,000 lb GVW. The rad is mounted to the engine and sits above the top of the frame, allowing for optimal cooling.



The new composite headlights with standard, easy-to-replace halogen bulbs are set in a new fiberglass hood with re-styled front fenders.

The front frame-rail extensions are now integral rather than bolted on, allowing for a constant resistance bending moment (RBM) from the front of the frame extension to the end of the rail.

The straight extensions are standard, available in 6- and 24-in. lengths.

Allison 'Optimized' transmission packages can be spec'd for the Business Class M2 106V for specific vocational applications.

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

## TRAILER FAIRINGS

LAYDON FAIRINGS CERTIFIED FOR CALIFORNIA

Laydon Composites says it's certified two additional trailer fairings to comply with EPA/California Air Resources Board requirements under the state's rule AB32. Aimed at reducing greenhouse gases, the rule requires new, 2011-model-year 53-ft van trailers to be fitted with aero devices that reduce fuel consumption by a minimum four percent for refrigerated vans and five percent for dry vans. It went into effect January 1.



These skirts include Laydon's new Hybrid and the seven-panel Classic version, making a total of five aero devices now CARB-certified. Of these, three are for dry vans and the other two for reefers, including four trailer skirts and one tractor-trailer gap fairing. The fairings are available on new trailer orders.

Laydon now has a standalone solution for all types of vans and reefers subject to AB32, and for the phase-in of new regulations for existing trailers in future. Older van trailers that are going to run in California post-2013 will also have to comply with AB32, meaning retrofits will be required.

The side skirts are made from automotive/tractor-grade plastic for long life in all temperature ranges, says Laydon. The full-flex struts allow up to 90-degree bending of the panels over obstructions and "a full, totally undamaged return to the original shape and position after deflection even in cold-weather situations."

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

## Retail Diesel Price Watch

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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of May 4, 2010 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	110.9	6.5	94.4
VANCOUVER *	114.3	1.2	77.0
VICTORIA	109.5	-1.0	77.9
PRINCE GEORGE	99.9	2.1	72.3
KAMLOOPS	100.9	0.0	73.3
KELOWNA	102.4	0.5	74.7
FORT ST. JOHN	104.4	4.0	76.6
YELLOWKNIFE	105.6	0.0	87.5
CALGARY *	91.3	1.0	74.0
RED DEER	92.6	2.3	75.2
EDMONTON	88.2	1.9	71.0
LETHBRIDGE	90.4	1.5	73.1
LLOYDMINSTER	93.4	1.0	76.0
REGINA *	96.9	0.8	73.3
SASKATOON	95.9	0.4	72.3
PRINCE ALBERT	93.9	0.0	70.4
WINNIPEG *	93.9	0.0	73.9
BRANDON	93.9	2.0	73.9
TORONTO *	98.9	1.0	75.9
OTTAWA	96.9	0.0	74.0
KINGSTON	97.3	0.5	74.3
PETERBOROUGH	98.9	1.0	75.9
WINDSOR	97.4	1.5	74.5
LONDON	97.9	1.5	74.9
SUDBURY	97.9	1.0	74.9
SAULT STE MARIE	94.6	0.3	71.8
THUNDER BAY	99.5	1.2	76.5
NORTH BAY	97.8	1.0	74.9
TIMMINS	104.1	1.7	80.8
HAMILTON	95.2	0.3	72.4
ST. CATHARINES	95.2	1.7	72.4
MONTRÉAL *	108.9	2.5	75.3
QUÉBEC	105.2	0.0	72.0
SHERBROOKE	105.9	0.0	72.6
GASPÉ	106.4	0.0	76.9
CHICOUTIMI	104.9	0.0	75.6
RIMOUSKI	104.9	0.3	73.6
TROIS RIVIÈRES	105.4	0.0	72.2
DRUMMONDVILLE	102.9	0.0	70.0
VAL D'OR	104.9	0.0	75.6
SAINT JOHN *	106.4	2.3	73.3
FREDERICTON	104.6	0.4	71.7
MONCTON	105.7	0.5	72.6
BATHURST	107.3	0.6	74.1
EDMUNDSTON	106.6	2.2	73.4
MIRAMICHI	106.5	0.6	73.3
CAMPBELLTON	106.5	0.6	73.3
SUSSEX	105.0	0.6	72.0
WOODSTOCK	107.9	1.0	74.6
HALIFAX *	103.3	1.6	72.0
SYDNEY	106.2	1.6	74.6
YARMOUTH	105.2	1.5	73.7
TRURO	103.8	1.6	72.5
KENTVILLE	104.2	1.6	72.8
NEW GLASGOW	106.1	1.6	74.5
CHARLOTTETOWN *	101.7	0.0	72.6
ST JOHNS *	114.3	0.5	80.7
GANDER	110.8	0.5	77.6
LABRADOR CITY	119.6	0.4	85.3
CORNER BROOK	113.2	0.7	79.6
<b>CANADA AVERAGE (V)</b>	<b>100.9</b>	<b>1.3</b>	<b>75.0</b>

V-Volume Weighted

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

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

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

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



## In Gear

### HANDS-FREE HEADSET

COBRA OFFERS THE NOISE-CANCELLING DELUXE BLUETOOTH HEADSET

The **Cobra Deluxe** Bluetooth headset, model CBTH1, is an answer to the challenge of handsfree laws sprouting across the continent.



This isn't a tiny device that fits around the ear, rather a proper headset.

It features T5 Sonance noise-cancelling technology that blocks out background noise, focusing solely on

amplifying a person's voice. It's battery-operated and comes with a home, vehicle, and USB charger. That charge gives eight hours of talk time and 250 hours in standby mode.

The microphone 'boom' is useable left or right. One-touch, single-button operation makes it easy to accept or end calls, or to turn the headset on and off. There's a separate volume button.

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

### BUNK COOLER

DOMETIC SYSTEM RUNS ON BATTERY POWER, PROVIDES 3,100 BTU/HR COOLING CAPACITY

**Dometic** has added the SP-900, a low-power bunk cooler, to its line of engine-off battery-powered auxiliary air-conditioning products. Driven by what's said to be a rugged, quiet 12-volt Danfoss compressor, it produces 3,100 BTUs/hr of capacity to cool the bunk area when sleeping.

The split system consists of a condensing unit that mounts on the rear of the cab and an evaporator unit that mounts above the bunk or seat. The two units are connected by precharged refrigerant linesets. All components are hermetically sealed, and no refrigerant charging is needed at installation.

The inside unit has four separate discharge air vents that can be adjusted as needed to optimize airflow in any direction. A digital thermostat and keypad provide "intuitive" control over all system functions.



The system runs on power taken directly from the battery bank. No inverter is needed as a low-voltage sensor and automatic shut-off circuit ensure the system will not deplete the truck's batteries.

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

### SIDE LOADER BODY

THE WINGLINER IS NEW TO CANADA BUT PROVEN IN EUROPE

From **Bay-Lynx Manufacturing** comes the Wingliner side-loading/unloading truck or trailer body. Said to be like a curtain-side in terms of access but a van body when it comes to security and protection, it was developed in Austria over 14 years ago. In just 10-12 seconds, says the distributor, the hydraulic side walls fold themselves flat on the roof, allowing immediate all-around access



to goods down the full length of the truck or trailer. With both sides exposed, goods can be unloaded quickly and safely.

Features include fully controlled side walls; automatically locking sides to prevent unauthorized entry; a fixed roof; electronic controls; seals that prevent "virtually all dust and moisture" from penetrating; user-specified side length and loading height; and hard-sided surfaces that readily accept graphics.

See [www.bay-lynx.com](http://www.bay-lynx.com)

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## CHELSEA PTO

SIMPLER INSTALLATION ON A NEW POWER TAKE-OFF UNIT

**Parker Chelsea** recently introduced its new 238 Series PTO, making installation simpler and less expensive. It's designed to fit directly to the 8-bolt opening on the transmission, eliminating the need for an adapter plate. The new unit features four output speed ratios for broad

coverage, 12 output options allowing remote or direct mounting for a variety of driven devices. One key feature available on this unit is the patented

shaft-brake option. The company says it's "perfect" for product pump applications. The new 238 series has torque capacities up to 250 lb ft.

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



## HYBRID REEFER

CARRIER TRANSICOLD'S NEW VECTOR 6600MT MULTI-TEMPERATURE 'HYBRID' TRAILER UNIT

The new Vector 6600MT from **Carrier Transicold** is claimed to provide the highest refrigeration capacity of any multi-temperature unit on the market while delivering up to 20 percent greater fuel efficiency than its predecessor. It's brother to the single-temperature Vector 6500 unit introduced last year.

Twins in almost every way, both Vector units use what Carrier calls Deltek diesel-electric technology, which is said to feature high operating efficiencies, significantly reduced maintenance requirements versus conventional belt-

drive systems, and an electric standby option for stationary units. There have been several technological enhancements over the company's earlier hybrid units.

At 100 F ambient and a set-point of 35°F, the Vector units deliver 59,000 Btu/hour of cooling capacity. For the 6600MT, that's claimed to be 15 percent more than the nearest multi-temperature competitor and nine percent more than

Carrier's original multi-temp hybrid and conventional multi-temp unit at the same conditions. At a set-point of minus-20°F, the capacity is said to be as much as 15 percent greater than the conventional unit.

With the system's all-electric architecture, Vector units deliver approximately the same performance on electric standby as they do in diesel operation, Carrier



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## ULTRASHIFT PLUS AVAILABLE MORE BROADLY

**E**ATON says its UltraShift Plus transmission is becoming more widely available. The very slick automated mechanical transmission is currently available in at least some models of the following trucks: Freightliner, International, Kenworth, Peterbilt, and Western Star. Being so busy preparing for 2010 engines, many OEMs were slow with this, being hard pressed to find the staff with time to do the engineering work required.

The new transmissions have been approved and certified for Cummins 2010 ISX engines. Model-year 2010 International MaxxForce 11 and MaxxForce 13, PACCAR MX, and Detroit Diesel DD15 and DD13 engines will be certified in the coming months, says Eaton.

The key feature of the new family of UltraShift Plus transmissions is the all new automated clutch technology that's much more capable than before. As well, new shift-selection software uses grade sensing, weight computation, and driver throttle commands to make intelligent shift decisions. See [www.roadranger.com](http://www.roadranger.com)

says. Due to the less efficient add-on nature of standby components in a conventional unit, the company adds, Vector units can deliver up to 85 percent more cooling capacity in standby mode than a conventional unit in the example above.

By taking advantage of AC power, fuel is conserved, emissions are eliminated,

noise is reduced and operating savings of 40 to 70 percent can be realized, the company says. Deltek technology uses its diesel engine exclusively to drive a high-performance 20KVA electric generator that powers the all-electric refrigeration system.

See [www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com)

## EFFICIENT FANS

HORTON INTRODUCES THE WINDMASTER REVOLUTION

**Horton** says its new WindMaster Revolution is a high-efficiency, hybrid-flow fan that meets the airflow demand of EPA10 and Tier 4 engines. Calling it "a radical change from current technologies," it's said to combine the best features of axial-, mixed- and radial-flow fan technology. The result is claimed to be energy savings and low operating noise.



WindMaster Revolution fans are designed for compact engine compartments and are available in two sizes. The 550mm fans are engineered for medium-duty trucks and off-highway equipment. The 750mm fans are for heavy-duty trucks and some off-highway equipment.

WindMaster Revolution fans have 20 percent greater airflow than axial-flow fans, significantly lower operating noise,

## PETERBILT, HINO WIN ATD TRUCK OF THE YEAR AWARDS

**T**he American Truck Dealers named the **Peterbilt Model 384** as the "2010 ATD Commercial Truck of the Year" during the group's recent annual convention in Orlando, Fla. It was chosen by a panel of truck journalists.

The Model 384 has also been recognized for its fuel efficiency by the EPA's SmartWay program. Peterbilt claims its aerodynamic package provides fuel efficiency gains of up to 12 percent, thanks largely to drag reduction of 24 percent.

And amongst smaller machines, the Hino model 268 took home the ATD's 2010 Medium Duty Commercial Truck of the Year award. Its proprietary engine has won the J.D. Power award for customer satisfaction two years in a row.





greater efficiency and a similar-size inlet, Horton says. It also claims that, compared to radial-flow fans, these new fans require a significantly smaller space and don't need room for a complex fan housing. Compared to mixed-flow fans, the company says, they offer 15 percent greater airflow, 30 percent smaller depth, greater efficiency, and a larger hub section that provides for more mounting options.

See [www.hortonww.com/wmr](http://www.hortonww.com/wmr)

## DEF DISPENSER

BENNETT PUMP'S BLUEFUELER LINE OF DEF DISPENSERS FOR FLEETS

Michigan's **Bennett Pump** says its BlueFueller 100-200 Series line of DEF dispensers and pumps is ideal for



commercial fleet applications as well as truckstops and service garages. Available in both suction and remote versions, they're designed for IBC tote, above-ground tank, and underground tank applications.

The BlueFueller uses a stainless-steel rotary meter engineered for reliability and low cost of ownership, the company says. The electronics are a proven system that's been in use for several years in the Bennett 3000 Series line of fuel pump dispensers.

The company says it has "developed a world-class product at a very attractive price point."

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

## PORTABLE COLUMN LIFT

GRAY EXPANDS WPLS FAMILY OF MOBILE COLUMN LIFTS

Three new mobile column lifts have been introduced in **Gray Manufacturing's**

WPLS family of mobile column lifts. The original WPLS was unique with its advanced and patented wireless technology, and now the WPLS-150, WPLS-180 and WPLS-180M (military) have been unveiled to replace the WPLS-160.

All can be operated in sets of two, four or six to match lifting needs. The WPLS-150 features a 15,000-lb capacity and a 12-volt battery powered system. Both WPLS-180 models have a lifting capacity

of 18,000 lb and use a 24-volt system with either standard lifting carriage or an adjustable carriage and wider base to capture oversize tires.

With the portable design and patented wireless communication, which eliminates all power and communication wires, these lifts remove the need for electrical upgrades and dedicated lifting bays.

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



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## In Gear

### MOBILE WASH SYSTEM

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**JIM Mfg.** says its Vader 5000 Series is the only self-contained mobile brush-wash system that reclaims and recycles water.

The company says it actually reclaims 99.9 percent of the water that normally



would fall onto the ground, reusing that water for the next wash. Clean water is always used for rinsing. That makes it a solution to environmental restrictions affecting washing due to water runoff.

JIM says as many as 20 trailers can be washed on a single tank of water. The Vader uses a shielded brush action to remove road film, soot and chemical deposits, which non-brush washes can leave behind, the company says.

See [www.truckwasher.net](http://www.truckwasher.net)

### PINION SEALS

SKF INTRODUCES UNITIZED PINION SEALS FOR HIGH-TEMP HEAVY-DUTY APPLICATIONS

**SKF** says its new Unitized pinion seal for heavy-duty applications reduces temper-

ature at the sealing lip, promotes error-free installation and extends service life. It features a fluorelastomer sealing lip suited to high operating temperatures. Its patented WaveSeal design is said to sweep oil back towards the bearing, allowing the seal to run cooler. The seal consists of a half metal ID, which allows heat to dissipate, and a half rubber ID, which maintains positive grip on the yoke surface and prevents leak path. The sealant across the Bore-Tite OD serves as a protective coating, also eliminating leak paths.

The new pinion seal is said to be an ideal choice for heavy-duty applications that operate under extremely high temperatures.

See [www.vsm.skf.com](http://www.vsm.skf.com)



### ALUMINUM DUMP BODY

A NEW ADDITION TO THE DURACLASS LINE  
The DuraClass brand made by **Truck Bodies & Equipment International**



recently added an aluminum dump body to its line of class 5-8 truck bodies. The corrosion-resistant aluminum design eliminates paint expense and increases body value at trade-in. With aluminum weighing as much as 50 percent less as traditional steel, the body offers gains in payload capacity and fuel efficiency.

The DuraClass aluminum body is available with additional features including upper and lower tarp rails, integrated cab shields, ladders and patch gates. A double-arm hoist offers stability and durability.

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

### ACCESSORIES CATALOGUE

NEW TRUCK ACCESSORIES CATALOGUE FROM IOWA80.COM INCLUDES 475 NEW ITEMS

There's an all new catalogue from **iowa80.com** featuring over 475 new

items and four more pages of trucking accessories that showcase everything from stacks, lights, chrome and stainless accessories to cargo control and compliance items. New items include GPS units, steering wheels, shifter knobs, exhaust components, horns, axle covers, LED lights, among others.

You can browse over 130,000 items online, though all current customers will be sent the new catalogue. Others interested in receiving a free copy may call 1-866-446-9280 or request it online.

See [www.iowa80.com](http://www.iowa80.com)



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## STARTERS & ALTERNATORS

DENSO RELEASES NEW 2010 HEAVY-DUTY STARTER AND ALTERNATOR CATALOGUE  
**Denso** says the new 2010 edition of its catalogue (#HDSA-CAT-1010) covering



'First Time Fit' starter and alternator line is now available. The expanded publication includes 81 new part numbers and 765 new applications.

See your local Denso rep or call 1-888-96-DENSO.

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

## FIBREGLASS FENDERS

FROM P.E.I. A NEW LINE OF CLASS-8 TRUCK FENDERS

**Fiber Fenders**, previously known as

## PRICE DROPS ON BOSE SEAT

If you saw the mighty interesting **BOSE RIDE SYSTEM** truck seat in our April issue, you probably turned away when you read that the price was going to be in the \$10,000 range.

Well, we have good news for you. Sort of. The company got in touch with us to say that the price has since been set at US\$5,995. Fleet discounts would apply.

Well known for speakers, headphones and the Wave music system, the company's founder, Dr. Amar Bose, also worked for many years on a suspension system that's now evident in this premium truck seat. It replaces a conventional air-ride truck seat with a sophisticated suspension base and an integrated, custom-designed seat top. The company claims it provides over-the-road truckers with "an unprecedented level of protection from road-induced shocks and vibration."

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

Danny's Custom Truck Fenders, offers new light-weight fenders, the Standard



series, said to be the first of their kind. Styled to look like traditional metal fenders, and priced competitively to them with the added ability to paint and repair, they weigh an average

of just 11 lb. They're being called "a practical alternative to metal" and well suited to the more price-conscious buyer.

Based in Souris, P.E.I., the company is operated by a lifelong truck driver and his daughter. They have some 40 dealers throughout Atlantic Canada and scattered parts of the west.

See [www.fiberfenders.ca](http://www.fiberfenders.ca) ▲

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■ Highway 410 exposure ■ 30,149 sq.ft on 7 Acres ■ Ideal for outside storage ■ 19 drive-in doors ■ 3 tonne crane ■ Price Reduced to \$7,650,000



#### WHITBY – TRANSPORTATION TERMINAL – FOR LEASE

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Reduced to \$2,200,000

#### ETOBICOKE – CROSSDOCK – FOR SALE/LEASE

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

#### BRAMPTON INDUSTRIAL WAREHOUSE FOR LEASE

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**\* PLEASE BE SURE TO COMPLETELY ANSWER ALL QUESTIONS IF YOU ARE A TRUCK OPERATOR**

**\* NON-TRUCK OPERATORS USE BOX BELOW ONLY**

SIGNATURE (MUST)

DATE

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

COMPANY ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ PROV. \_\_\_\_\_ POSTAL CODE \_\_\_\_\_

TEL ( ) \_\_\_\_\_ FAX ( ) \_\_\_\_\_

E-MAIL \_\_\_\_\_

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

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

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

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

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

- A. In any of the following Gross Vehicle Weight Classes?**
- Class 8: 33,001 lbs. GVW & Over  Yes  No
- Class 7: 26,001 to 33,000 GVW  Yes  No
- Class 6: 19,501 to 26,000 GVW  Yes  No
- Class 3, 4, or 5: 10,001 to 19,500 GVW  Yes  No
- Class 1 or 2: Under 10,000 lbs. GVW  Yes  No
- B. Refrigerated**  Yes  No

**3 DO YOU HAVE MAINTENANCE SHOP FACILITIES AT THIS LOCATION?  YES  NO**

How many mechanics here? \_\_\_\_\_

**4 INDICATE YOUR PRIMARY TYPE OF BUSINESS:**

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

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

*Check ALL that apply.*

**A. New vehicles & components**

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

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

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

**C. Fleet Products & Services**

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

**D.  15 None of the above**

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

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

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



By Peter Carter

# Sudbury Saturday Nuit

## Why the only way to really succeed is to step outside your comfort zone.

In the eight years I attended St. Albert Catholic School in Sudbury, I never once ventured up to the building's second level. All our classes were on the main floor.

We certainly made full use of the basement; where the bathrooms and excuse-for-a gym were located.

That was also where Mr. Dorigo the janitor kept his brooms and the Dustbane that he hauled out whenever a kid barfed in class.

But the stairs leading from the main floor to the second storey?

To me they were like the scary candle-lit stairwells of a haunted mansion; steps only a mad person would never ascend.

Because up there were—I hope you're sitting down—the French kids.

St. Albert had two sections.

I and most of my eight brothers and sisters did our time on the first floor in English. Upstairs was Ecole Ste. Albert, with a separate principal, separate teachers; separate entry-and-exit times; separate teams; separate Easter Masses; separate everything.

Their recesses were 15 minutes before ours, so during the quarter hour leading up to our morning and afternoon breaks, we were distracted by the “tabarnouches” and assorted other funny sounds coming from the French kids in the playground.

The only thing we ever did with the French kids was fight.

We knew the French boys were

dumb and the French girls easy. (It sure wasn't “English kissing” that we daydreamed about.)

Talk about a poisonous system.

No matter how good the intentions of the people who designed the school were, all the separation did was breed resentment.

Thirty years later, I learned that the French kids believed the exact same things about us.

One of them told me recently he was in college before he found out that English moms and dads slept in the same bed.

I'm thankful my parents were very progressive and encouraged us all to study French. One of my sisters, Mary, got her entire education, including a science degree, in French. I started in French kindergarten but quit after three days. Couldn't understand a word.

But why am I telling you this?

In late April, I found myself discussing St. Albert's as my family drove through Montreal during a quick round trip between Toronto and Halifax. Specifically, we were talking about—among other things—Montreal's ongoing bypass construction project.

The bypass, Highway 30, is supposed to be done in 2012. If it's finished before Harper is out of office, he will have done more for national unity than any 10 PMs before him.

Still, Sudbury, I said to my kids, is a lot like Canada, with two solitudes, separated by deep chasms of misunderstandings and confusion.

I was on a roll. I moved on to another cultural canyon.

I told them about the Road Today Truck Show in Brampton, Ont., which took place in late May.

The Road Today show, like the magazine of the same name, is a celebration of South Asian, (a.k.a. Indian or Punjabi) trucking.

Last year, when I went to Road Today, not only did I get to eat tasty Indian food, which I love, I got close up to some of Vic Pannu's spectacular iron and a chance to meet the most photogenic Member of Parliament in Canada, Ruby Dhalla.

Point being, I never, ever regret stepping into other people's worlds. And it's not just because of the spicy foods or pretty MPs.

These days, if you don't get outside your comfort zone, you'll lose business.

Think about this: More cars are sold in China than in the U.S. Barriers are falling hourly. There's no sense pretending otherwise.

One of the French boys raised in the neighborhood I grew up in is Paul Desmarais Sr., the brains behind Power Corporation. Desmarais is probably the most influential businessman in Canada. His empire stretches from Montreal to Hong Kong. Clinton, Bush and Sarkozy have all visited his personal estate, which is the size of Manhattan.

(I put a call into his Montreal office to see if he was ever upstairs at Ecole Ste. Albert. They still haven't gotten back to me.) Point being, though, Desmarais is way too canny to let ethnic differences deter him from making pots of dough.

Why would anybody? ▲



PHOTO: Alex Carter

**A TWO-STORY BUILDING:** We never had any truck with the French kids upstairs.



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