

**DRIVERS:** Why buy'em when you can make'em? PG. 23



Fleet owner  
Dino Caschera

March 2011

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## CANADA'S Top 100 A Special Issue

Our annual tally of Canada's  
biggest for-hire carriers

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April 7-9, 2011

Place Bonaventure, Montréal

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Cheap trucks  
are coming

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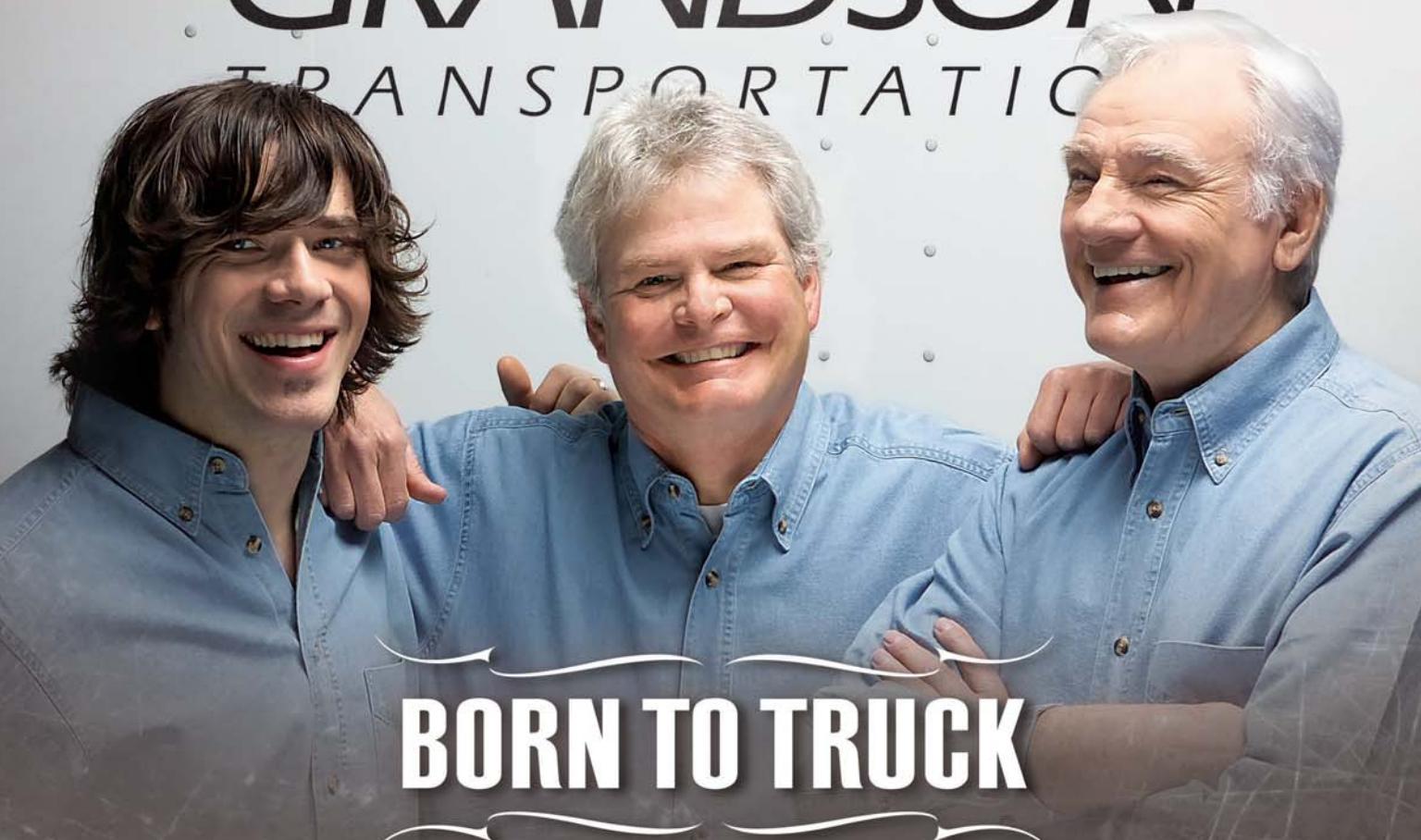
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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Canada



Kenneth R. Wilson  
Award Winner

Member



Canadian Business Press



Audit Bureau of Circulations

## Promising the moon but giving a crater

Re: "Churning the Other Cheek," by Michael Gower, Letters to the Editor, Feb. 2011.

When the simple request of a proper pre-trip, and expecting a 1,000-mile round trip to be completed in less than three days, with the equipment not coming home in a basket becomes impossible, then I've had enough. A recent ad we ran for flatbed and van owner ops netted no replies. So, yes Virginia, there is a driver shortage.

Perhaps there were no applicants because everyone has had large carriers promise them the moon, only to give them a crater, once too often, and expect this as the norm.

When I offer quick-loading freight, trailer, insurance, licence and tolls provided, for between \$1.40-\$1.80 mile (home weekends), and get no response, I'd say we have a problem.

I whole-heartedly agree with his position on driver pay, but his letter answers that question as well, when he suggests an NYC load at \$1,500 would be scooped up immediately. Not by me, it wouldn't.

That's an Indy, Southern Ohio, Philly, rate. You want to see one of my trucks near NYC, you'll add \$1,000 to that rate or it ain't happening. We recently dropped an outbound customer because they wanted their freight hauled for rates that were 20- to 30 percent lower than ours.

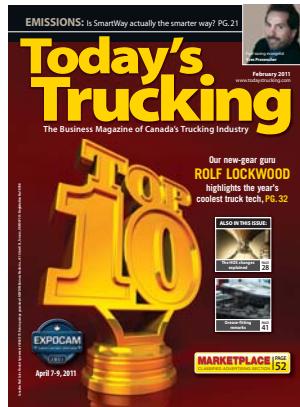
Perhaps carriers could pay appropriately if they charged appropriately. Sounds like simple math, but when I read a previous *Today's Trucking* article regarding driver pay, I discover that Kriska is apparently one of the pay leaders, at \$58,000-yearly. The last full-time U.S. drivers I had was in 2006, earning just shy of \$70,000. I feel like such a spendthrift fool!

So to those who have found a good carrier to work for, at good pay rates, for God's sake don't move.

Anyone believing the latest published crap about rapidly escalating freight rates in the near future will be sadly disappointed. Too many carriers have spent the last three years decimating freight rates to 20-year-old rates. In an economy that is not coming to life, as politicians will have you believe, these companies will not be able to automatically double freight rates as they want you to think.

This industry seems destined to continue being its own worst enemy; constantly shooting itself in the foot. Of course, no one will hear me say that. They're too busy reloading the gun.

Bill Cameron,  
Parks Transportation,  
Owen Sound, Ont.



## COMING TO AN OFFICE NEAR YOU

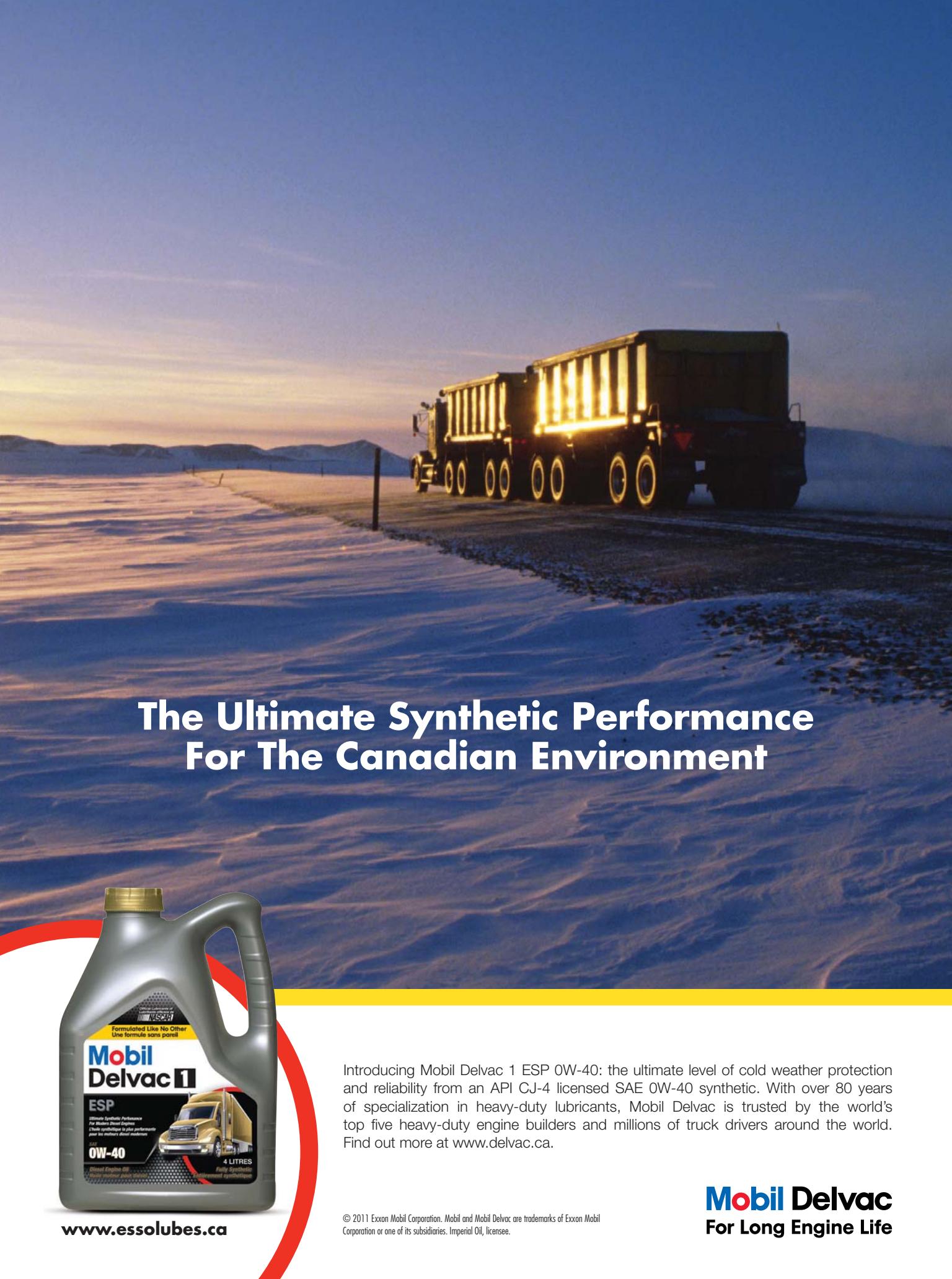
Heather Donnelly has joined Newcom Business Media, the parent company of *Today's Trucking* magazine.

As a sales associate for **highwayStar** magazine and other Newcom properties, Heather will become a familiar face across the country as she helps deliver staffing solutions and customer-retention programs to fleets as they continue to grow and adapt. Heather comes to trucking from the pharmaceutical/first-aid business, where she worked for Zee Medical Inc., and her cv also includes considerable advertising and print experience. Heather ran her own print-broker company, Image to Ink. You can reach Heather Donnelly at **416-614-5804** or [heather@newcom.ca](mailto:heather@newcom.ca).



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**Mobil Delvac**  
For Long Engine Life

By Rolf Lockwood



# Harboring Frustration

**Regulators want your drivers to pull over more frequently. Why not give them safe places to do so?**

**S**ure, let's electrify truckstops by all means. Give our drivers a break, save some fuel, be kind to the environment, all in one swoop. It's a no-brainer in so many ways that I think we should collectively—though we need government to head the effort—pull out all the stops and just get 'er done.

Thankfully, as you'll read in my report on activities at the recent Technology and Maintenance Council (TMC) annual meeting on p. 42, there actually is a little effort on this front in both the U.S. and here in Canada.

An outfit called Longhaul Truck Stop Electrification has electrified the 730 Truck Stop in eastern Ontario with an elegant underground system that can be installed in just three weeks at no cost to the truckstop operator. Drivers plug into what almost looks like a manhole cover in the pavement, gaining electricity and optional internet access.

No government help on that one, but not so in the U.S. In 2009 President Obama shipped some US\$22 million to a project aimed at electrifying U.S. truckstops led by Cascade Sierra Solutions, a non-profit enterprise based in Oregon.

Within 18 months there will be 50 truckstops in the Pacific northwest offering 120-volt power to trucks through free-standing electric pods in systems supplied by Shorepower Technologies. There are seven in place now. There's also a Shorepower partner site in Sacramento, Ca., and the California Air Resources Board is apparently considering expansion of Shorepower into the southern part of that state.

This seems like a slow roll-out, likely a result of the recession because the initial pilot project also demanded private money to the tune of about \$30 million. And investment dough has obviously been in pretty short supply. There may also be other reasons I'm not aware of, like low demand. After all, the electrification idea has been around for ages and hasn't really gone anywhere aside from the somewhat awkward Idleaire plan that never did get much traction.

Do we not want this?

I should add, by the way, that I don't think Cascade and Shorepower are just talking about electric parking spaces at

truckstops, rather at any place a truck stops. And that's something we should definitely want.

As someone very close to this project told me, the dollar-an-hour electric parking spots at truckstops won't end idling on their own. For one thing, he said, an awful lot of drivers—a strong majority, I'd guess—don't hang out at truckstops anyway. He's right, of course. They buy cardlock fuel and spend off-duty time at a rest area or a shipper's yard or wherever else they can get out of the world's way for a few hours. They might cook their own meals in an on-board microwave or grab burgers and subs wherever they can park for the 10 minutes it takes to do a takeout.

The truth is, there's quite a bit of evidence suggesting that truckstops are facing tough times for all those reasons above and are actually dwindling in number as profit becomes tougher to find. So yeah, let's pursue electrification there, but let's also look further afield.

My friend suggested that loading areas—especially appropriate would be those at big-box stores and their warehouses—are likely candidates for electrification too. Perfect idea, it seems to me. A chance for shippers to become better partners in the trucking game, something I've been wanting to see since about 1832.

But you know what, we can talk 'til the cows come home about how to save money and the environment by throwing 120 volts into parking lots, and we'll be missing a more important point. The truth is, we don't have anywhere near enough parking spaces for our drivers to use in the first place, electrified or otherwise. In spite of harsh hours-of-service laws demanding that they shut down for 10 or 11 hours straight every day. Laws made by bureaucrats who never asked where those shutdowns might actually occur.

This huge gap causes untold stress and hardship on the people we depend on to man the long-haul steering wheel and work way more than the eight hours our other employees work every day. We owe it to them—as a society as well as an industry—to do better.

So, before we spend millions on truckstop electrification, let's spend some serious cash on creating safe rest areas and expanding the paltry few that already exist. The fact that governments haven't done this, and don't look like doing it any time soon, verges on the criminal. Seriously. ▲

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

## Switching on the electric blanket

**The EOBR “broader mandate” is far from perfect. But does it have to be?**

If paper logs are a “joke,” and the limited scope of the FMCSA’s first EOBR proposal last year simply approved “electronic comic books,”—as some stakeholders hoping for something with sharper teeth dubbed the proposal—then what are people saying about the agency’s latest plan to require just about every carrier to outfit trucks with electronic-on-board recorders (EOBRs)?

On the whole, there’s general agreement—among larger carriers, at least—that this second version of the EOBR rule will be far more effective at leveling the hours-of-service playing field. (The current plan requires only truckers with a 10-percent or greater HOS violation rate to install EOBRs for a two-year period).

But, as it seems to go with anything transport regulators come up with these days,

many uncertainties still persist, namely over the enforceability, uniformity and costs associated with the technology on the market.

But first, what is EOBRs 2.0 all about?

As stated, it vastly expands the first rule, which is still slated to take effect on June 4, 2012, and will be enforced until the new proposal’s start. (It’s projected for 2015, although there’s talk that FMCSA may require “large” carriers to make the move first).

It will cover about 500,000 carriers operating in the U.S. who maintain driver logs, but will not apply to short-haul interstate carriers that use timecards. However, the agency is tossing around the idea of including short-haul hazmat drivers.

At one point, FMCSA considered limiting the rule to just long-haul operators who



**EOB ARE YOU READY?** If FMCSA doesn’t address the outstanding issues with electronic recorders, a parallel legislative bill probably will.

travel beyond a 150-mile radius. But likely fearing a backlash from linehaulers, it decided differently. (It is, however, asking for comments in advance of a final rule on whether that’s feasible).

As expected, the rule would also relieve carriers of having to retain certain HOS docu-

ments, such as delivery and toll receipts for hours of service compliance (More on that on pg. 13, ‘Undocumented.’)

Penalties for breaking the rule can be upwards of \$11,000 for each offense and will negatively affect a carrier’s safety fitness rating and operating authority.

# chess

## MIND THE GAPS

Without question, EOBRs will be pricey, although they'll be scalable. Most major suppliers will offer standalone EOBRs separate from their complete fleet-management suites—some with no upfront hardware costs. Monthly wireless plans tend to be around \$50, give or take a few bucks.

Still, FMCSA guesses that the annual cost for a carrier currently without any fleet management system could be between \$500 to \$800 per tractor. Yikes.

Understandably, it's numbers like that that have owner-ops quite anxious. (Although, as the agency notes, much of the cost could be offset in reduced record keeping).

On that note, the Owner-Operator Independent Drivers Association (OOIDA), a longtime critic of a universal rule, called EOBRs "nothing more than over-priced record keepers."

OOIDA contends that EOBRs can only track the movement and location of a truck. And since they need human interaction to record any change-of-duty status, they cannot accurately and automatically record hours working.

"This proposal is actually another example of the admin-

istration's determination to wipe out small businesses by continuing to crank out overly burdensome regulations that simply run up costs," said Todd Spencer OOIDA's executive vice president.

The group, which is challenging the proposal in court, also claims that the government ignored a federal statute to ensure that EOBRs "will not be used [by employers and highway enforcement] to harass vehicle operators" and infringe on privacy.

Curiously, OOIDA seems to be suggesting in one breath that EOBRs are too Big Brotherish while at the same time they lack sufficient oversight and controls—not that either of those arguments are necessarily untrue.

Regardless, even proponents of the rule are equally concerned that regulators aren't going far enough to ensure all devices are tamper-proof and defining what exactly that should mean.

"It's very encouraging the FMCSA has broadened this ... but unfortunately, they still have not addressed some of the outstanding technical concerns or functional concerns," says Jerry Gabbard, a VP at Continental Automotive, whose Commercial Vehicle and



## CBs REALLY BANNED IN ALBERTA?

LET'S JUST LEAVE IT AT "MAYBE"

**Y**oud think you'd be able to get a straight answer in a province where the motto is "strong and free." Well, you can't if you're asking about Alberta's new distracted-driving legislation and specifically how it affects CB radio usage.

A recent "clarification" of the rule still appears to leave much to interpretation.

The no-cell-phone law was introduced in December. For the most part, it's clear that distracted driving is a no-no; and the law covers everything from talking on hands-free phones (allowed) to combing your hair or applying lipstick at stop lights (both, thankfully, illegal).

But many in the trucking industry remain confused. Here's the simple question that deserves a straight answer: "Under the new law, which will start to be enforced later this year, will truckers be allowed to use CBs?"

At first, we were told they would be banned and then later we were informed as long as they were being used for commercial purposes, to stay in touch with head office or for emergencies, they'd be fine.

Then, even that was up in the air as the definition of "commercial purposes" was questioned (like whether trucker banter about traffic and road conditions count) and, as Today's Trucking revealed, the ministry had few answers.

Alberta Transportation's Jeanette Espie, executive director, Office of Traffic Safety issued yet another clarification.

"Where this type of communication is required to communicate with the driver's employer or when participating in some type of emergency management situation, use of hand-held CB radios will be allowed.

"The use of hand-held CB radios to communicate extreme weather conditions or a hazard on the roadway, such as a collision, *could* [our emphasis] fall under the 'emergency' scenario category," says Espie.

"... Enforcement officers ultimately have the responsibility to evaluate specific situations to determine if citizens are complying with the law."

Translated, we think that means, yes, chatting on the CB for other than "emergency purposes" or to stay in touch with the boss (as if that even happens long haul, via CB) will be technically illegal.

So, now we ask, what constitutes "emergency purposes" beyond weather and traffic conditions? Does a trucker asking on Channel 19 about a weird rattle under his hood count?

As we originally suspected, it'll be up to the cops to decide.

And they'll all be keenly aware of the "emergency" usage exemption, right?

# MARCH 15th DEADLINE!

## A CHANCE FOR YOUR FLEET TO SHINE

If you don't brag about your achievements, who will? If you feel we should be considering you (or somebody you know) fill out the form below.



### NOMINATING IS EASY!

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

#### Step 1: Who are you nominating?

Name:

Company driver  Owner-operator

Current employer/contracted to:

Home Address:

City: \_\_\_\_\_ Province: \_\_\_\_\_

Postal Code: \_\_\_\_\_ Tel. home: \_\_\_\_\_

Bus: \_\_\_\_\_ Mobile: \_\_\_\_\_

#### Step 2: Who are you?

Name:

Relationship to nominee: family  employer  co-worker  friend  self

Address:

City: \_\_\_\_\_ Province: \_\_\_\_\_

Postal Code: \_\_\_\_\_ Tel. home: \_\_\_\_\_

Bus: \_\_\_\_\_ Mobile: \_\_\_\_\_

E-mail: \_\_\_\_\_

#### Step 3: Tell us about your nominee:

Send a written explanation of why he or she should be named the highwaySTAR of the Year. Be sure to cover:

- ★ Years of service
- ★ Safety record
- ★ Problem-solving skills
- ★ Business acumen
- ★ Ongoing training
- ★ Miles driven

- ★ Unique approach to work
- ★ Community involvement
- ★ Customer service
- ★ Hobbies and interests
- ★ Leadership
- ★ Positive attitude

Remember, we can only judge your nominee by what you tell us. Feel free to include supporting documentation with your nomination.

A detailed entry form can be downloaded from  
[www.todaystrucking.com](http://www.todaystrucking.com) and  
[www.highwaystarmagazine.com](http://www.highwaystarmagazine.com).

Send all supporting documents to highwaySTAR,  
451 Attwell Drive, Toronto ON., or fax to 416 614-8861  
or email to [info@highwaystar.ca](mailto:info@highwaystar.ca)

#### Description of selection criteria

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

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

Nominations will be reviewed by a panel of editors and contributors to highwaySTAR magazine.

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# Who should you nominate?

*The highwaySTAR of the Year award comes with \$15,000 in cash and prizes. Do you know a driver who fits the bill?*



**ALLAN JANSSEN**

*Editor, highwaySTAR*

I recently heard from a reader who complained that our highwaySTAR of the Year award is fundamentally flawed.

Some of the criteria we're looking for, he argued, make it far more likely to be won by a company driver, since owner-operators don't have sufficient free time to earn brownie points with community work and extracurricular activities.

"There isn't a company driver alive that has half the responsibilities that an owner-operator has," he wrote, adding that it is "almost impossible for owner-operators to be included" in the contest.

Well, I'd say this opinionated reader simply hasn't been paying attention. Since the highwaySTAR of the Year award began in 2004, it has been won by owner-operators every year but one.

Last year it was Cliff Lammeren, who is indeed a company driver for Praxair in Edmonton. But all of his predecessors – Bud Rush, Dale Hadland, Jean-Francois Foy, Terry Smith, and Rene Robert – are owner-operators.

Every one of them finds the time to give back to their communities despite long hours and crippling schedules.

Every one of them has a can-do attitude, despite the burdens of business ownership and challenging economic times.

Every one of them is quick to help a stranger and go the extra mile for a customer, despite having loved ones at home waiting for them.

Owner-operators ineligible? That's crazy talk! Why, I bet we could come up with a half dozen names of owner-ops who'd deserve the prize if someone would just nominate them. They're brought to our attention on a regular basis around here.

They're identified occasionally by four-wheeler who have benefited from their kindness. Sometimes we hear from police forces who report their acts of courage. And once in a while we hear from shippers and receivers who are impressed with their level of service.

We know there are highway stars out there. Thousands of them. In fact, looking at recent nominations for the highwaySTAR of the Year, I've been able to put them into one or two of the following categories:

**The Workhorse** – also known as "Old Faithful" – always shows up on time, presentable and organized. And he'll be on the job as long as it takes.

**The Good Samaritan** takes great joy in helping stranded motorists and desperate shippers. He puts his own needs second to those of others.

**The Troubleshooter** is the guy you want with you when something goes wrong. He's apt to have a solution in his toolbox (which is always at his side). And if he doesn't have the right part, he'll fashion one that works out of tree bark and bailer twine.

**The Prodigy** is the new kid on the block who seems to have a real aptitude for the business. He'll get the job done, no matter how challenging, with the common sense that any driver has, and an added flair for imaginative problem solving. Watch your back, this kid will be running the whole company some day!

**The Hero** is most likely to get the headlines when he saves a family from a burning building, or puts his rig across four lanes to block off a collapsed bridge. With potential dangers all around us, it's good to know there are heroes among us.

You may know someone who falls into one or more of these categories – or you may know someone who deserves to be named the highwaySTAR of the Year for completely different reasons. Either way, time is running out for nominations.

Throw their hat in the ring for \$15,000 in cash and prizes... but do it quickly. The deadline is March 15. There's a form on the page facing this one. Fill it in today!

Your nominee – owner-operator or a company driver – could be the big winner this year. ★



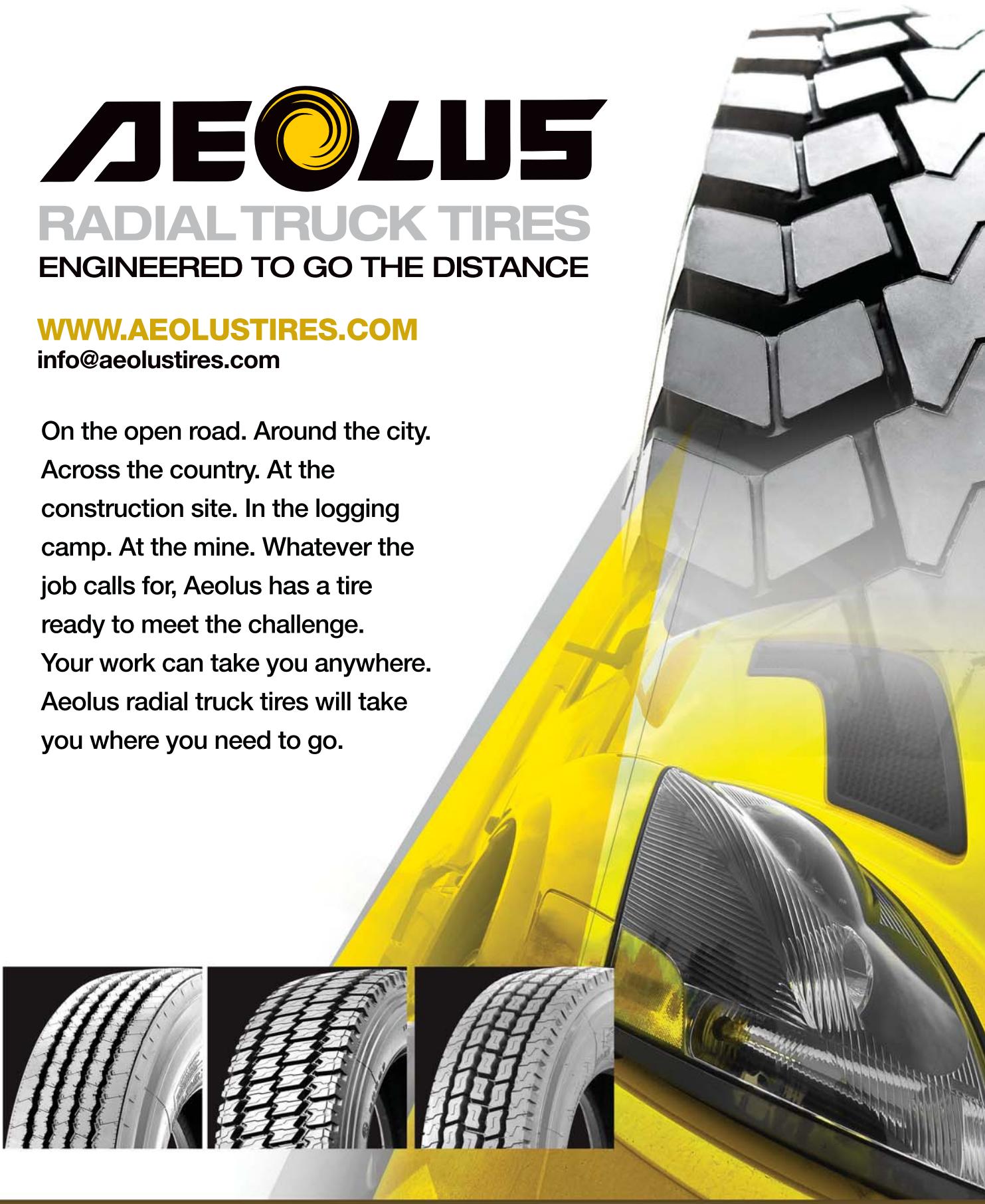
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Aftermarket group is a major electronic logbook and digital tachograph supplier. "The tamper proofness of the data and making it as bulletproof as possible is [critical]."

There remain other gaps that Gabbard thinks need bridging. The issue of third-party certification of the devices to ensure "someone doesn't make a foolish investment in something that isn't compliant," also needs attention.

But, perhaps most importantly, Gabbard is concerned with the lack of a standardized interface—specifically how enforcement officers will be expected to uniformly handle and read a range of data from a variety of devices, wirelessly or not. And the regulation needs to allow cost-effective options

## UNDOCUMENTED:

**P**ressed by the **American Trucking Associations** and with a "broader mandate" on the horizon, the **FMCSA** already relaxed parts of its HOS "supporting documents" provision last year.

Specifically, carriers with an hours of service management system will be exempted from keeping certain driving-time records, such as IRP and fuel tax receipts, trip permits and toll receipts, among others.

The number of documents that carriers will need to maintain will vary according to the operation, but generally, the agency is proposing to allow carriers to provide just one supporting document for the beginning and end of each on-duty not-driving period, provided it includes the following data elements:

The driver's name or identification number; the date of an event, and the time the event began and ended; the location must be precise enough for enforcement to quickly find it on a map.

Regarding the type of documents, the FMCSA said it will require four categories: payroll, trip-related expense records and receipts, communications logs from fleet management systems, and a bill of lading or its equivalent.



for carriers, such as small fleets and owner-ops that don't need wireless communication and full-fledged fleet management systems.

According to the Commercial Vehicle Safety

Alliance (CVSA)—which in the past has also expressed some concerns—about 50 percent of motor-vehicle enforcement does not have the ability to accept electronic data, no matter the for-

mat. (Not even a flashdrive stick or patch cord). "So how does law enforcement take certain types of devices and effectively enforce HOS rules?" asks Gabbard. "It's a big, big issue."

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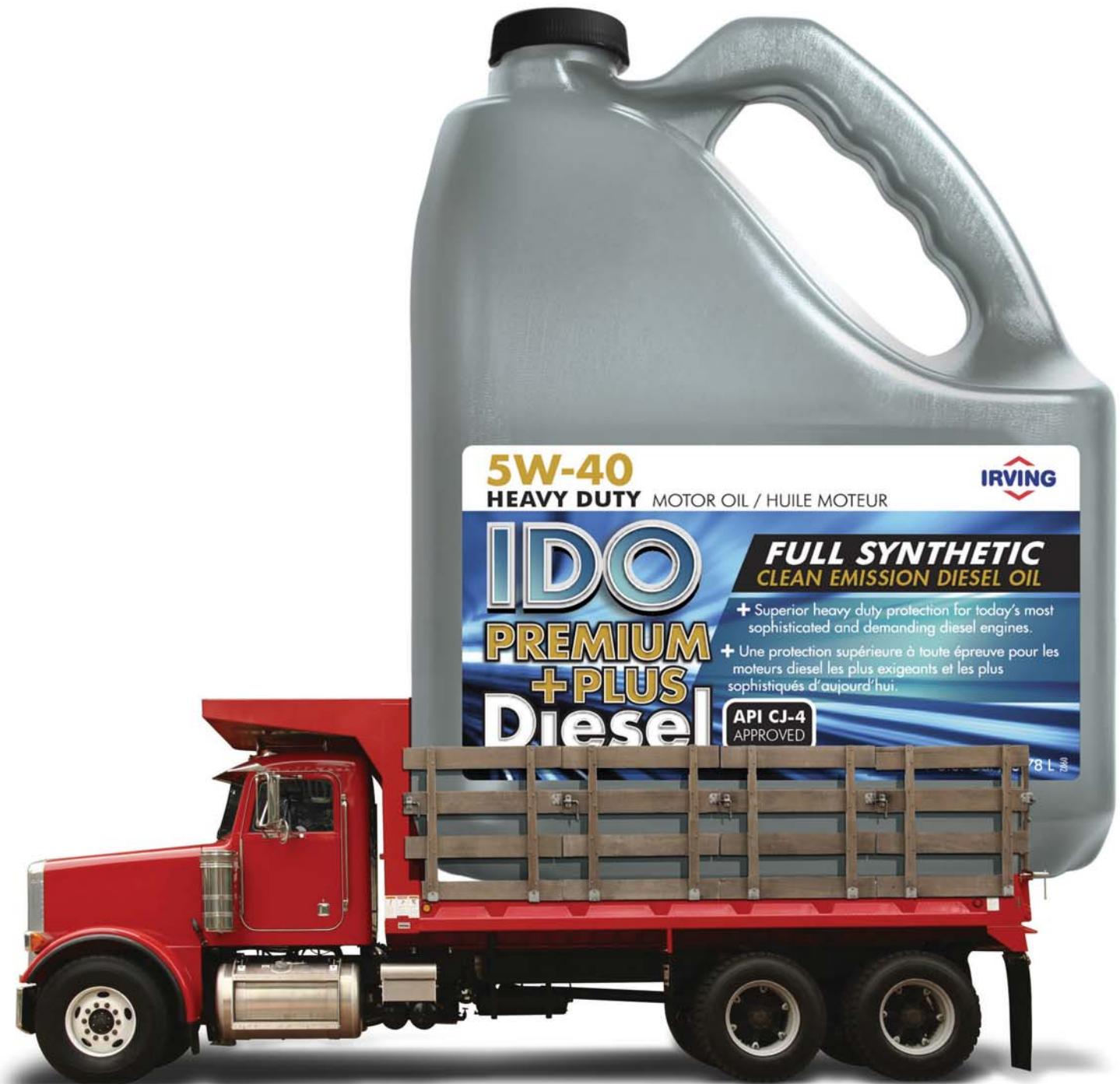
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(800) 267-7175

Cormack Lubricants Inc.  
Ancaster, Ontario  
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(866) 762-5309

"If you're going to have an effective rule that's enforceable on the short term, you're going to need the standardization of the interface and you need to have the option of just being able to show physically the data on a printout."

Gabbard continues: Confining EOBRs to devices with cellular communication that require data plans—and thereby requiring monthly fees—might put pricing out of orbit for owner-ops.

A parallel legislative bill about to be reintroduced in Congress is expected to address many of these loopholes, says Gabbard. (This effectively doubles down an effort last year to legislate universal EOBRs as a way to

expedite the FMCSA's regulatory "broader mandate".)

"The fact that the mandate is out there is wonderful news and that's what last year's [legislative] bill was intended to achieve," says Gabbard. "However, the bill had more specificity in dealing with technical issues."

PeopleNet's executive VP Brian McLaughlin doesn't disagree that the latest proposal needs patch fixing, but he doesn't believe regulators need to answer every question right now.

"I don't feel we should be pushing the government to define deep technical specification," he says. "I think FMCSA has done a good job in creating a performance standard and we as an

industry have to seal the gaps around the technical performances, like defining tamper-proof and tighter security standards.

"As well, I'm not sure FMCSA needs to define what the interface should look like. I think it's something as an industry we can collaborate on with law enforcement. And that's already happening."

While McLaughlin allows that EOBRs can't tell whether a stopped driver is actually in the bunk resting or not, it's absurd to suggest they're virtually useless in monitoring hours-of-service, as OOIDA contends.

"There is no perfect piece of technology, but is it markedly better than paper logs for its potential to stop

cheating? Absolutely," he says. "The argument that this is not perfect so let's not do it at all, well, you would never make any technology investment if you were always looking for perfection."

## Eh OBRs

Although Canadian transport officials got the early jump on a universal EOBR mandate, the Canadian Trucking Alliance (CTA) is hoping regulators here don't fall far behind the Americans in launching a similar rule.

A government working group reporting to the Council of Deputy Ministers Responsible for Transportation is charged with developing Canada's



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EOBR rule and indications are that they're drafting guidelines for a mandate that covers most drivers.

However, upon hearing about the release of the U.S. proposal, CTA chief David Bradley said that "work will clearly have to be accelerated in Canada."

"There are many important issues yet to be resolved, not the least of which is the all-important enforcement policies that will accompany an EOBR rule in the US and in Canada. If we are going to build a new sidewalk, we need to build it where people are going to walk."

And drive. Badum-ching. Now that's a bad "joke."

## HOS

### Right twice a day?

The dust is settling from the lump of coal that thudded at the foot of truckers just before Christmas in the form of new hours-of-service rules.

Although the proposed changes appear to be mild compared to what the industry was bracing for, there's now a stream of information showing just how consequential the changes could be; and, as is becoming more apparent, just how shaky this house of cards is that the new proposal is built on.

For complete details on the changes be sure to check out our February issue or keyword search

[todaystrucking.com](http://todaystrucking.com). But in a nutshell, the FMCSA declined to sign off on a maximum number of driving hours—although it clearly wants to trim it to 10 hours; it will require two overnight, off-duty periods during the 34-hour restart; and there will be a mandatory one-hour break during the workday, which will now end at 14 hours.

As we're discovering, things can get quite complicated. For one thing, the two mandatory six-hour breaks during the restart can effectively turn a 34-hour reset into 54 off-duty hours in some cases.

As for the workday clock timing out at 14 hours, the

good news is that a driver will be allowed to count waiting time in his cab as part of that mandatory one-hour break, so there's little impact if he already waits to unload for more than 60 minutes during the day. But if he has to stop driving or doing physical labor to take that break, his effective total on-duty time will be reduced to 13 hours.

According to Noel Perry of FTR Associates, quitting all activities at 14 hours (previously drivers could keep working, but not driving) is a big deal for operations where there's significant terminal work at the end of the day like local delivery or tightly engineered carriers with



## LOG BOOK

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### March 31 – April 2

#### 40th Mid-America Trucking

#### Show (MATS)

Kentucky Expo Center, Louisville, Ky.

Contact: 502/899-3892

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

### April 7-9

#### EXPOCAM

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Contact: 416/614-5817

Website: [www.expocam.ca](http://www.expocam.ca)



### April 28-30

#### Quebec Trucking Association 59th Annual Convention

Chateau Frontenac, Quebec City

Contact: 514/932-0377

Website: [www.carrefour-acq.org](http://www.carrefour-acq.org)

### April 29-30

#### Alberta Motor Transport Association

#### annual conference

Rimrock Hotel, Banff, Alta.

Contact: 403/214-3438

Website: [www.amta.ca](http://www.amta.ca)

### May 9-11

#### Canadian Fleet Maintenance Seminar

Hilton Suites Conference Centre, Markham, Ont.

Contact: 519-886-6265

Website: [www.cfmsonline.com](http://www.cfmsonline.com)

### May 10-11

#### SUPPLY CHAIN CANADA

#### International Centre Toronto

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Website: [www.supplychaincanada.com](http://www.supplychaincanada.com)

### June 3-5

#### British Columbia Trucking Association Annual Convention

Delta Grand Okanagan Resort, Kelowna, BC

Contact: 604/888-5319

Website: [www.bctrucking.com](http://www.bctrucking.com)

### June 4-7

#### Heavy Duty Distributors Council 23rd Business Conference and AGM

Hilton Suites Conference Centre, Markham, Ont.

Contact: 519/631-9424

Website: [www.hddc.on.ca](http://www.hddc.on.ca)

significant non-driving work such as LTL, parcel, dedicated and certain vocational sectors.

"The 14-hour change really affects distribution costs more than trucking costs," he says. "It will mostly show up in the cost of terminal work ... which results in companies having to hire more people on the dock."

In a recent analysis of the economic impact of HOS, Perry figures that the lost non-driving hour will result in a seven-percent reduction in overall hours, although "good fleets will certainly offset much of that leaving a net effect of about half."

The flip side is that capacity will remain very tight over the next few years. And if anything will reshape shippers' transport-buying habits in the short-term, it's probably the new EOBR-HOS paradigm, says Perry.

"There's no question truck activity growth is slow and that costs are going up on the trucking side more than any other place in the supply chain. For the last 30 years it was the other way around where supply chains always asked more of trucking and used it to reduce costs elsewhere," he says. "For the next few years, at least, the loading dock will adapt to the truck."

Perry anticipates that after years of using JIT trucking to cut inventory, the supply chain will have to change its ways if it wants guaranteed capacity. "If we have spot shortages at the peak of the upturn, what's a JIT manager to do? Well, he's going to pay the truckers [more], for sure, but if he doesn't have

# on the Docket

## ALL-SEASON LCVs

While Ontario is undecided about allowing LCVs on its highways during the winter months, Quebec says it's pushing forward with a plan to expand the program throughout the entire year.

Long combination vehicles—twin 53-ft trailers—have been permitted in Quebec since 1986, but only between March and November.

We recently learned that Quebec began a pilot project on January 17 to assess the feasibility of using LCVs 12 months a year.

The project was put on ice by the previous administration but was okayed by current transport minister Sam Hamad because of the "environmental and economic benefits that can result from using LCVs all year long," explained Michel Robert, executive VP of Robert Transport and chairman of the Quebec Trucking Association.

The carriers involved must comply with a list of conditions regardless of the time of year, such as utilizing LCVs only when the weather is clear and on clean pavement.

capacity, he's going to start holding inventory."

While there will be plenty of opportunities ahead for good carriers, the industry is



**TOEING THE LINE:**  
Drivers will be allowed to count waiting time in the cab as part of a new, mandatory one-hour break.

still overwhelmingly disgruntled at the perceived needlessness of a new HOS rule.

They aren't going to feel reassured now that the

Ontario is currently assessing its own LCV program, which was launched in 2009. Emma Dhahak of the MTO tells us that there are no plans to extend the Ontario LCV program right now, but the ministry is reviewing the program "in order to determine next steps." It is aware of Quebec's project and "will be interested in the results."

## MEAL DEAL

As tax season approaches, it's worth noting that the final step toward restoring meal tax deductibility to 80 percent took effect at the start of the year.

After the issue was brought to light by *Today's Trucking* many years ago, industry groups launched the "Lunch-bag Let-down" campaign which inspired the mailing of 5,000 postcards to Finance Minister Jim Flaherty, urging him to increase the allowable proportion of meal costs drivers can expense on their personal or small business tax forms.



Thanks to those efforts, Ottawa finally agreed in 2007 to incrementally restore the proportion of meal costs drivers can expense from 50- to 80 percent.

and 27 people, respectively—none of whom were truck drivers or commonly worked overnight.

To its credit, the agency acknowledges in its proposal some of the flaws in the study. "Because the study included a 58-hour restart time, not a 34-hour restart, the improvements could have been attributable to the extra off-duty period these 12 drivers were getting. In reality, drivers are not always in perfect health, and they cannot be told to sleep at a particular time by FMCSA."

Regardless, while the agency allows that the study uses a small sample of participants who knew their



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behavior was being observed—and it did not consider real-life on-highway working conditions—it insists the evidence for the changes is convincing, particularly for drivers who work longer hours.

ATA, among others, uproariously disagrees and is preparing for what's likely to be another long, exhausting courtroom showdown.

## Alternative fuels

### Canada boards biodiesel bus

The biodiesel bandwagon may be starting to run on fumes in some parts of the world, but not in Canada, where after years of consideration, the Conservative government has made good on a plan to mandate B2 nationwide.

Minister of the Environment Peter Kent and Minister of Agriculture Gerry Ritz announced a proposed two-percent renewable content requirement in all diesel fuel and heating oil beginning July 1.

The official rule wasn't published at press time so it's unknown (although it's likely) if Ottawa will mirror the controversial "pool average" system adopted in B.C.

Under that policy, biodiesel suppliers have to produce a national average of B5 (B.C.'s mandate is five percent) giving them flexibility to distribute higher and lower B contents in certain regions depending on geographical, seasonal, or market-based factors.

This is of concern in colder, more remote regions of the country where the possibility of higher B blends

# heard on the Street

■ This in from the Twittersphere: "I have made the Ontario Road Knights team for 2011-2012. I'm very happy to be part of this select team of proud truck drivers."

The tweeter in question is **Daniel Santoro** (follow him @ danimal666), a driver for **TRIMAC TRANSPORTATION SERVICES** out of Welland, Ont.

Santoro and several other top-notch truckers won a place on the much-vaunted Ontario Road Knights Team, 2011-2012 version.

The others are: Jack Fielding of Bison Transport Inc; Robin Seale of Erb Group of Companies; John Boneschansker of Laidlaw Carriers Van LP; Barry Wicklum of Meyers Transport; Ravinder Athwal of Municipal Tank Lines; Fran Gooderham, of Thomson Terminals Limited.

Over the next two years, the Road Knights will be trucking's ambassadors to Ontario.

could affect truck engine operability and warranties.

The Canadian Trucking Alliance (CTA), a longtime skeptic of a national mandate, quickly challenged claims that the policy would significantly reduce the trucking industry's carbon footprint.

CTA notes that Environment Canada's own study on the matter (conducted by EcoRessources Consultants) shows the environmental impact of a mandate in terms of GHG reduction "is negligible and certainly outweighed by the costs."

The report further states that consumers, truckers especially, would ultimately be burdened with the incremental costs.

"It's no wonder other countries are rethinking

their biodiesel policies," says CTA's CEO David Bradley. "If this is about the environment, then it behooves the Minister of the Environment to provide the trucking industry with emission credits for using this product."

A flood of research in recent years counters the claim that biodiesel has a positive net impact on the environment. New studies show that the production of biodiesel can generate more GHG emissions than what's being saved by cutting consumption.

"Unfortunately," says Bradley, "it seemed from the very beginning that the concerns of the consumer ... were secondary to those of big agribusiness which stands to gain handsomely from the mandate."

Like the CTA, the

■ And for the first time ever, they'll have some friendly competition west on the Trans-Canada. The **ALBERTA MOTOR TRANSPORT ASSOCIATION (AMTA)** named its first-ever Western Road Knight team. They are: Robert Wells and Craig Gavel, of Bison Transport; and Dennis Hokanson and Darwin Glenn Clark of Trimac Transportation.

**Don Wilson**, executive director of AMTA, said he was inspired to set up a provincial team by the success of the program in Ontario.

■ **ArvinMeritor** (oops, it's just **MERITOR** now) says it will begin offering multiple logistics services to customers through a new business segment called Meritor Aftermarket Services.

Meritor Aftermarket Services will act as a "third leg" to the company's existing Aftermarket and Trailer business.

Through this new business, the company will offer truck manufacturers and other suppliers its decades of experience in value-added packaging, transport management, remanufacturing, warehousing, distribution, among other facets of the third-party logistics marketplace.

Canadian Petroleum Products Institute (CPPI) doesn't necessarily oppose a mandate if implemented properly, but the group of suppliers says the government overlooked several technical feasibility issues before accelerating its policy.

Specifically, CPPI says July 1 "does not provide adequate lead time for trouble-free transition" and is urging the government to reconsider its timetable.

In some regions—particularly where there are no existing provincial biodiesel mandates—upgrades to infrastructure could take up to three years, noted CPPI.

Even the Canadian Canola Growers Association acknowledges that biodiesel will initially have to be imported in order to meet the mandate. ▲

## SITED ON THE WEB

### Ole! Carriers bullish again

**60%** Carrier respondents to OTA's quarterly e-pulse survey who say freight levels increased over the last year, leading to unprecedented levels of optimism since the fall of 2008.

**75%** Truckers who are feeling "optimistic about the trucking industry's overall prospects in the next three months.

**4%** Even more telling, the ratio of carriers who are pessimistic.

**39 & 32** Respectively, the percentage of carriers who say miles are increasing, but pricing is actually lower than the last quarter.

**MORE @** <http://tinyurl.com/epluse1Q>

### Hitting the rails

There's a reason why you may have seen one or two FedEx 'Multimodal' trailers at rail yards over these last few months. Joining most other large, long-haul LTL carriers (including rival UPS), FedEx Freight has begun using rail intermodal services for the first time in its history. The company will use all four major U.S. rail lines as well as CN Rail. The move could shift up to a tenth of FedEx Freight's miles from truck to tracks.

**MORE @** <http://tinyurl.com/fedexrail>



**“While for-hire fleets have a plethora of fuel adjustment methods for dealing with rapidly rising fuel prices, they have varying degrees of success.”**

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## Rebuilding with DRIC and Mortar

Last fall, Ambassador Bridge owner Matty Moroun spent untold dollars on mostly Republican legislators who went on to vote against a new bridge between Windsor and Detroit.

It might have been slightly disconcerting, then, when the most powerful Republican in Michigan surprised many observers with a categorical declaration of support for the new public crossing.

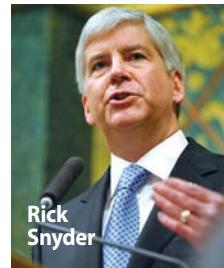
Gov. Rick Snyder says the bridge—as recommended by the Detroit River International Crossing (DRIC) process—will be a key component of his economic renewal plan for the state.

Just in case there was any confusion where the governor stood: "This project isn't just a Detroit issue. Every farmer and manufacturer in our state can tell you why it's important to have world trade. This new bridge will create jobs, strengthen our economy, help establish Michigan as a hub for global commerce," Snyder said. "So let's work together so this opportunity does not slip away."

The P3 project will be funded through the Canadian government's pledge of \$550 million towards Michigan's share of the cost.

While Snyder's support certainly boosts the project's outlook, it does not guarantee success. Not if Mr. Moroun has anything to say about it. And he does.

**MORE @** <http://tinyurl.com/dricksnyder>



Rick  
Snyder



From Marco Beghetto's

## Right Turn Blog

### Biofollies

Isn't it about time we had a serious debate in this country about putting an end to the biofuel shell game?

I suppose I need to be clear off the bat that I'm not suggesting biodiesel should be shunned. If there's a true market for it, great; and if you fill up with the stuff and it works well for your fleet, by all means, go nuts.

But the government mandating of boutique fuels at the expense of truckers and taxpayers—for the sole benefit of the agri sector—should stop.

It's a curious time for the federal Conservatives to usher in a B2 mandate as other governments rethink similar policies and Environment Canada's own study on the matter clearly shows the costs far outweigh any net carbon savings.

Like the AGW racket in general, the wheels are starting to come off the biobus and Stephen Harper should hit the brakes.

As I've mentioned before, there's emerging evidence that biofuel provides very little, if any, environmental net benefit as the carbon impact from clear cutting, cultivation and finished production is thought to offset the reduced emissions from less consumption.

Plus the demand (trumped-up?) for corn, sugar and vegetable oil in the ethanol and biodiesel markets is said to be playing havoc with world food supply and prices, especially in impoverished nations.

**From the Washington Post:** "Biofuels have grown rapidly, from consuming 2 percent of world grain and virtually no vegetable oil in 2004 to more than 6.5 percent of grain and 8 percent of vegetable oil last year. Governments worldwide seek to triple production of biofuels by 2020, and that implies more moderately high prices after good growing years and soaring prices after bad ones."

Look, I don't doubt the biofuel industry set off with good intentions. And I can see how it appeared like a good idea once upon a time. But, as the folks behind New Coke eventually came to realize, sometimes we need to admit when something doesn't work.

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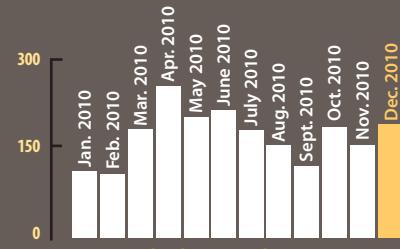
## Canada: Truck Sales Index

December 2010

CLASS 8	This Month	YTD '10	YTD '09	Share
International	302	4568	3997	23.7%
Freightliner	510	4378	2651	22.7%
Kenworth	295	3647	2010	18.9%
Peterbilt	181	2107	1281	10.9%
Volvo	301	2063	1236	10.7%
Mack	136	1198	1022	6.2%
Western Star	107	1174	908	6.1%
Sterling	0	133	791	0.7%
<b>TOTAL</b>	<b>1832</b>	<b>19,268</b>	<b>13,896</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '10	YTD '09	Share
International	71	788	601	38.4%
Kenworth	49	375	350	18.3%
Freightliner	24	364	204	17.7%
Peterbilt	22	271	352	13.2%
Hino Canada	16	236	233	11.5%
Sterling	0	17	90	0.8%
<b>TOTAL</b>	<b>182</b>	<b>2051</b>	<b>1830</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '10	YTD '09	Share
International	68	338	265	47.9%
Hino Canada	17	186	243	26.4%
Freightliner	23	133	62	18.9%
Peterbilt	2	36	27	5.1%
Sterling	0	12	36	1.7%
<b>TOTAL</b>	<b>110</b>	<b>705</b>	<b>633</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '10	YTD '09	Share
Hino Canada	39	473	364	69.4%
International	7	132	162	19.4%
Kenworth	0	39	66	5.7%
Freightliner	3	16	5	2.3%
Sterling	0	12	362	1.8%
Peterbilt	1	10	16	1.5%
<b>TOTAL</b>	<b>50</b>	<b>682</b>	<b>975</b>	<b>100.0%</b>





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## U.S.: Retail Truck Sales

CLASS 8	This Month	YTD '10
Freightliner	3419	34,713
International	2215	26,939
Peterbilt	1722	12,980
Kenworth	1497	11,621
Volvo	1213	9931
Mack	1559	9214
Western Star	117	1171
Sterling	0	466
Other	0	22
<b>TOTAL</b>	<b>11,742</b>	<b>107,057</b>



## Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	14	60	5	10	97	74	25	5	3	9	302
Freightliner	18	80	6	63	234	94	12	3	0	0	510
Kenworth	21	115	16	46	57	25	15	0	0	0	295
Peterbilt	12	72	13	8	36	33	5	2	0	0	181
Volvo	14	5	5	17	190	49	11	10	0	0	301
Mack	11	30	11	4	56	16	3	5	0	0	136
Western Star	23	41	1	3	14	16	4	3	2	0	107
Sterling	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>113</b>	<b>403</b>	<b>57</b>	<b>151</b>	<b>684</b>	<b>307</b>	<b>75</b>	<b>28</b>	<b>5</b>	<b>9</b>	<b>1832</b>
<b>YTD 2010</b>	<b>1371</b>	<b>3321</b>	<b>830</b>	<b>1094</b>	<b>7025</b>	<b>4047</b>	<b>934</b>	<b>470</b>	<b>26</b>	<b>150</b>	<b>19,268</b>

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

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# Street Smarts

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## INSIDE:

**29 A health-conscious proposal**

**ONE STEP AT A TIME:** Dino Caschera, President of Sarnia Paving Stone, knows larger fleets have huge advantages when it comes to training.



## Holding Out For Home-grown

**drivers** *A mid-sized small-town carrier decides that if he can't buy good drivers, he'll make them himself. By Allan Janssen*

**W**atch the front door of Sarnia Paving Stone in Sarnia, Ont., and you'd never know there's a driver shortage.

There's a steady stream of unemployed truckers leaving their resumes and filling in applications, hoping to get regular work at the 52-truck fleet in the southwestern corner of the province.

And it's not like owner Dino Caschera doesn't want to hire them. He figures his business is poised to grow—perhaps even double in size—over the next few years. If the drivers meet his rigorous standards, he'd put them in a truck in a minute.

The problem is he can't get insurance coverage for them unless they meet the insurance company's even tougher standards.

"It can be more than a little frustrating," he says. "Here's a young person, just getting started, full of energy, willing to learn, and all ready to go, but then the insurance puts the brakes on."

Caschera goes on his gut instincts about prospective drivers. Are they natural drivers? Are they trainable? Are they presentable? The insurance companies, on the other hand, look strictly at the numbers. They need to see a certain num-

ber of accident free miles and at least three years of clean driving before they'll insure someone. Without the insurance company's blessing, his broker told him, the prospective hires were non-starters.

And that leaves Caschera in the pinch of a driver shortage.

"It's frustrating for sure," he says. His company wants to grow but is stalled for lack of new talent.

Caschera started Sarnia Paving Stone 25 years ago, after getting his early training at his uncle Joe Ferrara's ready-mix plant in Sarnia. He saw a need for carriers in the local construction industry, so he started his own company delivering concrete and interlocking stone. As the market changed, he moved into regional construction and excavation work, using tri-axle, dump trucks, and gravel trailers. Eventually he turned his attention to long-haul trucking, pulling dry van loads throughout North America.

So Sarnia Paving Stone is really two companies in one, he says, with 22 long-haul highway tractors for OTR trucking, and a fleet of tri-axle dump trucks, flatbed haulers, and gravel haulers serving the construction industry.

They use company drivers only—about 60 of them—and Dino says keeping them busy has never been a problem, even in the darkest days of the recent recession.

"Long-haul freight dried up a bit, but when the government started pumping money into infrastructure, rebuilding roads and bridges, that kind of played into our hand. That end of things took right off," he says. "We just unhooked from the van trailers and started pulling dump trailers or flat-bed or gravel haulers. Our drivers went to work every day."

He admits there was some downward pressure on rates, but much of what he was carrying was just-in-time freight, and the biggest concern was just getting it where it needed to be.

"If we only pulled vans and needed to keep them full to survive, yeah, we might

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## Street Smarts

have done what so many other companies did and drop our rates just to keep things moving," he says. "But because we're pretty diversified, we could just unhook those dry vans, leave them in the yard, hook up to the dump trailers and get back to work."

The dump truck rental business he started up has been booming of late. In fact, they had to move into a large new building in 2008 with more room for

maintenance to keep the growing fleet in good condition. This at a time when most trucking companies were getting very nervous about just surviving.

But while finding work wasn't an issue, finding workers was.

"I was kind of waiting for when other companies started shutting down or reducing their fleets from 60 trucks to 30," he says. "I figured there were going to be

all kinds of drivers looking for work. I thought they'd knock our door down, but it just didn't happen."

That's not to say he doesn't have one or two people showing up every single day looking for a job. They just don't have enough experience to satisfy the insurance company.

So he was impressed with an idea brought to him by his safety and compliance manager, Judy McKeegan. She recalled all the talk about developing an Ontario apprenticeship program for tractor-trailer commercial drivers a few years back. She hadn't heard much about it since the downturn in the economy. Maybe it was time to try to develop their own apprenticeship program. After all, they had a versatile business, with two former driver trainers on staff.

They developed a rigorous in-house training program and early this year it was approved by the province's Ministry of Training, Colleges and Universities.

"For me, as their safety person, that's huge," she says, "because there aren't a lot of other carriers that offer apprenticeships. We have an excellent training program, recognized by the ministry, and you get a job at the end of it."

Caschera says the solution seemed tailor-fit for Sarnia Paving Stone.

"You take a fellow just out of school, put him into our apprenticeship program, and if he does well at that, we end up with a driver that's trained the way we think he ought to work. And the insurance company is on board with us, saying he's good to go," he says. "It's a win-win-win, and we're pretty excited about it."

Cam Blair, an insurance broker with Stevenson & Hunt Insurance Brokers Ltd., works with a number of transportation companies in and around London, Ont. He recognizes the inherent problem that new drivers face when dealing with insurance companies.

"They're right to say, 'If you're not going to let me on until I have experience, how am I going to get the experience?' That's certainly the challenge," he says, particularly when they're trying to join a small- or mid-sized carrier with under 50 power units.

"When adding a driver, those companies really have to jump through hoops," he says.

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"The big fleets have more clout. When you've got several hundred or a thousand power units, you have a whole office of safety-compliance people, you have driver trainers on staff, so you can afford to bring in these younger drivers, train them and continue to test them to ensure they're adequate drivers. You also have more lanes so you can start them off local and have them graduate to long haul."

He says insurance companies recognize the better driving schools and will sometimes reward their graduates with years of experience, but even still, new drivers are a big risk for them.

Blair says the route that Sarnia Paving Stone has gone, offering an apprenticeship program, is definitely a way to mitigate that risk and earn some flexibility from the insurance companies.

"I'm pleased with what I've seen so far," he says.

Caschera says the program is not only a way to get insurance for his new hires but allows him to start off small.

"As an owner, I don't want to throw just anybody into a truck. I want to make sure the driver is safe on the road. I don't want anybody hurt, and I don't need any dents and bruises on the trucks."

#### **Here's how his apprenticeship program works:**

Candidates must be at least 28 years old and pass Caschera's rigorous screening process. He's got to have a good feeling about them or he won't make an investment in them.

Once they're in the program, they learn every aspect of the business, working with the dump truck trainer as well as the long-haul trainer. They won't go on the road unaccompanied until they've proven their skills.

Over 30 to 34 weeks, they'll receive 2,100 hours of training on all aspects of driving, including the classroom stuff like customs, weights, rules and regs, and security.

"Sarnia Paving Stone is so diverse that we can offer all of those training modules," says compliance manager McKeegan. "And each module has to be logged and signed off."

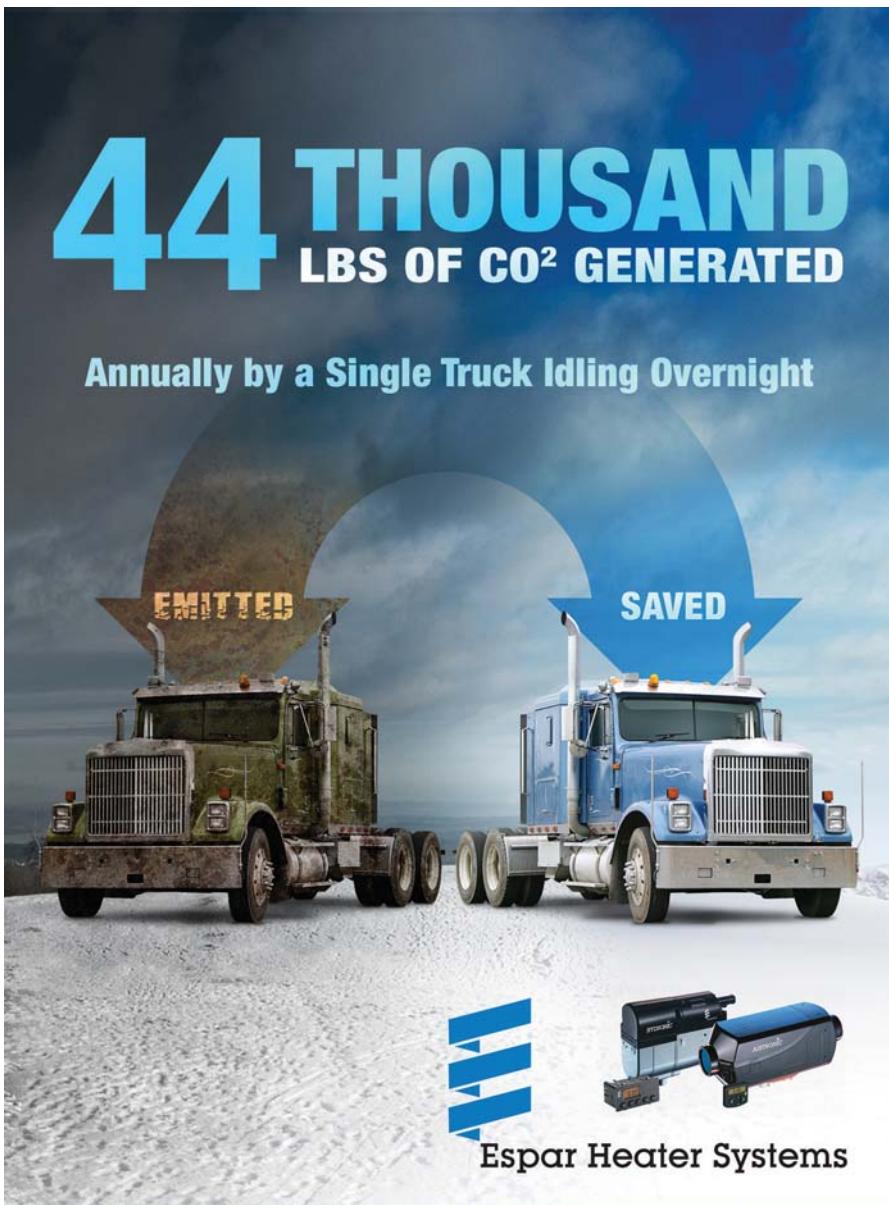
Once they get going they'll be able to handle six or eight new drivers a year... and that will go a long way to solving their driver shortage.

"At the end of the process we hope to have a driver who's pretty well-rounded. And we'll be able to supply him with a truck and a job," says Caschera. "Yes, it's going to cost us more upfront, and if they flunk out it's money gone. But it's money gone whenever you hire somebody and it doesn't work out. If he misses a pick or gives customers a hard time, in one trip he can cost me money and aggravation, with-

out even hitting anything. Ultimately you have to fire him and now you've got a truck sitting again."

He says his goal is to attract good drivers, train them well, and keep them for the long term.

"We could graduate three or four a year if all goes well, and we could keep them all," he says. "We're planning to grow the company. We plan on expanding." ▲



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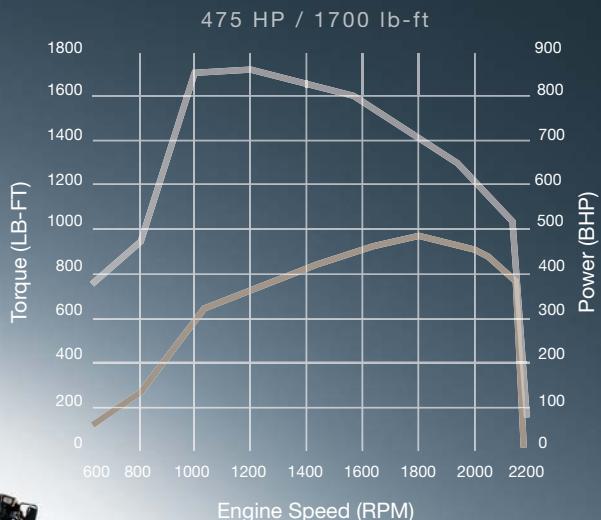
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# From Fatness to Fitness

**truckstop** *A health-conscious driver invites you to join his modest proposal.*

By Alfy Meyer

**F**or the record, my idea of a good truck stop is one where there's plenty of parking, large clean washrooms and lots of well-maintained showers.

It should have a sit-down restaurant, some fast-food franchises (for when you just need to keep on rolling) and a well-stocked convenience store. Amenities such as TV rooms, theaters, barbershops and well-equipped laundry rooms are also greatly appreciated. Regrettably, only a handful of truck stops have a respectable lounge or sports tavern, and fewer still have workout facilities.

Only one I know of has all the amenities I mention, and it also has a large outdoor pool.

I'm talking about the Little America truck stop and motel in Wyoming. (It's just off I-80 at exit 68.)

Some of the Little America's 17 marbled showers actually come equipped with a bathtub.

Unlike many of my peers, I actually make use of all the facilities when I stop at Little America.

That's right, I swim in their pool (it's heated) and luxuriate in a hot bath after a workout in the gym.

I was thinking about the Little America recently, when I was in another part of the U.S., at a T/A truck stop in Troutdale, Oregon.

The T/A was in the process of dismantling its network of IdleAire towers. Much pavement was broken up and

many premium parking spots were sacrificed by the construction upheaval.

The mess and temporary parking disruption gave me an idea. Here—in the middle of construction—was an opportunity for truck stops to establish designated areas where

"shut up Stupid," we have to reverse that mindset and "speak up, stupid." (I include myself in that admonition.) Far too many drivers won't speak up. You may call it apathy, indifference, or perhaps they're just timid. And many drivers come from



**SQUEEZING IN A WORKOUT:** Truckstops could easily offer workout areas.

drivers like me could conveniently workout and exercise.

One thing that this industry (both truck stops and trucking companies) is sorely lacking is appropriate opportunities for drivers to exercise. All the conveniences at truck stops are terrific—the fast foods, the TVs, the arcades—but drivers are being conditioned to become lazy, fat and sloppy.

The excuse I hear (usually from myself) is that there's never time or suitable place to exercise.

If we're ever going to cause change in our industry, unlike the common CB refrain of

cultures where expressing an opinion or complaining is strongly discouraged or even disapproved of.

Something I learned a long time ago while taking a customer service course was that one customer who confronts a manager about a legitimate problem actually represents 10 potential customers.

But the person who takes the time to write a letter to a company (or, for that matter, to an elected politician) represents 100 people.

As for my idea for a workout station, it would comprise the equivalent area of one or two full parking spots (and only at

truck stops that are large enough to sacrifice them).

It would be nice to have it partially enclosed and shielded from all but the harshest of inclement weather. Lighting would be a nice feature as well. And I'm not talking about an actual gym.

They were attempted several years ago.

They were called Rolling Strong and didn't last long. I'm thinking something along the lines of the rest areas in Texas on I35 north and south somewhere between Waco and San Antonio.

The question is, will any truck stops take up the cause of providing drivers with something that they actually need; something that's good for them?

What I'm hoping is to tap into a sense of responsibility and social obligation towards truckers.

As much as most of us truly appreciate everything else they've provided including enclosed smoking areas—and I don't even smoke—what we really need is a place where we can casually exercise without smelling human waste, stepping in strewn-about garbage or being run over by careless drivers.

Anyone else think this is a reasonable idea? Write your favorite Truck Stop. You'll be writing for 99 people beside yourself. ▲

Veteran driver Alfy Meyer is an owner-operator with the Erb Group of Companies.



# CANADA'S Top 100

Our annual survey shows that rates, fleet sizes, and indeed brain power are on the up and up.

# E

BY PETER CARTER

Early this year, the Conservative Member of Parliament for the Ontario riding of Chatham-Kent-Essex David Van Kesteren, in concert with Industry Canada Minister Tony Clement, announced that the Federal Government has convened a special commission to take the temperature of the Canadian trucking industry. The report card is due sometime this spring.

We could have saved them a lot of trouble. They could just pick up this, the **Top 100** issue of **Today's Trucking**.

Every year, as our researchers comb the country surveying the country's biggest for-hire carriers, tale-telling trends emerge.

For one thing, many of the biggest companies are a lot leaner than they were this time last year. Many fleets report fewer assets.

**Topping the list of course is TransForce Inc.** Last year, TransForce, after changing from an income trust to a corporation, reported running 6,630 tractors across its fleet. This year, it's down to 6,200. (TransForce has more owner-operators this year, with 1,800, which is up from 1,730 last year. But our rankings are based on company drivers and corporate assets.)

But don't let TransForce's staff number fool you. The Montreal-based carrier has continued its traditional pattern of profit and

growth, most recently with the announcement of its \$248-million bid for Dynamex, a major same-day delivery-and-logistics provider, based in Dallas.

A month earlier, TransForce announced it would be folding the assets of Calgary-based Byers Transportation into Canadian Freightways. And in the summer, through its U.S.-subsidiary Hemphill Trucking, TransForce acquired an equity interest in Calgary's EnQuest Energy Services and its subsidiaries including Speedy Heavy Hauling.

So like a lot of fleets, compared to last year, TransForce seems smaller but it has emerged from the recession tougher and ready to compete with even greater enthusiasm south of the border.

Also, as our researchers tallied the nation's fleet, we asked truckers about their plans for 2011. Not everybody responded, preferring to keep their cards close, but a full one-third of the Top-100 carriers told us they plan to increase their rates next year. If trucking really is an early indicator, and if those who plan to up their rates follow through, what's the downside?

Not only that but almost one quarter of the carriers surveyed said they planned to increase their fleet size in 2011.

None said they were lowering their rates or downsizing, incidentally.

Another telltale addition to the list of top carriers is the appearance of Canada's 91st-largest carrier, APPS Transportation Group, out of Brampton, Ont.

Industry watchers know that APPS has grown from a local cartage company into an industry innovator, with roots planted solidly in trucking, logistics as well as intermodal services. The company boasts that a customer only need make one phone call to have his or her logistics needs fulfilled.

The politicians on Van Kesteren's committee—and anyone who desires to succeed in trucking—should heed the words of trucking analyst and consultant Jim Eckler, of Eckler Associates, who addressed this very topic at a recent meeting of the Toronto Trucking Association.

Trucking may have matured as an industry, he said, and margins are slim. "Differentiation between providers is limited." In that scenario, Eckler said, it will be the innovators and risk takers to whom the profits of the future flow. And theirs will be the names to appear on future Top 100s. ▲

## FOLKS YOU CAN COUNT ON

**T**he compilation of this data takes several months; in fact the planning for next year's issue commences the moment this one goes to press. And we couldn't do it without lots of hands on board. Thanks to Marco Beghetto, Allan Janssen, Ozman Omar, Rolf Lockwood, Steve Bouchard, Martin Smith, Li Li, Frank Scatozza and Lilianna Kantor for their dogged teamwork in collecting and assembling the numbers. But we also owe a debt of gratitude to all those fleet staff members from coast to coast who we pester every year as we collect the numbers we eventually publish. In the vast majority of cases, the companies are privately held enterprises and under no legal obligation to share their information. They do so because they're friendly people and conscientious corporate citizens who realize that trucks, like, boats, all rise and fall with the same tide.

# Today's Trucking

2011  
CANADA'S TOP 100

Rank (2010)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
1 (1)	<b>TransForce Inc.</b> , Saint-Laurent, PQ	17,800	0	6200	11,600	1800	13,400
2 (2)	<b>Vitran Corporation Inc.</b> , Toronto, ON	10,999	196	2478	8325	255	5100
3 (3)	<b>Mullen Group Ltd.</b> , Okotoks, AB	9876	1203	2519	6154	1052	3133
4 (5)	<b>TransX</b> , Winnipeg, MB	5756	80	1425	4251	822	2120
5 (4)	<b>Day &amp; Ross Transportation Group</b> , Hartland, NB	5638	1070	1254	3314	2012	2222
6 (6)	<b>Challenger Motor Freight Inc.</b> , Cambridge, ON	5010	10	1500	3500	200	2000
7 (7)	<b>Groupe Robert</b> , Rougemont, PQ	4473	16	835	3622	261	2450
8 (8)	<b>Canada Cartage Diversified Income Fund</b> , Mississauga, ON	4249	379	1764	2106	281	3500
9 (10)	<b>SLH Transport</b> , Kingston, ON	4065	5	334	3726	384	770
10 (9)	<b>Bison Transport Inc.</b> , Winnipeg, MB	4032	18	973	3041	282	1760
11 (11)	<b>Armour Transportation Systems</b> , Moncton, NB	3800	150	850	2800	50	1700
12 (13)	<b>Trimac Transportation Services LP</b> , Calgary, AB	2889	7	432	2450	563	1530
13 (12)	<b>Contrans Group Inc.</b> , Woodstock, ON	2620	0	400	2220	800	901
14 (14)	<b>Siemens Transportation Group</b> , Saskatoon, SK	2604	43	668	1893	108	1527
15 (15)	<b>Manitoulin Transport Group</b> , Gore Bay, ON	2604	143	583	1878	146	0
16 (18)	<b>Transfreight, Inc.</b> , Kitchener, ON	2523	0	226	2297	0	1130
17 (20)	<b>H&amp;R Transport Limited</b> , Lethbridge, AB	2516	0	562	1954	194	930
18 (16) <sup>1</sup>	<b>UPS Canada</b> , Mississauga, ON	2381	1959	119	303	0	4386
19 (17)	<b>Gibson Energy ULC</b> , Calgary, AB	2208	106	534	1568	468	320
20 (19)	<b>XTL Group of Companies</b> , Etobicoke, ON	2055	415	415	1225	128	287
21 (25)	<b>Schneider National Carriers Canadian Division</b> , Aberfoyle, ON	1900	0	500	1400	50	700
22 (24)	<b>QuikX Group of Companies</b> , Mississauga, ON	1855	65	540	1250	180	1100
23 (37)	<b>Shadow Lines Transportation Group</b> , Langley, BC	1822	15	7	1800	85	68
24 (32)	<b>SGT 2000</b> , St-Germain-de-Grantham, PQ	1798	0	366	1432	56	525
25 (34)	<b>HBC Logistics</b> , Etobicoke, ON	1782	0	182	1600	0	275
26 (22)	<b>Erb Group of Companies</b> , New Hamburg, ON	1759	172	523	1064	145	1115
27 (28)	<b>Rosedale Group</b> , Mississauga, ON	1745	40	405	1300	100	795
28 (21)	<b>M-O Freightworks</b> , Brampton, ON	1690	142	381	1167	523	6
29 (30)	<b>C.A.T./Canadian American Trans.</b> , Coteau du Lac, PQ	1685	0	335	1350	30	450
30 (27)	<b>Kriska Transportation</b> , Prescott, ON	1639	0	381	1258	72	436
31 (26)	<b>Purolator</b> , Mississauga, ON	1564	122	440	1002	400	12500
32 (31)	<b>Calyx Transportation Group Inc.</b> , Concord, ON	1553	14	85	1454	120	798
33 (33)	<b>Allied Systems Canada</b> , Burlington, ON	1535	0	741	794	75	1100
34 (23)	<b>Reimer Express Lines</b> , Winnipeg, MB	1530	35	460	1035	160	1261

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35 (35)	<b>Groupe Guilbault</b> , Ste-Foy, PQ	1508	3	273	1232	38	617
36 (40)	<b>Yanke Group of Companies</b> , Saskatoon, SK	1500	7	352	1141	88	734
37 (29)	<b>Gibson Transport</b> , Alliston, ON	1500	0	250	1250	28	398
38 (43)	<b>Northern Industrial Carriers</b> , Edmonton, AB	1365	0	265	1100	5	200
39 (44)	<b>Team-Transport Services Ltd.</b> , Richmond, BC	1311	0	124	1063	124	22
40 (38) <sup>2</sup>	<b>Clarke Inc.</b> , Halifax, NS	1284	32	310	942	242	522
41 (36)	<b>Celadon Canada</b> , Kitchener, ON	1250	0	350	900	85	200
42 (46)	<b>Simard Transport Ltd.</b> , Lachine, PQ	1203	64	311	828	201	740
43 (39)	<b>Consolidated FastFrate</b> , Woodbridge, ON	1190	90	400	700	300	2000
44 (50)	<b>B&amp;R Eckel's Transport</b> , Bonnyville, AB	1145	70	220	855	20	400
45 (52)	<b>Rosenau Transport</b> , Edmonton, AB	1129	59	240	830	71	350
46 (47)	<b>Vedder Transportation Group</b> , Abbotsford, BC	1129	0	260	869	87	435
47 (48)	<b>DCT Chambers Trucking</b> , Vernon, BC	1102	36	296	770	115	225
48 (56)	<b>Cooney Group</b> , Belleville, ON	1065	0	240	825	3	300
49 (53)	<b>Transport V.A. Inc.</b> , Laurier-Station, PQ	1064	13	212	839	1	582
50 (54)	<b>Transport Morneau</b> , Saint-Arsene, PQ	1013	20	238	755	45	709
51 (59)	<b>Travelers Transportation Services</b> , Brampton, ON	1002	0	287	715	18	347
52 (41)	<b>Meyers Transport</b> , Peterborough, ON	1001	17	240	744	32	470
53 (42)	<b>Penner International</b> , Steinbach, MB	955	0	51	904	305	138
54 (63)	<b>Normandin Transit Inc.</b> , Napierville, PQ	942	1	260	681	25	430
55 (61)	<b>Groupe Boutin</b> , Plessisville, PQ	934	11	293	630	13	493
56 (55)	<b>International Truckload Services</b> , Belleville, ON	932	2	240	690	170	360
57 (57)	<b>Musket Melbourne</b> , Mississauga, ON	885	0	225	660	115	320
58 (62)	<b>Sokil Transportation Group</b> , Edmonton, AB	877	132	145	600	0	270
59 (65)	<b>Paul's Hauling Group</b> , Winnipeg, MB	845	7	243	595	1	331
60 (64)	<b>Arrow Transportation Systems Inc.</b> , Richmond, BC	810	0	190	620	189	720
61 (66)	<b>Bruce R. Smith Limited</b> , Simcoe, ON	790	0	190	600	26	315
62 (45)	<b>Verspeeten Cartage</b> , Ingersoll, ON	741	0	118	623	247	260
63 (67)	<b>Wolverine Freight System</b> , Windsor, ON	713	3	185	525	90	235
64 (69)	<b>AYR Motor Express Inc.</b> , Woodstock, NB	710	0	155	555	60	402
65 (68)	<b>Hyndman Transport</b> , Wroxeter, ON	678	0	152	526	52	526
66 (71)	<b>TVM Limited</b> , Cottam, ON	663	0	138	525	119	45
67 (49)	<b>MacKinnon Transport Inc.</b> , Guelph, ON	623	0	103	520	127	157
68 (72)	<b>System 55 Transport</b> , Oakville, ON	614	4	134	476	53	98
69 (58)	<b>Arnold Bros. Transport Ltd.</b> , Winnipeg, MB	605	15	107	483	146	449
70 (78)	<b>Caravan Logistics Inc.</b> , Oakville, ON	590	5	200	385	38	220
71 (80)	<b>Transport Bourassa Inc.</b> , St-Jean-sur-Richelieu, PQ	590	2	157	431	1	292
72 (75)	<b>BLM Group</b> , Kitchener, ON	549	0	125	424	10	200
73 (83)	<b>Groupe Jules Savard</b> , Jonquiere, PQ	540	0	160	380	5	300

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Rank (2010)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
74 (77)	<b>Williams Moving &amp; Storage</b> , Coquitlam, BC	533	119	101	313	32	208
75 (85)	<b>Transport Herve Lemieux</b> , Saint-Laurent, PQ	521	33	213	275	28	397
76 (84)	<b>Fluke Transport</b> , Hamilton, ON	515	25	140	350	80	95
77 (80)	<b>Transport Bourret Inc.</b> , Drummondville, PQ	515	9	137	369	5	429
78 (70)	<b>Mackie Moving Systems</b> , Oshawa, ON	500	25	75	400	150	400
79 (73)	<b>McKevitt Trucking</b> , Thunder Bay, ON	491	2	120	369	30	150
80 (86)	<b>Muskoka Transport</b> , Bracebridge, ON	484	4	120	360	16	165
81 (60)	<b>Thomson Terminals</b> , Etobicoke, ON	478	3	125	350	5	240
82 (82)	<b>Les services logistiques Trans West Inc.</b> , Lachine, PQ	465	0	190	275	90	380
83 (88)	<b>Empire Transportation</b> , Grimsby, ON	463	1	74	388	2	92
84 (81)	<b>ProNorth Transportation</b> , North Bay, ON	461	3	107	351	2	200
85 (89)	<b>Transport LFL</b> , Vallée-Jonction, PQ	460	44	116	300	6	250
86 (90)	<b>Con-way Freight - Canada</b> , Mississauga, ON	438	0	168	270	0	220
87 (74)	<b>Groupe Goyette</b> , Saint-Hyacinthe, PQ	436	1	53	382	52	188
88 (76)	<b>Samuel Son and Company Ltd.</b> , Mississauga, ON	410	10	150	250	150	0
89 (94)	<b>Doug Coleman</b> , London, ON	401	32	124	245	23	271
90 (91)	<b>Transport Bernieres</b> , Decary, PQ	401	0	103	298	0	210
91 (nr)	<b>APPS Transport Group</b> , ON	382	17	65	300	0	250
92 (87)	<b>Total Logistics Trucking</b> , Vaudreuil, PQ	380	0	78	302	91	258
93 (99)	<b>Transport Bessette et Bourdreau Inc.</b> , Saint-Hyacinthe, PQ	341	3	112	226	4	212
94 (98)	<b>Chester Cartage</b> , Toronto, ON	315	50	65	200	0	0
95 (93)	<b>Gosselin Express</b> , Thetford Mines, PQ	300	20	60	220	10	105
96 (95)	<b>Transport Gilmyr Inc.</b> , Montmagny, ON	298	0	88	210	1	235
97 (nr)	<b>Sylvester &amp; Forget Transport</b> , Ormstown, PQ	297	2	95	200	17	105
98 (nr)	<b>Marcel Dion Distribution</b> , Farnham, PQ	288	1	57	230	23	115
99 (92)	<b>Andlauer Transportation Services</b> , Etobicoke, ON	286	125	10	151	125	320
100 (nr)	<b>J.E. Fortin Inc.</b> , Saint-Bernard-de-Lacolle, PQ	270	0	100	170	10	115

FOOTNOTES: 1) UPS provided numbers but not a breakdown on vehicle types.

2) Estimates. The company was on last year's Top 100 list, but their numbers were not updated in time for this year's deadline.

**nr** = not previously ranked. **na** = information not available.

### HOW WE DID IT

1. Companies are ranked based on total vehicle counts, including power units and trailers, as reported in January, 2011. Only trucks of class 6 or above are enumerated unless otherwise noted. Vehicles and employees based in the United States are included provided they are administered from a Canadian head office.
2. Most of the statistics were entered into the Today's Trucking data base by representatives of the companies themselves. The remaining companies and additions were gathered by Today's Trucking editors via phone, email or fax. While we strive to present accurate figures, the statistics have not been independently verified.
3. Several large fleets do not respond to our requests for information. These include Irving Transportation Services (comprising Midland Transport, Sunbury Transport and RST Industries based in New Brunswick). As well, the Canadian operation of Federal Express is not on the list.
4. If you have any enquiries or if you think your company should be on next year's list, please contact Peter Carter at 416-614-5828 or [peter@todaystrucking.com](mailto:peter@todaystrucking.com)

Company Name	Total Units	Rank ('10)	Company Name	Total Units	Rank ('10)
<b>A</b>			<b>E</b>		
Allied Systems Canada	1535	33 (33)	Empire Transportation	463	83 (88)
Andlauer Transportation Services	286	99 (92)	Erb Group of Companies	1759	26 (22)
APPS Transport Group	382	91 (nr)	<b>F</b>		
Armour Transportation Systems	3800	11 (11)	Fluke Transport	515	76 (84)
Arnold Bros. Transport Ltd.	605	69 (58)	<b>G</b>		
Arrow Transportation Systems Inc.	810	60 (64)	Gibson Energy ULC	2208	19 (17)
AYR Motor Express Inc.	710	64 (69)	Gibson Transport	1500	37 (29)
<b>B</b>			Gosselin Express	300	95 (93)
B&R Eckel's Transport	1145	44 (50)	Groupe Boutin	934	55 (61)
Bison Transport Inc.	4032	10 (9)	Groupe Goyette	436	87 (74)
BLM Group	549	72 (75)	Groupe Guilbault	1508	35 (35)
Bruce R. Smith Limited	790	61 (66)	Groupe Jules Savard	540	73 (83)
<b>C</b>			Groupe Robert	4473	7 (7)
C.A.T./Canadian American Trans.	1685	29 (30)	<b>H</b>		
Calyx Transportation Group Inc.	1553	32 (31)	H&R Transport Limited	2516	17 (20)
Canada Cartage Diversified Income Fund	4249	8 (8)	HBC Logistics	1782	25 (34)
Caravan Logistics Inc.	590	70 (78)	Hyndman Transport	678	65 (68)
Celadon Canada	1250	41 (36)	<b>I</b>		
Challenger Motor Freight Inc.	5010	6 (6)	International Truckload Services	932	56 (55)
Chester Cartage	315	94 (98)	<b>J</b>		
Clarke Inc.	1284	40 (38)	J.E. Fortin Inc.	270	100 (nr)
Con-way Freight - Canada	438	86 (90)	<b>K</b>		
Consolidated FastFrate	1190	43 (39)	Kriska Transportation	1639	30 (27)
Contrans Group Inc.	2620	13 (12)	<b>L</b>		
Cooney Group	1065	48 (56)	Les services logistiques Trans West Inc.	465	82 (82)
<b>D</b>			<b>M</b>		
Day & Ross Transportation Group	5638	5 (4)	M-0 Freightworks	1690	28 (21)
DCT Chambers Trucking	1102	47 (48)	Mackie Moving Systems	500	78 (70)
Doug Coleman	401	89 (94)	MacKinnon Transport Inc.	623	67 (49)

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## Cost Savings



## Customer Service



# Company Directory 2011

CANADA'S TOP 100

Company Name	Total Units	Rank ('10)	Company Name	Total Units	Rank ('10)	
Manitoulin Transport Group	2604	15 (15)	<b>T</b>	Team-Transport Services Ltd	1311	39 (44)
Marcel Dion Distribution	288	98 (nr)	Thomson Terminals	478	81 (60)	
McKevitt Trucking	491	79 (73)	Total Logistics Trucking	380	92 (87)	
Meyers Transport	1001	52 (41)	TransForce Inc.	17,800	1 (1)	
Mullen Group Ltd.	9876	3 (3)	Transfreight, Inc.	2523	16 (18)	
Musket Melburne	885	57 (57)	Transport Bernieres	401	90 (91)	
Muskoka Transport	484	80 (86)	Transport Bessette et Bourdreau Inc.	341	93 (99)	
<b>N</b>			Transport Bourassa Inc.	590	71 (80)	
Normandin Transit Inc.	942	54 (63)	Transport Bourret Inc.	515	77 (80)	
Northern Industrial Carriers	1365	38 (43)	Transport Gilmyr Inc.,	298	96 (95)	
<b>P</b>			Transport Herve Lemieux	521	75 (85)	
Paul's Hauling Group	845	59 (65)	Transport LFL	460	85 (89)	
Penner International	955	53 (42)	Transport Morneau	1013	50 (54)	
ProNorth Transportation	461	84 (81)	Transport V.A. Inc.	1064	49 (53)	
Purolator	1564	31 (26)	TransX	5756	4 (5)	
<b>Q</b>			Travelers Transportation Services	1002	51 (59)	
QuikX Group of Companies	1855	22 (24)	Trimac Transportation Services LP	2889	12 (13)	
<b>R</b>			TVM Limited	663	66 (71)	
Reimer Express Lines	1530	34 (23)	<b>U</b>	UPS Canada	2381	18 (16)
Rosedale Group	1745	27 (28)	<b>V</b>			
Rosenau Transport	1129	45 (52)	Vedder Transportation Group	1129	46 (47)	
<b>S</b>			Verspeeten Cartage	741	62 (45)	
Samuel Son and Company Ltd.	410	88 (76)	Vitran Corporation Inc.	10,999	2 (2)	
Schneider National Carriers Canadian Division	1900	21 (25)	<b>W</b>	Williams Moving & Storage	533	74 (77)
SGT 2000	1798	24 (32)	Wolverine Freight System	713	63 (67)	
Shadow Lines Transportation Group	1822	23 (37)	<b>X</b>	XTL Group of Companies	2055	20 (19)
Siemens Transportation Group	2604	14 (14)	<b>Y</b>	Yanke Group of Companies	1500	36 (40)
Simard Transport Ltd	1203	42 (46)				
SLH Transport	4065	9 (10)				
Sokil Transportation Group	877	58 (62)				
Sylvester & Forget Transport	297	97 (nr)				
System 55 Transport	614	68 (72)				

  
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A FLEET MANAGEMENT,  
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BY MARCO BEGHETO

**T**

he commercial truck universe is, actually, pretty small.

There are heated regional rivalries, sure, but for the most part it's made up of a recognizable, relatively consolidated pool of manufacturers.

Look out, though. Like Elvis' hips circa 1956, things are about to get all shook up—whether you're ready for it or not.

This means? How about heavy trucks that are a heck of a lot cheaper for anyone that can accept trading away some of the frills they're used to.

So say Sandeep Kar and Ryan Carmichael of Frost & Sullivan, whose latest study predicts how the recent global recession and surging cost of oil is ushering "tectonic changes in truck buyers' decision making processes" and bringing the issue of total cost of ownership (TCO) to center-stage.

The pair of Torontonians, who were in Las Vegas in January for Heavy Duty Dialogue 2011, warned truck makers and suppliers about the new level of competition they'll face in the coming years, but also how there are several opportunities "hidden under the cloak" of such threats.

Assuming North American truck buyers accept these changes (or, perhaps, they're forced to swallow them), new "low cost" commercial trucks—quite possibly sporting an Asian nameplate, but virtually integrated by several multinational suppliers—are going to be a reality on this side of the pond, and, says the duo, probably sooner than you'd think.

Their comprehensive study—titled "Strategic Analysis of Global Low-cost Truck Market"—is based in part on interviews with over 100 key OEM and supplier executives from all over the world.

Kar and Carmichael map out the immediate future of the global commercial vehicles market; specifically how the winds of the "low cost" movement in emerging markets are starting to blow to the U.S. and Canada.

"In such an environment, low-cost trucks that feature a combination of attractive upfront price and right-sized design attributes can offer many existing and potential buyers a new alternative," says Kar.

The pair of analysts liken the current "tectonic shifts" being felt in the truck manufacturing industry to what the automotive market experienced in the '70s and early '80s when foreign manufacturers entering the North American market took a foothold, and eventually rivaled and even surpassed domestic OEMs in marketshare.

For the few of you too young to remember that (yes, there're a few of us), watch an episode of early '60s-set "Mad Men" for a glimpse of how marketers laughed off the notion that those odd little imports could be a threat to Detroit.

An energy crisis and a major recession later, and suddenly, Toyota and VW weren't such jokes anymore.

Companies in the so-called BRIC (Brazil, Russia, India, China) countries



# Asian Invasion

**COMING TO A DEALER NEAR YOU: A "low cost" could cost up to 25 percent less than what you're**

have taken the lead in building low-cost trucks for emerging global markets—either on their own or as part of joint ventures with familiar European heavyweights—but they have no intention of stopping there.

They're developing several global truck platforms that are considered "premium" in their home markets, but could easily be

positioned as low-cost trucks in established western markets.

"Do not write off these trucks as something from another part of the world," says Kar. "These companies are sitting on piles of cash ...and they will not be content as just entering the [North American] market. They are very aggres-



ion

## "commercial truck that paying now."

sive and expect to take part of that market." And, he adds, we're well past the "if" stage.

"Some [foreign] OEMs we talked to said they are just waiting for the [North American] market to recover and reach critical mass before revealing their strategies."

He says it's no coincidence that more

than a few BRIC players have set up facilities in South America and Mexico. "To test the waters for that market, yes," he explains, but also to act as a production and staging ground for North American infiltration.

Some numbers from the F&S study:

- By 2016 there will be 29 or more distinct global medium- and heavy-duty "low-cost" platforms introduced by OEMs through various joint ventures involving U.S., European, Chinese, Indian and Japanese companies, among others.
- Worldwide, there were 1.8 million "low-cost" trucks built for global markets up to 2009. That's expected to double by 2016.
- In North America, there were about 49,000 of these trucks as of last year. The F&S study projects a jump to 140,000 units in the next five years.

Kar and Carmichael stress that these low-cost vehicles won't penetrate every North American trucking sector anytime soon.

Long-haul, because of its particular specifications and operational demands will be immune at first, but there are many vocations like urban delivery and short-haul daycabs where "low-cost trucks are very favorable," as buyers could save

between 19 and 30 percent, says Kar.

A typical foreign low-cost truck ranges between \$4,000 and \$20,000 for light duty (India's Tata Motors makes the one-ton Ace, which retails for around the same price as the average engagement ring—about 5Gs); \$15,000 to \$40,000 for a medium-duty (where the F&S reports says there's the greatest growth potential); and as low as \$30,000 to \$70,000 for heavy commercial vehicles.

It's true that foreign low-cost trucks face steep challenges here, namely distribution, customer support and regulatory hurdles such as emissions standards.

But the two analysts don't consider these roadblocks to be insurmountable. Chinese and Indian emissions regulations are scheduled to match Euro 5 and EPA 2010 rules in about five years while at the same time global emission rules become more harmonized. And while the added cost of compliance will cut into foreign vehicles' huge price advantage, a Chinese or Indian heavy truck will still be about 10- to 25-percent cheaper with the upgrades than current comparable models, Kar insists, which is more than enough for Asian OEMs to exploit.

### CUT IT OUT

There's no question that in order to achieve those prices, low-cost truck platforms will require a complete overhaul in typical western truck manufacturing.

Research shows that the greatest cost-cutting potential exists in truck powertrains (eight percent). So, when oil hits \$200 a barrel, we'll see just how attached operators are to their horsepower.

Many other hard and soft areas of cost cutting also exit in chassis and cab design, as well as electronics, to warranty and research and development.

But while these trucks may be "decontented," and in some cases could have lower life cycles, Kar thinks the quality gap—just like those little foreign cars of the '60s and '70s—is closing rather quickly.

"It's not about making cheap trucks," says Kar. "It's about making trucks cheaply."

"In the last 10 years, we've seen a lot of progress in Chinese and Indian [trucks] that by the time they enter the North American market they'll be even better, which will augment their reliability."

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Plus, the actual nationality of many of these trucks—especially the sorts of models that could eventually enjoy market penetration on this side of the pond—is certainly debatable.

Take the Prima, a global truck platform offered by India's Tata Motors. (Rumored, by the way, to be considering a Canadian production location for North American distribution). It's developed in South Korea; designed by Italians; powered by Cummins and geared by ZF; the chassis is Mexican; and various other components are sourced from American, European or Japanese companies.

"Arguably, the only thing Indian about the truck is the nameplate," Kar half-kidded.

## THE HOMEFRONT

As all this unfolds, though, it's encouraging to Kar that western OEMs are "neither taking the threat lightly nor showing any knee-jerk reaction."

Companies such as Daimler, Volvo, MAN, Iveco, and Navistar, among others,



are currently accelerating their efforts to partake in the global low-cost truck business. "These companies not only want to defend their local market from attacks ... but also take the battle overseas to the Asian OEMs' home turf," says Kar.

He says he has no doubt that if the low-cost market does gain a foothold here, many of the familiar truck makers will rise to satisfy it—either through joint ventures or individually—through their own design

reforms and cost-cutting strategies.

What likely emerges when the dust settles, then, could be a two-tiered industry, split between spacious and technological long-haul "premium" trucks and lower-power, bare-boned short-haul trucks with a significant (and attractive) cost advantage.

The options that will continue to be available for those customers accustomed to something in between, though, remains to be seen. ▲

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# Spec'n'Span

What you can learn about trucking when the industry's most adept techies meet to brainstorm.

BY ROLF LOCKWOOD

All is well in North America trucking. That's the impression you'd be left with if you'd spent even just a day at the recent annual gathering of the Technology and Maintenance Council (TMC) in Tampa, Fla. Attendance hit a new record of 2,716, a number that includes a chart-topping 175 first-timers.

Both figures tell the same tale pretty directly: the industry is back in tune and moving ahead. Unlike the last couple of years when the mood sat somewhere between dreadful and downright depressing, there was a tangibly good spirit in the air this time out. Being there was time well spent, all agreed.

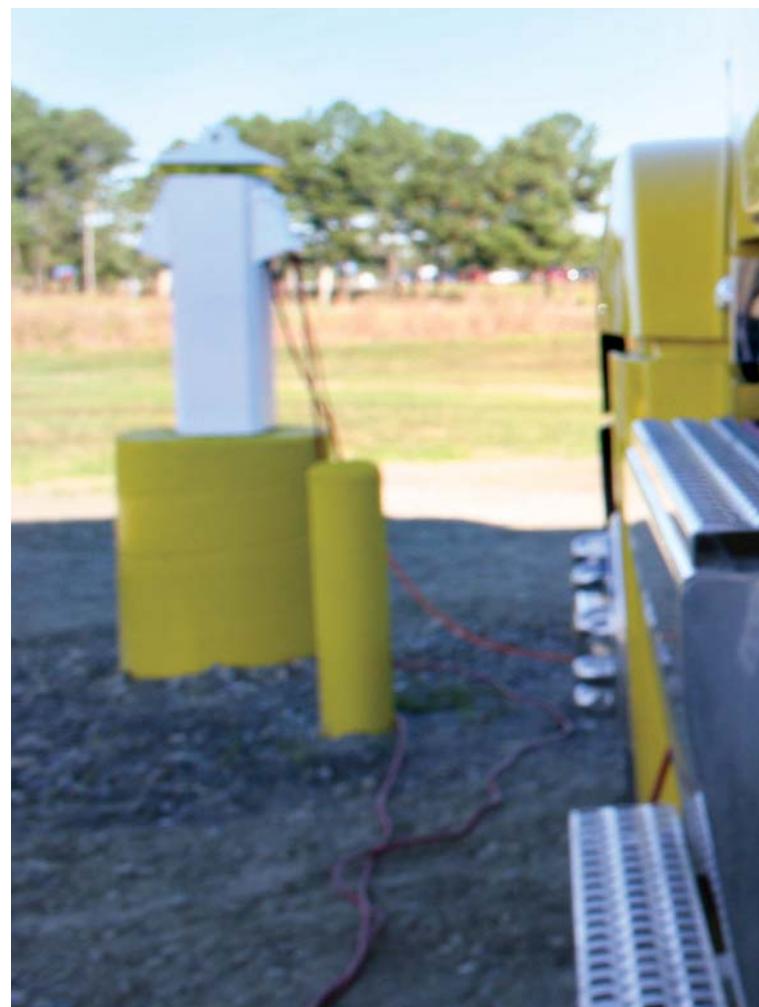
TMC's annual meeting and the trade show that goes along with it are not like other trucking events. For one thing, the focus is strictly on finding the best ways to spec a truck and then maintain it with efficiency and productivity in mind. There's no glitz and glamour, no country music stars roaming the halls doing promotional stuff, no tire kickers.

While this small number doesn't bother the TMC brass much at all, there were only 423 fleet people in attendance. That's actually almost exactly half of the organization's total fleet membership, which is an amazingly good turnout, percentage-wise. And every last one of them, save for seven or eight members of the press—we get "fleet" badges for some reason—was a buyer or at the very least a major influence on truck and trailer and component buying decisions.

Even so, it's ironic that supplier personnel outnumber them by such a margin. All told, including nearly 1,100 attendees who were there just to man booths at the show—folks on the selling side of the game totalled more than 2,100. Many of those, of course, were engineers and chemists and software geeks who create the widgets that the fleet guys buy and maintain, making TMC's big event a critically important gathering where real work

is done. Informally and in dozens of small meetings, the two sides discuss little detail issues like guidelines for the design and installation of battery-disconnect switches. Or bigger ones like electrical system corrosion.

Such things are the subjects of individual Task Forces that work throughout the year to develop TMC's vaunted Recommended Practices on just about every conceivable aspect of truck design, spec'ing and maintenance. In a real sense, this is where your trucks come from and this is where—unless you're one of the mega fleets that can dictate terms anyway—this is where you have the chance to influence how your trucks and their various systems are created.



Which then begs the question, why were only 423 fleet folks in attendance? Why, for that matter, are there only 854 fleet members?

You might be surprised to know that 32 owner-operators are TMC members.

You might also be surprised—and possibly disappointed—to know that only 80 Canadians were there at the Tampa Convention Center this time. And that might be a record of its own. That paltry attendance figure baffles many observers, including TMC leaders.

### TECHNICAL SESSIONS

Each version of this annual gathering always holds two or three so-called Technical Sessions, usually on weighty subjects like engine emissions. This year there were but two, and they were less than stirring, some attendees thought. One of them covered the usefulness of TMC's Recommended Practices Manual and how folks can make better use of the RP system. The manual is literally bible-like and the RP system is brilliant, but those are generally accepted facts and don't seem to warrant a major panel session, more than a few people were heard to say.

The other major session was on OSHA compliance.

The meat of the thing was in the smaller Study Group sessions and an especially useful one ran under the "S.11 Energy Conservation" banner. It concerned truckstop electrification and

efforts to move beyond the somewhat clumsy things we've seen in the recent past. Specifically, speakers were talking about a project to "electrify" U.S. truckstops led by Cascade Sierra Solutions, a non-profit enterprise based in Oregon.

It seems there will soon be 50 truckstops offering 120-volt power (or more) to trucks through electric pods or pedestals in systems supplied by Shorepower Technologies. It's the result of a US\$22-million federal grant through the U.S. Dept. of Energy first announced in 2009, which allows for rebates to truck owners who buy vehicles with plug-in capability to handle hotel loads electrically. Seems to be a slow roll-out on this one.

It's notable that the private sector in one way or another is also funding this, to the tune of almost \$30 million.

Normally these electrified parking spaces (EPS) offer 120-volt/60-cycle/20-amp power but more—like 480 volts—will be made available to run reefers some time soon.

In his presentation Cascade's Jon Gustafson stressed the cost of idling a diesel engine vs. the cost of using an EPS, the latter being US\$1 an hour. With diesel costing three or four times that much, the electric option would seem to be a bargain and could save several thousand bucks a year. With environmental gains to boot.

Shorepower chief Jeff Kim got a little more specific, saying that 11 off-duty hours in an EPS would cost \$11 vs. \$31 for idling, assuming fuel at \$3.00 per gallon. Pay options include



**A SHORE THING:** Truckstop electrification is coming, albeit on one of the slowest roads ever constructed. About 50 American truckstops will be converted in the next 18 months to offer a shorepower connection for properly equipped trucks. At \$1.00 an hour it's about a third the cost of idling.

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▲ **THIS'LL FLOOR YOU:** Ancra's Lift-A-Deck II "load maximizing system" is generating an estimated 10 to 30 percent increase in load averages while reducing freight damage claims by as much as 50 percent. That's proveable fact, the experience of Con-Way Freight, which is retrofitting its entire fleet of 16,800 vans with the Ancra product.



▲ **TRAILER-MADE SAVINGS:** Not yet legal in Canada, the ATDynamics TrailerTail is working wonders at Mesilla Valley Transportation in New Mexico. After 8 million miles of on-highway use over the last six months on 650 of the fleet's 3500 trailers, the devices have produced fuel savings of 5-6 percent.

using a 1-800 number, an on-site kiosk, or an Internet log-in, so things are pretty driver-friendly.

Skip Yeakel of Volvo Trucks also spoke on the panel, noting that the idea of electrifying a truck is as old as the hills. He cited the good old block heater as evidence, saying that going beyond that to offer a shorepower option is not a big leap. Volvo seems to be on the forefront of this electrification effort.

(Meanwhile, anybody who visited the familiar 730 truckstop near the Quebec-Ontario border recently would have seen electrification at work on another level. A Canadian player, Longhaul Truck Stop Electrification has introduced "pod-free" electrification, essentially a network of electrified parking spaces. The 730 is the first facility on the continent to offer the service and sells two levels of service; one for \$2 an hour; the other for a buck an hour. For more, visit [www.todaystrucking.com](http://www.todaystrucking.com) and type 730 into the site-search bar.)

## INNOVATIONS

There were no blockbuster introductions at TMC—there never are because attendance numbers are low and few members of the press are on hand—but that's not to say there weren't new things on display at the compact trade show accompanying the TMC annual meeting. You'll see evidence of some of them in the Product

Watch section starting on page 53. Look for the innovative Fontaine/Volvo frame-integrated fifth wheel, the clever EZ Claw air hose protector, the very simple mounting system for Laydon's new "economy" trailer skirt, and Ancra's "load maximizer" trailer decking that looks like it could make you a buck with little effort.

All trailer-oriented, you'll note, though there were other introductions, too. Like Dana's new SPL-250 and SPL-170 service-free u-joints now available on its heavy-duty Spicer Life Series driveshafts. They actually aren't entirely new, borrowing from technology that's been available from Dana in Europe for 13 years.

There did seem to be a concentration on trailers at this year's TMC event, whereas a certain focus on 2010 engines was expected by many. On engines, nary a word. This may well indicate a new and welcome interest in what happens behind the tractor. It's about time. Trucking people—manufacturers and buyers alike—have focused for decades on the trucks and tractors themselves. The engines, the gearboxes, the sleepers. Finally, the money-saving potential of the trailer has forced more than just a backward glance.

One of the more interesting trailer-oriented moments was actually in a press conference. ATDynamics, makers of the TrailerTail aerodynamic extension for vans, brought Jimmy Ray to a small assemblage

of motor noters and he wowed us. Ray is executive vice president of Mesilla Valley Transportation, a mostly refrigerated fleet based in New Mexico, and he's all trucker. A no-nonsense sort of guy who works very hard on the smallest of details in an effort to make more miles per gallon of diesel.

Some 650 of MVT's 3,500 trailers have been fitted with TrailerTails and have logged more than eight million miles since last August. The result? A verifiable gain of five to six percent in fuel economy and a saving of US\$180,000.

ATDynamics has SAE test data showing a 6.6 percent saving, incidentally.

The average installation time for a TrailerTail is two people in 45 minutes, the company says, and the purchase cost—including a trailer skirt—is under US\$3,000, according to Ray.

Ray goes beyond bolt-ons like that, in fact. He sees measurable differences in doing utterly simple things like moving the hanging licence plate from out of the air flow at the trailer rear. He patented spun-aluminum wheel covers. He uses fixed fifth wheels with the tractor-to-trailer gap reduced to 19 in. from 26.

He says that lots of his drivers do better than 10 mpg, sometimes reaching 11. And get this, he gives away a Harley-Davidson motorcycle every three months in an incentive scheme for drivers.

Seems to be working. ▲

## EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

Wireless roadside inspections would eliminate scalehouse lineups, improve the speed and efficiency of inspections, and save carriers tons of downtime.



## Any Truck, Any Time

**tech tips** *Wireless electronic roadside commercial vehicle inspections are coming to a coop near you. By Jim Park*

**Y**ou're driving down the road and approaching a truck weigh/inspection station. An amber light blinks on the dash, advising that your driver and vehicle credentials, vehicle condition and trip information are being gathered and transmitted to the inspection station's computers for analysis. A

few moments later, the light blinks green. You just went through a Wireless Roadside Inspection, and you passed.

You roll right on by the scale, but the guy behind you wasn't so lucky. His light blinked red because something in the data transmitted by the truck to the scale house didn't add up. He'll be spending

the next hour or so in the company of a truck inspector, getting a very thorough going-over.

That's one tip of a much larger iceberg the U.S. Federal Motor Carrier Safety Administration (FMCSA) calls its Truck Intellidrive/Freight Mobility initiative, which can be broken down to smaller subsets including the Smart Roadside Initiative (SRI), Vehicle-to-Vehicle (V2V) communications, Vehicle-to-Infrastructure (V2I) communications, and more. Those and other initiatives are currently being examined by several agencies within the Department of Transportation as ways of

improving safety and efficiency while minimizing transportation's environmental impact.

Dan Murray, vice president of research at the American Transportation Research Institute (ATRI), has been watching and participating in the development of these programs through an organization called the Trucking Industry Mobility and Technology Coalition (TIMTC). It's jointly managed by ATRI, CVSA, U.S. DOT, ATA and others, and is developing a roadmap or a framework that shows what all this stuff is doing and what impact it all might have on the players involved—like the trucking industry.

Murray calls this DOT initiative a monumental program with fingers that extend everywhere, down to state and local governments, throughout the entire U.S. DOT, across the entire trucking industry and even into Detroit and the automotive sector.

### IMPACT ON TRUCKING

There's no simple way to describe the impact all this could have on trucking except to say it's a game-changer. There are two primary directions DOT's research and testing are going. One is to have all vehicles equipped with dedicated short range communications (DSRC) devices (V2I) to provide proximity warnings to and about other vehicles that would, upon sensing an incursion threat, initiate a crash avoidance procedure. The other is to develop an infrastructure where trucks would transmit data to a fixed (inspection station) or mobile (police cruiser) reader that would effectively inspect the truck electronically (SRI) based on sensor information and data gathered on various data buses on the truck. This would include driver credentials as well.

While by no means the only challenge facing the industry as this initiative moves forward, Murray cites as an example the protocols required to facilitate DSRC communications.

Right now, DOT is pushing the 5.9 GHz protocol. It's a technology almost nonexistent in trucking at the moment.

"This is perceived as the best means of messaging other vehicles at speeds fast enough to make a difference in crash avoidance at highway speeds. Cellular or Wi-Fi could never respond fast enough to



## INTELLIDRIVE TRUCK PARKING AVAILABILITY SYSTEM

**T**he shortage of truck parking has almost reached the crisis stage. Now FMCSA, FHWA and the multi-state I-95 Corridor Coalition are looking at ways to mitigate the problem. Under the Intellidrive umbrella, these groups are examining technologies that would identify available truck parking and direct drivers to those locations.

It's very much a work in progress, but to date the I-95 Corridor Coalition has established framework it hopes to expand and improve upon called the Truck Parking Availability System.

### TPAS IS COMPOSED OF THREE MAJOR SUBSYSTEMS:

- **Data Collection Subsystem**—Collects raw vehicle occupancy data in designated truck parking areas.
- **Data Integration Subsystem**—Integrates and processes vehicle occupancy data collected from all instrumented truck parking areas to calculate parking availability by area.
- **Traveler Information Subsystem**—Disseminates real-time parking availability information to truck operators through a range of mechanisms and media.

According to Marygrace Parker, freight, mobility, and safety and security coordinator with the I-95 Corridor Coalition, some trip-planning opportunities can arise from knowing where parking might exist, but she admits the big challenge will come in translating so-called real-time availability data to moment-by-moment information truckers need to determine where to park.

"I'm not going to kid you, that's one of the biggest challenges. If we send you a signal that 10 spots are open, but there are 100 trucks ahead of you looking for those spots, by the time you get there they could well be gone," she says. "We know we're going to need to address this. That's one of the conundrums."

Getting information from the parking sites is only one of the challenges. The coalition is exploring a number of options from cameras to in-and-out counts and optical imaging. The other challenge is getting it to the drivers. Parker said they were looking at Smartphone technology with location and notification parameters determined by users, but are now concerned with driver distraction.

"We can deliver the message in several ways, but the larger concern lies with distracting the driver," she notes. "Customers could request call backs or text notifications for given areas at chosen intervals, but these could prove distracting."

There are other groups looking at this issue as well, though currently not under the Intellidrive umbrella.

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## Wireless Roadside Inspections:

### WHAT DATA ARE THEY LOOKING FOR? WHAT DATA IS AVAILABLE?

**T**his is where the discussion gets truly interesting. So far, FMCSA says it wants a universal truck identification system that would electronically provide information that is already available such as a VIN number, license tag, U.S. DOT number etc., along with driver credentials (perhaps via a smartcard plugged into a reader in the cab). These would allow instant identification of the truck and driver so officials could make a pass or stop determination based on CSA data or other information.



Speaking at the fall meeting of the Technology and Maintenance Council in Raleigh N.C. in September, FMCSA's Chris Flanigan explained what else officials might want from a passing truck.

"In addition to the vehicle and driver credentials, we would hope to get data from an EOBR or engine ECM for HOS enforcement, as well as some basic information about the mechanical condition of the vehicle," he said. But responding to a question asked after his presentation, Flanigan hinted that the sky is the limit.

"We would look at whatever the various data buses could send us; SAE J-1708, J-1587 and J-1939 all carry data we might want," he said. "It's really a matter of determining what we need and what industry might be willing to share with us."

The DOT is currently working to determine what would constitute a Safety Data Message Set (SDMS)—the electronic message that would be sent to a scale or a passing police cruiser.

recognize a threat and initiate appropriate action," Murray says. "If they're looking at a 5.9 GHz system on the truck to do something, and you don't already have it, presume that you will have to buy, install and maintain it. The upside might be that it will mitigate or prevent six percent of the most expensive crashes."

The purpose of SRI is to improve the frequency and efficiency of vehicle inspections. The problem, as illustrated by Chris Flanigan of FMCSA's Office of Analysis, Research and Technology (see sidebar), is that physical roadside inspections are too

infrequent compared to the number of face-to-face encounters trucking has with enforcement.

Flanigan pointed out that in 2008, 3 million truck inspections were conducted with a 73 percent violation rate resulting in a 25 percent out-of-service rate. Compare that with 177 million weigh inspections (staffed & WIM) with a mere 515,587 citations—a 0.29 percent violation rate. The DOT position is that far too much time and money are spent weighing trucks for the safety gains produced.

DOT is now working toward electronic



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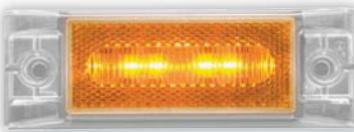
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inspections where all the pertinent data could be transferred from the truck to the inspector instantly, analyzed, and responses generated in fractions of a second. To put it bluntly, the ticket could be in the mail before the truck has even pulled off the scale.

The way DOT sees it, "motor carrier safety could be improved through dramatic increases in roadside safety inspections via wireless inspections using proven technologies and processes. Driver and vehicle safety assessments occur frequently enough to ensure compliance while minimizing disruptions to safe and legal motor carrier transportation," Flanigan said during his presentation at the TMC fall meeting in Raleigh last September.

These are very early days for these evolving systems, but considerable work has already been done and more is in progress. Industry is just beginning getting involved. Through TIMTC, industry will have a say in how this develops, but Murray cautions that industry's

impressions of what's to come will very much depend on one's perspective.

"I see feelings on this ranging from cautions optimism to trepidation. That's based, I think, on a general lack of awareness and knowledge of what it means to "me." The "me" is critical," Murray notes. "What it means will be very different from the CEO's perspective, the safety director's perspective, maintenance director's perspective, and the driver's perspective. Every one of the participants is going to have a different interface with SRI, and their expectations will be different."

Last October, FMCSA conducted a real-world demonstration of wireless roadside inspection technology at its Roadside Technology Corridor on Interstate 81 in Greene County, Tenn. Using software developed by Innovative Software Engineering and communications technology provided by PeopleNet, the demonstration proved the viability of the technology.

A motor coach owned by Greene Coach

## FOR INFO

For more information on this game-changing initiative see:

[www.freightmobility.org](http://www.freightmobility.org)

[www.intellidriveusa.org](http://www.intellidriveusa.org)

Tours passed by the Greene County Tennessee Inspection Station at highway speed. As the coach approached the station, a preconfigured geofence triggered the equipment and the software to send driver hours of service information wirelessly to the John A. Volpe National Transportation Systems Center where it was relayed in real-time to displays at the station. While the coach was still passing by the station, observers were able to view detailed driver duty status changes captured and calculated by electronic driver log software. ▲

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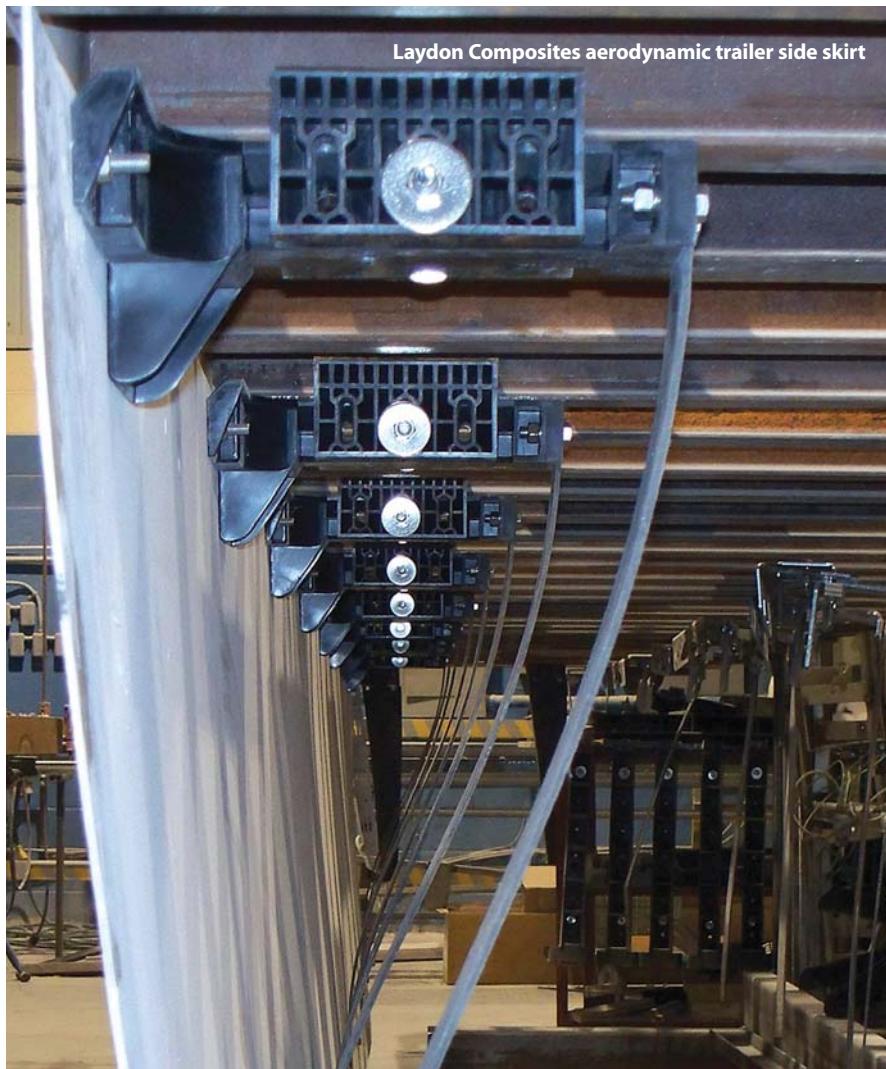


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# TRAILER FAIRING

LAYDON'S 'ECONOMY' TRAILER SKIRT OFFERS FAST, SIMPLE FITTING



**N**ew from Laydon Composites is a low-cost aerodynamic trailer side skirt that can be fitted to a trailer in just an hour, the company says. The new Hybrid skirt is the result of a partnership with Crane Composites to re-design Laydon's SmartWay-certified advanced aerodynamic TrailerSkirt. Crane designed a purpose-built panel and Laydon came up with a very innovative injection-moulded and patent-pending "mono clamp" and strut. The design is said to use state-of-the-art CAD modeling and finite element analysis to stress test the design and the material in all temperatures, whether extreme heat or cold. The unique design means a two-man team can mount the fairings on a 53-ft trailer in an hour.

Customers apparently wanted something inexpensive, easy and fast to install, lightweight, flexible enough to withstand everyday abuse, and of course fuel-efficient.

The patent-pending flexible spring behind the skirt is made from woven fibreglass, polypropylene where the fibreglass strands are orientated at zero, 90 and 45 degrees. This is claimed to allow a higher level of stress without failure than any other composite strut on the market and the spring is pre-tensioned for added strength.

The skirt panels are designed to match the strut durability, while being light and able to move with the struts. They're not only strong but will bend and move with the flexible spring, Laydon says.

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

## LIGHTWEIGHT FIFTH WHEEL

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preserves ride and drive quality while weighing up to 100 lb less than current standard-duty fifth wheels.

Working with **Fontaine Fifth Wheel** on the new system, Volvo developed a new lower assembly that supports both the fifth wheel and the truck frame. This design allowed engineers to reconfigure the fifth-wheel top plate as well, without sacrificing stability, strength or durability. The cast-steel top plate weighs just 165 lb, the company says.

Unlike ordinary fifth wheels, which have historically been limited by the need to fit on top of the frame rails, this integrated frame-mount design eliminates unnecessary weight. It



incorporates Fontaine's top-plate lock design that prevents high hitching of the trailer kingpin, as well as a secondary lock. Air actuation with in-cab release—operable only when the parking brake is engaged—is an available option. The new fifth wheel can readily handle a vertical load of 50,000 lb and a drawbar pull of 150,000 lb, which is typical for on-highway applications.

This new fifth-wheel system will later be available on Mack trucks, we believe.

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

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blocks, maintain hose alignment and prevent them from crimping or sagging. A clever tensioning system keeps the hoses up high, close to the trailer's underside and out of harm's way as a result of snow or ice buildups.

The company, EZ Claw, Inc., makes the point that as trailer skirts become more and more common, pre-trip

inspections are less likely to catch sagging air lines. This is a no-touch system that requires nothing of the driver, and it weighs only about 14 lb on a 53-footer.

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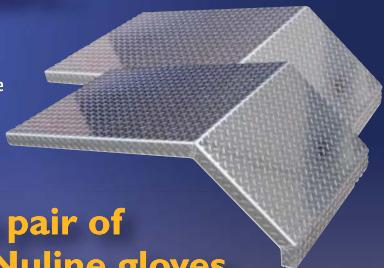
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It hooks up in less than a minute, the maker says, and with the push of a button allows full stroke application to provide an instant, accurate visual check of: brake stroke on all brakes; brake lights; audible air leaks; service lines; and air valve operations. It does not require another person to be present during a



brake check, being operated by a remote control to apply or release the brakes.

To install the BrakeBoss, you clamp one end to the brake pedal and the other onto the seat frame, then adjust. It's a one-time adjustment if you drive the same truck every day. You plug the electric side of things into your cigarette lighter and hook up the air line to the connector under the seat.

For more information call 416-238-1987 or visit [www.brakeboss.com](http://www.brakeboss.com)

## TRAILER DECKING

ANCRA LOAD-MAXIMIZING SYSTEM MEANS YOU CARRY 10 TO 30 PERCENT MORE CARGO

**Ancra's** Lift-A-Deck II "load maximizing system" is said to boost load averages by as much as 30 percent while cutting cargo-damage claims by nearly half. That performance is based on real-world results. The company developed the estimates from proprietary studies and analysis of carriers that have installed the Lift-A-Deck II system. It's said to make any standard van trailer more productive by enabling it to carry 10 to

30 percent more cargo while keeping it more stable and secure.

The Lift-A-Deck product is available on new trailers as an OEM installation or as a retrofit. It can be installed in all manner of trailer models, Ancra says, from little 28-ft pups up to 53-footers.

As it completes current installations with several major carriers, Ancra says it will have more than 55,000 Lift-A-Deck

systems on the road by 2013. Leading LTL carrier Con-way Freight, which markets the Ancra system as 'SafeStack', is equipping its entire fleet of 16,800 trailers.

The Lift-A-Deck II system seems easy to configure and use, creating multiple decking platforms for palletized freight. It starts with a foundation of narrow, low-profile, aluminum aircraft-style cargo tracks. They resist forklift damage

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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of February 1, 2011 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Exd. Taxes
WHITEHORSE	132.4	0.0	114.9
VANCOUVER *	118.9	0.0	80.1
VICTORIA	115.2	0.0	82.1
PRINCE GEORGE	116.1	0.0	86.5
KAMLOOPS	113.9	0.0	84.4
KELOWNA	116.7	0.0	87.0
FORT ST. JOHN	121.4	0.0	91.5
YELLOWKNIFE	117.4	0.0	98.7
CALGARY *	106.1	-0.2	88.0
RED DEER	106.4	0.0	88.3
EDMONTON	105.4	-0.3	87.4
LETHBRIDGE	107.9	0.0	89.8
LLOYDMINSTER	103.6	0.0	85.6
REGINA *	111.1	1.4	86.8
SASKATOON	110.9	0.6	86.6
PRINCE ALBERT	109.9	0.0	85.7
WINNIPEG *	108.9	0.0	88.2
BRANDON	110.4	0.5	89.6
TORONTO *	120.4	0.5	88.2
OTTAWA	118.9	0.0	86.9
KINGSTON	118.9	2.5	86.9
PETERBOROUGH	115.0	1.1	83.5
WINDSOR	119.4	1.8	87.4
LONDON	118.4	1.0	86.5
SUDSBURY	120.9	3.0	88.7
SAULT STE MARIE	116.4	0.0	84.7
THUNDER BAY	119.4	0.8	87.4
NORTH BAY	118.5	0.7	86.6
TIMMINS	119.7	0.1	87.6
HAMILTON	116.3	0.3	84.6
ST. CATHARINES	117.0	2.8	85.3
MONTRÉAL *	124.9	1.5	88.4
QUEBEC	123.2	1.3	87.0
SHERBROOKE	119.9	-1.7	84.0
GASPÉ	122.4	0.0	90.1
CHICOUTIMI	120.9	0.0	88.7
RIMOUSKI	122.4	1.0	88.1
TROIS RIVIÈRES	122.9	2.0	86.7
DRUMMONDVILLE	118.7	1.8	82.9
VAL D'OR	119.9	1.3	87.9
SAIN JOHN *	121.0	0.8	86.2
FREDERICTON	120.4	0.1	85.7
MONCTON	121.6	-0.1	86.7
BATHURST	123.5	0.2	88.4
EDMUNDSTON	123.1	0.3	88.0
MIRAMICHI	122.6	0.3	87.6
CAMPBELLTON	122.7	0.3	87.7
SUSSEX	121.2	0.2	86.3
WOODSTOCK	124.5	0.1	89.2
HALIFAX *	120.7	0.4	85.6
SYDNEY	124.0	0.0	88.4
YARMOUTH	123.1	0.0	87.6
TRURO	121.8	1.3	86.5
KENTVILLE	121.9	0.0	86.6
NEW GLASGOW	122.7	0.0	87.3
CHARLOTTETOWN *	118.0	3.4	88.2
ST JOHNS *	127.5	0.3	92.3
GANDER	124.0	0.4	89.2
LABRADOR CITY	132.7	0.2	96.9
CORNER BROOK	128.2	0.3	93.0
<b>CANADA AVERAGE (V)</b>	<b>116.6</b>	<b>0.5</b>	<b>87.1</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)



and attach to the trailer's vertical structural posts every 16 or 24 in., becoming an integral part of the sidewall structure.

Horizontal shoring beams clamp securely into the vertical tracks and the ends of the metal beams are each independently height-adjustable at one-inch



increments. The system provides adjustment flexibility, allowing loaders to accommodate freight pallets of varying shapes and sizes by precisely setting the right second-tier deck height. When not in use, the shoring beams can be retracted to the trailer ceiling, remaining out of the way but easily accessible.

The system's standard shoring beams have a working load limit of 2200 lb, with heavy-duty beams available, rated for a working load limit of 3000 lb.

*See [www.ancra-llc.com](http://www.ancra-llc.com)*

### AFTERMARKET DRIVELINE

ARVINMERITOR ANNOUNCES

AVAILABILITY OF THE MXL DRIVELINE FOR AFTERMARKET CUSTOMERS

**ArvinMeritor** says its Meritor MXL (Meritor Extended Lube) series of greaseable drivelines is now available to the North American aftermarket. With 100,000-mile lubrication intervals and a three-year, 300,000-mile warranty in line-haul service, it joins the RPL permanently lubricated driveline in the Meritor family.

Claiming reduced maintenance costs—up to \$340 per truck less, the company says—and a longer warranty, the Meritor MXL was first introduced as an OEM product two years ago. It's supplied with the same product ratings and application guidelines as the Meritor 17N, 176N and 18N series. A new 16N series for medium-duty vehicles will be available soon.

It combines the simplicity of the RN U-joint design with the premium sealing capability of the RPL permanently

lubed product, ArvinMeritor says.

At 100,000 miles, the MXL's lubrication interval is claimed to be twice as long as other conventional, greaseable drivelines. It also aligns with recommended lubrication intervals of other chassis components in linehaul vocational.

The main and interaxle slip assemblies combine an advanced nitrile seal to keep contaminants out with a protective guard that resists road debris, increasing slip assembly operating life, ArvinMeritor explains. Reliability is said to be enhanced because the u-joint's needle-bearing package with contoured ends minimizes axial (side) loading, and the glass-reinforced nylon thrust washer prevents metal-to-metal contact.

The MXL's RN Series yoke configurations are compatible with other industry-standard yokes.

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

### BENDIX SPRING BRAKE

THE LIGHTWEIGHT, CORROSION-RESISTANT, DOUBLE-DIAPHRAGM EVERSURE

**Bendix Spicer Foundation Brake** is now making a "next-generation" double-diaphragm spring brake for drum systems that's said to offer the lightest weight in the industry while delivering both durability and performance. The new Bendix EverSure spring brake with No Touch technology is designed to industry-standard dimensions, making it a straightforward replacement part in the aftermarket.



The EverSure spring brake is more than 2 lb lighter than competitive spring brakes, the company claims, which leads to excellent vibration resistance. Lower vibration levels help prolong component life.

NoTouch technology eliminates contact between compressed power spring coils, allowing the protective coating to remain intact and resulting in significantly better corrosion resistance than competitive products, Bendix says. Engineered with an increased number of active coils, the EverSure spring brake is also claimed to reduce surface stresses in the power spring. Durability is thus much enhanced.

*See [www.foundationbrakes.com](http://www.foundationbrakes.com)* ▲

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By Peter Carter

# Where The Metal Meets The Pedal

## So what if I had to knock over a bicyclist or two? We have to learn our lessons somewhere.

I've hit two bicyclists in my day. Driving, I mean. I was driving, they were biking. Nobody was badly hurt. No charges were laid even. But you want to talk about "teachable moments???" The first time, I was en route to a root-canal.

It was mid-afternoon, downtown Toronto. And already ill at the thought of a drill entering my gums, I was also having a hard time parking.

Finally, on a tiny one-way street, I found a space and backed in.

I reached to the passenger seat to grab my cell and opened the door. Instantly, I heard a crash, felt an impact and realized that my day had just taken a giant step downhill.

Beneath my open door lay a slender woman, her bicycle knocked out from under her. I felt sick. I stepped out.

She started getting up.

She looked at me and with a very strong French accent said, "I am sorry."

Case you didn't get that, I'll write it again.

She said, "I am sorry."

Then, "I usually watch the cars closer than that."

I was speechless.

I looked down. Noticing the bent basket on her bike, I said something dumb like "your thing. It's busted."

She said "it's okay, it was like that before."

This was weird.

I asked if she was okay, she said she thought so but was going home now to lie down. I offered her a ride, she said she lived a block away. I mentioned my appointment.

"Ouch," she said, "Root canals are horrible."

She was actually feeling sorry for me.

I gave her my name and number and said call if you want me to take care of that bike. And she went on her way.

A year later, on my Harley, again in Toronto. I noticed a bicycle heading my way. Although we were three lanes and a city block apart, he looked like trouble.

Looping around a moving bus; he cut across an intersection. When I saw him dart through a red light, I slowed down. Almost enough. I caught his rear wheel, behind the gears. His bike fell and I glided to a stop. The rider stood up, so I realized he'd be okay, and despite the fact that he rode like a moron I went to see if he was injured.

He knew he was at fault. He said he wasn't hurt. He told me he lived nearby but would still continue on his way to school—an English-As-A-Second-Language school, it was. The police arrived within seconds. An officer asked me what happened; we walked over to Mr. Bicyclist and—surprise, surprise—he couldn't answer the cop's questions. He suddenly didn't speak English.

I said, "But he was just talking to me," and the cop replied, smiling, "it happens."

I didn't like that biker very much. He lied to me.

If things had gone further—now I'm glad they didn't—I probably would have wanted him to be charged, convicted and seriously fined.

Funny how very similar situations can yield such radically different reactions.

It occurred to me later that if these were movies instead of real-life accidents, that first one could have been turned into a dirty movie the second, a Dirty Harry one.

A person's immediate knee-jerk reactions to sudden events can have far-reaching implications down the road.

As hard as it is to take a sober second breath before reacting, you're always going to be glad you did.

This all came back to me earlier this week when I was lucky enough to be on a panel of judges for the 2011-12 Ontario Road Knights. (You can read about them all on page 19. A finer bunch of truckers you'll never meet.)

One was a Northern Ontario man with a pipe-organ of a name: John Boneschansker.

And the highlight of his presentation? He held up a sign, with the word "ATTITUDE" written down one side. Beside the letters were numbers. A was 1, T was 20, I, 9, etc. The numbers corresponded to the letter's spot in the alphabet.

Guess what the word attitude adds up to. That's right. 100.

"Attitude is 100 percent of success," Boneschansker told the judges.

No wonder he made the team. ▲



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