

STRATEGIES: From owner-operator to private equity, PG. 23



WESTCAN'S TOM KENNY:
"We'll grow by acquisition,
if the right opportunities
present themselves."

January 2009

www.todaystrucking.com

Today's Trucking

The Business Magazine of Canada's Trucking Industry



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Capping your fuel costs **PAGE 30**



Nissan's commercial truck debut **PAGE 46**

Right-sized Trucking

We test KW's little T170, PG. 39

EFFICIENT



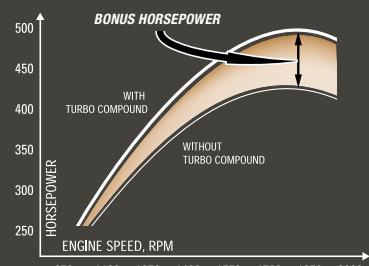
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Letters

10 minutes my eye

Now that the Ontario Trucking Association (OTA) has convinced the government to mandate the use of speed limiters, we can all look forward to safer roads, cleaner air, hundreds of millions of liters of fuel savings, and most importantly, a fair and level playing field for its members. Well, not so fast.

Here is my perception of how things are more likely going to play out.

I am not against the limiting of speed, only the mandated use of onboard electronic speed limiters. I choose to operate at or even below the posted speed limit for a number of reasons.

The OPP will now ignore trucks even more than they have in the past; the theory being that if trucks aren't able to speed, we've less reason to worry about them. As a former Ontario Road Knight, I have a great deal of respect for the OPP.

However, the reality is they don't like to pull trucks over, for safety reasons. Truck drivers are becoming increasingly aware of this fact and know they can get away with violations like tailgating and passing in the third lane.

I expect a significant number of truck owners will gamble that the low level of enforcement that already exists will allow them to escape conviction. MTO officials claim that it will only take 10 minutes at inspection stations to determine compliance. My experience at inspection stations has been that nothing of any significant value has ever happened in 10 minutes. Furthermore, roadside inspection stations are closed most of the time.

If the OTA genuinely wants to improve the trucking industry in this province, they should lobby for the mandated use of "following distance management systems" like Eaton VORAD. Trucks that tailgate are a much larger and more widespread problem here than the occasional rogue truck doing 10 or 20 over the limit.

If the Ontario government genuinely wants to make provincial roads safer, they should mandate speed limiters for all vehicles. We know, however, that would be political suicide and therefore will never happen.

Kitch Radke,
New Hamburg, Ont.

Who are you kidding?

Re: "Getting Kids into Trucks," www.todaystrucking.com.

In spite of all that is done to encourage the youth of today to become interested in the trucking industry, it will fall on deaf ears the moment that they look at the financial side of the coin and the life of a driver.

My husband has been an owner-operator and I a teacher for the majority of our employable years and we both realize that trucking cannot only be financially difficult but at times it is devastating.

Despite that, we have prospered!

We had great financial advice and made sound investments throughout the past 37 years. It took the both of us and when times were tough we thanked God for my salary. The youth of today are seeking the same financial security and realize that there are many more opportunities for them where, I must say, the wages are far more substantial and the lifestyle more in tune to them.

Our youth are not willing to give up family and friends for the industry. They are a new breed who are not willing to deprive themselves of the relationships, the holidays, the family gatherings and so on that we have often had to forego. They will not put up with the inadequate wages, the soft unions, the time away from home, the high cost of trucks or the demands of the industry, as it exists today.

The industry itself has to become more alluring to them if they are to join up. They want to be respected and treated like professionals which at this point in time carriers are not doing. How can you be proud of your occupation if you are so poorly regarded by those who employ you?

If the industry allows itself to bend and grow and paint itself with a new brush there may be hope. To be honest, trucking was the last occupation that I would ever suggest to a student or child of my own. This speaks volumes in itself.

Roxanne Smith,
Miramichi, N.B.

NEWCOM HONORS TOP-FLIGHT SCHOLAR



Robyn Urback, a 20-year-old third-year Ryerson University Journalism student in Toronto won the *2008 Rolf Lockwood Scholarship for Excellence in Business Magazine feature writing*.

Newcom Business Media has sponsored the \$1,000 prize for the past five years. The award was established by Jim Glionna, founding partner and President of Newcom Business Media after Rolf Lockwood, the company's Vice President, Editorial, was presented with the Harvey S. Southam Lifetime Achievement Award by the Canadian Business Press.

Newcom produces this magazine as well as *highwaySTAR*, *Truck and Trailer*, *Logistics*, *Transport Routier* and their associated websites.

Today's Trucking Editor Peter Carter attended the Ryerson Journalism School's annual awards gala to represent Newcom and proudly present Ms. Urback with her prize.

Urback, a Toronto native, won the award for a feature story about a local woman who provides expensive wedding dresses on a temporary basis to new brides who otherwise couldn't afford the outfits.

A graduate of the International Baccalaureate Program at Vaughan Road Collegiate, Urback is halfway through her four-year Journalism program and said she hasn't decided on an area of specialty yet but she's not ruling out transportation journalism.

In her acceptance speech, Urback specifically thanked Newcom as well as all the other sponsors of the more than 50 prizes given to high-achieving students at the ceremony.

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



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For industry news, weekly features, daily management tips, truck sales stats, product reviews, and more, go to todaystrucking.com.

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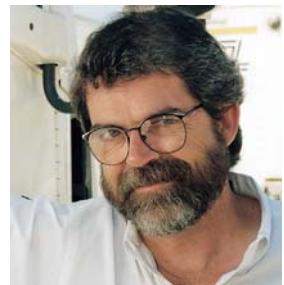
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By Rolf Lockwood



A New World

Two questions: what happens if transoceanic shipping costs go through the roof? And... ahem... should we tax cows?

Amidst news that even toy-manufacturing plants in China are closing left, right and center, I'm left to wonder just where we are as 2008 turns into 2009.

Nobody in North America is buying Barbie dolls, it seems, with the amazing result that displaced workers lured to China's industrial cities by the promise of factory work are packing up and going home by the thousands. They're heading back to the rural villages where they came from, to work in the fields like they used to do. And it's not just toy plants closing.

Oddly enough, I recently saw with my own eyes just what that means a step or two along the supply chain. I was in California recently, Long Beach in particular, and from my hotel room balcony I could see the huge cranes of the gigantic container port across the bay. Over the course of a couple of days, including a few hours inside the port itself, I never once saw any one of those machines working. In fact, stevedores in some of those west coast ports are working short weeks. That's unheard of, and it's because North Americans aren't buying Barbie dolls.

This is clearly circular, proof that our many national economies have become more and more integrated in the last couple of decades. But it leads me to wonder, and not for the first time, just how long the 'global village' idea can be sustained. The idea first struck me a year ago in the context of fuel costs and shortages, specifically the huge expense of moving containers from one side of the world to the other. From cheap-labor manufacturer to fat-wallet consumer.

How long, I wondered, would that model continue to make sense? Could there come a point when the low production costs of places like China and Thailand and India aren't low enough to offset the growing price of transportation? When those Barbie dolls might be made in North America again?

I can't answer those questions but I'm convinced of one thing: when this recession is done, many of our economic models and accepted commercial truths will have been thrown out with the dirty bathwater. I believe we're at a turning point, a watershed

When this recession is done, many of our economic models and accepted commercial truths will have been thrown out with the dirty bathwater.

moment, you find the cliché. We'll still be trucking, that's for sure, but I think the context will be quite different, maybe radically so within the next decade or two.

One of the biggest questions in there, of course, is whether we'll have a domestic car manufacturing industry. I think we will, but boy, if any part of our economy needs to find a turning point, that's the one.

Now, all of the above is pretty heavy stuff, and frankly I'm tired of writing such things. It's time for levity. So let me deal with the cow tax to close things down.

The cow tax?

Yep, truly, and here's the deal. It seems the Environmental Protection Agency (EPA) recently issued a very technical report dealing ostensibly with greenhouse gases from motor vehicles. More precisely, it was an Advance Notice of Proposed Rulemaking looking for public comment on whether it can regulate greenhouse gas emissions from vehicles under the Clean Air Act.

But the American Farm Bureau Federation thinks the EPA left open at least the possibility of taxing livestock.

That's because the EPA would have to declare that all greenhouse gases are a danger to public health. And that would mean all GHG emissions, in which case methane and other gases would have to be regulated under the Clean Air Act. Any building or enterprise emitting more than 100 tons of the stuff per year would have to buy a permit, and that would include farms because cows and the like produce an awful lot of methane—which is about 20 times more toxic than the stuff coming out your exhaust stacks.

The AFBF says that would mean farms with more than 25 dairy cows or 50 beef cattle would pay an annual fee of about \$175 for each dairy cow and \$87.50 per head of beef cattle.

Farmers are hot, but EPA officials say this is actually hogwash, if you'll allow me a little literary licence.

I have a better idea anyway. If farmers won't suffer a tax gladly, which surprises me a lot, we may have to insist that all their beasts be fitted with a device to control bovine emissions not unlike what we have on our trucks. And that, logic tells me, would have to be a particulate filter. ▲

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

Dispatch

BY MARCO BEGHETO

Concrete solutions

To build roads, you need trucks. To operate trucks, you have to build roads. What's not to like about investing in infrastructure?

Unlike the 1930s when decision makers tried to dig out of the Great Depression by squeezing all the cash, today's leaders are gambling that spending—big central government spending—is the adrenalin shot needed to restart the dozens of economies around the world on life support.

Like Buckley's cough medicine—"it tastes awful, but it works"—taxpayers in the global village are trying hard to swallow the idea that big bailouts to save fledgling industries and billions thrown at massive infrastructure projects will at

least keep the economy bobbing at sea level until markets show signs of real recovery.

In the U.S. and Canada, specifically, President-elect Barack Obama and Prime Minister Stephen Harper (for stability's sake, hopefully he still is by the time you read this) have proposed economic stimulus packages that include truckloads of cash for new infrastructure. The investments would create millions of jobs in North America and spur untold new equipment and technology purchases while giving the national infrastructure system its first significant facelift in 50 years.

SQUEEZE PLAY: Governments are banking that big-time infrastructure investments would free up trade flow while rescuing jobs.



Mind Your Ps

deciding which projects are best developed, the Conference Board of Canada concludes in a recent study that examines both successful and failed transportation infrastructure projects.

"In some quarters, P3s are viewed as the only way to build and maintain transportation infrastructure, while others are opposed to any and all forms of P3s," said Mario Iacobacci, the Conference Board's Director of Research and Director, Centre for Infrastructure. "Neither view is accurate. The merits of P3s need to be looked at on a case-by-case basis." Ottawa is in talks to set up a number of P3 infrastructure projects, including a new international bridge crossing at the Windsor-Detroit border gateway.



Ches

It's no secret, then, why manufacturers—especially of vocational vehicles and heavy equipment—are counting on this government investment, which to some extent could slingshot sales over the next few, otherwise stagnant, years.

Not surprisingly, trucking fleets and shippers on both sides of the border are also pushing hard for revitalization of the continent's highway and bridge systems. Along the NAFTA-reliant Ontario-Quebec corridor, carriers and big shippers spent the weeks before Christmas wishing for a cash infusion for highway and bridge infrastructure.

Speaking at a recent "Freight Demand Forecast" conference in Toronto, a panel of transportation business people explained that congested highways, crumbling roadways, and the lack of metropolitan bypasses are a growing hindrance to trade. And despite the current downturn and credit crunch, "now is the time to make the investment in infrastructure to support the vision and strategy of where our transportation network is going," insisted Warren Sarafinchan, senior director for logistic solutions at Maple Leaf Foods.

"Once the volumes come

back, it's too late to invest."

The conference, organized by the Canadian Industrial Transportation Association (CITA), was attended by policy makers from a number of federal and provincial ministries, including Transport Canada and the transportation ministries of both Ontario and Quebec.

Brian Taylor, president of Liberty Linehaul and vice-chair of the Ontario Trucking Association (OTA), says congestion issues in metropolitan areas add up to "an economic development nightmare" that will ultimately choke trade expansion.

Infrastructure projects such as adding crossing capacity at the Windsor-Detroit gateway and expansion of the highway system through the Greater Toronto Area, are essential, he said.

"We need a Toronto bypass, north of Highway 407," he said. "We have been slow to do this in Canada. Most of the major U.S. cities have built bypasses. They are effective ways to keep through-traffic out of metropolitan cores."

The panelists noted that Hogtown—one of the five largest cities in North America—is one of the few major cities that doesn't have a truck bypass or ring road.

TRUCKING SAFER WITH WINDOWS ROLLED UP?

If you've been watching the spate of new adventure shows on the Discovery or History channels, you might believe that truck driving is one of the most dangerous jobs on earth. Well, it just might be after all (for entirely different reasons)—if you take seriously a new study that links trucking work to cancer, that is.

The study, conducted by researchers at the Universities of Berkeley and Harvard, looked at over 30,000 transport industry workers and found that truckers who are regularly exposed to diesel exhaust during such activities as idling in traffic have a higher risk than other workers of developing lung cancer.

Scientists say that fine particles in diesel exhaust enter lung tissue, where they can accumulate in the lungs and lymph nodes.

The study examined workers' exposure histories and health between 1985 and 2000. There were 4,306 deaths and 779 cases of lung cancer among the study's driver pool. Researchers concluded that the risk rises considerably among workers or drivers involved in short-haul operations or working on loading docks or ports. Long-haul drivers were at lower risk, mostly because, the authors believe, they're constantly moving and have their windows closed most of the time.

This is just the most recent of several works linking trucking to cancer and heart disease that have been published in

WHERE THERE'S SMOKE: Another study says truck driving could be fatal, but researchers are standing on outdated, wobbly legs.

the last decade. However, no study to date as far as we're aware takes into account workers' lifestyles and diet, as well as smoking habits, which could explain some of the higher rates of heart attacks and cancer. Not only, but this recent series of studies inaccurately depicts the contemporary trucking industry, says Glen Kedzie, Environmental Affairs Counsel of the American Trucking Associations. "Engine makers and trucking companies worked together to meet new EPA engine emission and fuel standards for 1984, 1988, 1990, 1991, 1993, 1994, 1998, 2002, 2007 and 2010 trucks, drastically reducing emissions, and few of the older trucks are still on the road," writes Kedzie in an email to *Today's Trucking*. He adds that the most recent standards in 2007 and upcoming 2010 rules virtually eliminate particulate matter and nitrogen oxide (NOx).

"Today, on-road diesel engines contribute just one percent of the nation's total emissions of volatile organic compounds, carbon monoxide and sulfur dioxide and less than 1.5 percent of the nation's total emissions of fine particulate matter," he says.

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The highwaySTAR of the Year award is open to

ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please take the time to complete the nomination form and return it to us as soon as you can. We'll be presenting the award during ExpoCam 2009 in Montreal, Place Bonaventure, on Saturday April 18, 2009. Forms are available on-line at www.highwaystar.ca, www.todaystrucking.com, or use the form on the opposite page to tell us about your nominee.

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On-time delivery is often hit-and-miss near larger cities because of traffic congestion, noted Gary Fast, associate vice president of domestic transportation at Canadian Tire. "...the current infrastructure does not fully support our product flow needs," he said.

The Ontario-Quebec corridor is in particular need of a boost because of the critical goods arteries that connect to the rest of the country, says Robert Johnson, president and CEO of Purolator Courier. "Currently there are no long-term specific goals to address this issue."

Recommendations from speakers and participants at the conference—and three others across the country—

PROMISES PROMISES, STEPHEN

And it begins. Even if Prime Minister Harper's Conservatives manage to hold on to power through the end of this month and beyond, truckers shouldn't hold their breath waiting for the Tories' promised (and much-hyped) diesel excise tax cut.

Invited to give the keynote speech at the first luncheon at the Ontario Trucking Association's annual convention, CTV journalist Mike Duffy revealed that his sources don't think slashing the tax is a priority for the minority government—and this was before the ill-advised coup attempt by the NDP-Liberal-Bloc coalition and subsequent Parliamentary turmoil.

"It's not off the table yet, but it's definitely on the backburner," said Duffy, pointing out that the issue wasn't at all mentioned in Harper's throne speech last November.

Duffy also hinted that if the price of oil continues to drop, "there might not be the pressure to follow through [at all]."

The Tories' proposal to cut the four-cent-per-liter tax in half was an attempt to counter the Liberals' flawed Green Shift plan. The government said at the time that reducing the tax would boost the economy by lowering transportation costs for shippers, trucking companies and railways.

Obviously, though, not that much of a boost.



will be woven into a freight forecast report commissioned by Transport Canada.

"Part of the purpose of this event is to potentially

identify infrastructure investments," said Jacques Rochon, executive director of Freight Integration and Motor Carrier Policy at

Transport Canada. "We are developing a joint strategy in Ontario and Quebec to make as efficient as possible the movement of international

LOG BOOK

Go online for more events, visit www.todaystrucking.com

February 9-12

TMC Annual Meeting & Expo, Orange County Convention Center, Orlando, Fla. Organized by the Technology and Maintenance Council of the American Trucking Associations, this event showcases the latest in truck technology and reveals all the regulatory updates you need to know about. Contact: 703/838-1763 or click on www.truckline.com.

February 16-19

Heavy Duty Dialogue & Heavy Duty Aftermarket Week, Orange County Convention Center, Orlando, Fla. HDAW is the largest North American gathering of the independent heavy-duty aftermarket industry, with more than 1,800 managers and executives from suppliers, distributors and service providers. The event is preceded by HD Dialogue, the annual meeting of the Heavy Duty Manufacturers Assn. Call 708/226-1300 or click on www.hdma.org.

March 4-6

The Work Truck Show 2009, McCormick Place, Chicago, Ill. Held in conjunction with the National Truck Equipment Association annual convention, the event includes more than 40 educational sessions and the latest work truck equipment from Classes 1-8 displayed over 500,000 sq ft. Contact: 1-800/441-6832 or click on www.ntea.com.

March 19-21

Mid-America Trucking Show (MATS), Kentucky Expo Center, Louisville, Ky. The largest trucking trade show in North America

with over 1 million sq ft of show floor. Contact: clrockwell@truckingshow.com or go to www.truckingshow.com.

April 6-8

IT360, Metro Toronto Convention Centre, Toronto. The key tradeshow and conference in Canada dedicated to technology applications solutions for management and IT professionals in any industry. This year's theme: "Cultivating Innovation in the IT Industry." Contact: 888/823-7586 or go to www.it360.ca.

April 16-18

ExpoCam 2009, Place Bonaventure, Montréal. ExpoCam, one of Canada's two official truck shows, is where decision makers in the Canadian trucking industry come to see and buy. The show, owned and operated by Newcom Business Media, is Quebec's most popular trucking trade event. Contact: 877-682-7469 or click on www.expocam.ca.



April 17-18

Alberta Motor Transport Association 2008 Annual Conference, Rimrock Hotel, Banff, Alta. Meetings and truck transportation seminars for Alberta association member fleets. If you're not part of it, then join! Call 1-800/267-1003 or click on www.amta.ca.

goods in the future, and trying to optimize the system."

The report, being written by the consulting firm Global Insight, is expected to be released in April, 2009. Rochon said it will help inform a number of other Ministry of Transport strategy initiatives having to do with corridor density and intermodal transportation.

"We've asked them to identify what the traffic is going to be like at the border crossings, at the rail border crossings, at the ports, and along the major corridors," he said. "And we have a schematic where all these things fit together, looking at the system, looking at the critical points in the system. We're trying to figure out what will the

needs be in the future to make it most efficient."

— with files from
Allan Janssen

Emissions

'07 Engines to Last longer?

No, we don't mean by the headline above that the engines that meet present emissions standard are more durable than others, (though that would be welcome news to many cash-strapped truck operators these days).

That said, there is a move afoot to have the Environmental Protection Agency (EPA) allow engines to be built and sold to the 2007 spec beyond the next emissions deadline in January of 2010. Don't hold

your breath, but the Owner-Operator Independent Drivers Association (OOIDA) recently called for "a restructured timeline, phasing in the new emission standards to allow ample breathing room and build confidence within the trucking industry."

Navistar has since said it supports the idea. Citing a study looking at the implications of the next emissions rules—funded by Navistar—the Missouri-based owner-operator group said there will be a sharp drop in new truck sales after 2010. It says truck operators will be unwilling or unable to pay the anticipated premium of around US\$7,000. The result will be market disruption and job losses, OOIDA said, not to mention a delay in the envi-

ronmental benefits intended by the 2010 EPA standard. Navistar's own position on this is that they "are not calling for a delay or a postponement," spokesman Roy Wiley told us. "These are catastrophic economic times so what we want is the government to allow us to continue selling both 2007 and 2010 engines [after the January 2010 deadline]. We're saying, OK, let's help these guys who can't afford new engines..."

"We're ready for 2010," Wiley said. "Bring it on, we say."

Navistar, of course, is the one and only engine maker using a new version of exhaust gas recirculation (EGR) technology to comply with the rigorous 2010 rules. All the others will use



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selective catalytic reduction (SCR), which promises to bring with it a fuel-economy gain of three to five percent. Navistar was recently reported to have said that while its 2010 heavy-duty engines could meet the EPA's mandate of nitrous oxide levels at or below 0.2 g/hp-hr (particulate levels don't change from 2007), it plans to exceed that standard for a while—legally—by use of accumulated emissions credits. Wiley confirmed the company will do this for a year or two after January 2010. Navistar is building up those credits because its present engines do better than the EPA '07 limits on NOx and particulate matter, the truckmaker says.

However, those manufacturers using SCR argue that there is no reason to move the goalposts since the business downturn has much more to do with a reduction in industry capacity in the face of reduced freight volumes and a fuel savings advantage with SCR would offset a hike in upfront equipment costs.

Intermodal Union Stirring the Port Again

There are few things that are sure in this life: Of course, death and taxes, but also that every half decade or so, a group of workers at the Port of Vancouver are going to stir up some trouble.

In early December, a small group of owner-op can haulers staged a noisy protest in downtown Vancouver, sending businesses a warning that more labor unrest in the Lower Mainland is a possibility this New Year.

The truckers—members of the ad-hoc Vancouver Container Truckers' Association (VCTA) and Canadian Auto Workers (CAW) coalition—are demanding, among other things, that the Vancouver Port Authority and governments do a better job of enforcing previously mandated trucking rates paid by drayage carriers. VCTA-CAW Local 2006 President Paul Johal told local media some carriers' failure to pay agreed-upon rates is squeezing

independent truckers just as their collective agreements expire on Dec. 31.

In a desperate attempt to end a six-week wildcat strike by the owner-ops in 2005, the federal government mandated the VPA to enact a port licensing system, which included guaranteed rates paid to owner-ops, among other provisions. But Johal insists some drayage carriers still aren't complying and many of the longstanding problems facing port truckers—such as an efficient reservation system and issues with the VPA's dispute resolution mechanism—still have not been resolved.

The union, which represents about 20 percent of the unionized owner-ops working the port, is also complaining about the number of trucks servicing Vancouver ports.

In other words, as the union's critics suggest, the

VCTA-CAW isn't happy about being a growing minority hauling containers at the ports.

Not surprisingly, most company carriers only grudgingly complied with the mandatory licensing system when it was introduced. Louise Yako of the B.C. Trucking Association



(BCTA) tells us the group's position is still that "introducing economic regulations for a sector that has been economically deregulated doesn't make any sense," but from a practical perspective, BCTA did "recognize that if the licence system brings about some stability, which was clearly needed, then we could live with that."

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That's why, considering the concessions made by carriers, it's frustrating to listen to threats of labor unrest for the umpteenth time since the early '90s. "If some form of instability shows itself again with the [truck licence system] in place, I think the logical question would be to ask 'what's the point of imposing that system and those costs on a sector and raising the cost of doing business at the Pacific Gateway?'"

Meanwhile, owner-ops aren't the only coastal workers threatening to strike. By the time you read this, port workers and longshoremen might already be off the job. The workers entered a strike position Jan. 2. At press time talks between the B.C. Maritime Employers Association and the International Longshore and Warehouse Union were still ongoing.

Considering weak container traffic volumes over the last 18 months and a reputation that's quickly wearing thin, a two-pronged disruption is arguably the last thing the Vancouver Port needs to bring in the New Year. ▲

heard on the Street

■ One of Canada's largest private for-hire carriers continues to trim down. Winnipeg-based **PAUL'S HAULING GROUP** has sold the **GARDEWINE GROUP** to Calgary-based private-equity firm TriWest Capital Partners. The deal comes just a little more than a year after owner Paul Albrechtsen sold liquid bulk hauler Westcan Bulk of Edmonton to the same firm. TriWest subsequently merged Westcan with ice road hauler **RTL ROBINSON** to create one of the largest niche commodity carriers in Western Canada. (For more, see *Equity Sweat*, pg. 23.)

■ Doubts about the future of the popular **FERGUS TRUCK SHOW** have been dispelled. CFO Wayne Billings said the organizers—forced to relocate for the 2009 version of the four-day show—have narrowed their search to two possible locations, which will be announced in early January. Fergus, which is just outside Guelph, Ont., has been home to the show for the past 23 years but fell victim to its own success. It got too big for its acreage. Luckily, a relieved Billings said the search for a new venue is almost over.

ONTARIO ACHIEVERS RECOGNIZED

It took eight decades, but the **ONTARIO TRUCKING ASSOCIATION (OTA)** has named a woman to head up its board of directors. **Julie Tanguay**, president of **L.E. WALKER TRANSPORT** in St. Thomas, Ont., was elected chairwoman of the association during the OTA's annual convention in November. Tanguay was born into the trucking industry. In 1987, at the age of 23, she along with her sisters Laurie, Wendie and their mother

Jean took over the family trucking business. They have since grown it into one of Canada's largest and most respected fleets.

• **Vernon Erb**, founder of the **ERB GROUP OF COMPANIES**, was presented with the 2008 OTA-Trailmobile Service to Industry Award for his contributions to the trucking industry during the OTA's 82nd annual convention. Erb bought his first truck in 1959. During the next five decades the company grew from one truck to a fleet of more than 700 vehicles. In 1999, he stepped back from the company and his eldest son, Wendell, now oversees the business as general manager.

• A split-second decision to investigate a smoking car on the side of the road helped Ontario truck driver **Conrad Henry** save a life and earn the **2008 BRIDGESTONE FIRESTONE CANADIAN TRUCK HERO AWARD**. The award, given out at the OTA convention,



Conrad Henry

recognizes professional truck drivers who demonstrate courage, quick thinking and integrity in the face of an emergency. Last year on a return trip from Florida, Henry noticed a small fire under a car, which quickly grew, engulfing the vehicle. Henry was able to drag the disoriented driver away from the burning car and waited with him until police arrived.

• **Luke Langlois** of Brockville, Ont. has covered a lot of miles as a trucker and collision free at that, so no doubt he was a good choice for Ontario's top driver. The **KRISKA TRANSPORTATION** driver was named the 2008 OTA/Volvo Trucks Canada Driver of The Year and in a career spanning 20 years, he's logged two million collision-free miles. Each year the award goes to a professional transport driver who has a collision-free driving record and is an exemplary driver both on and off the road.

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Canada: Truck Sales Index

October 2008

CLASS 8	This Month	YTD '08	YTD '07	Share
International	904	5354	4898	25.3%
Freightliner	523	3966	4076	18.8%
Kenworth	271	3373	3531	16.0%
Peterbilt	129	2182	2594	10.3%
Volvo	199	1972	1538	9.3%
Sterling	176	1803	2153	8.5%
Mack	105	1436	1374	6.8%
Western Star	102	1036	1570	4.9%
TOTAL	2409	21,122	21,734	100.0%



CLASS 7	This Month	YTD '08	YTD '07	Share
International	161	1156	1027	35.2%
Peterbilt	57	598	553	18.2%
Kenworth	51	580	553	17.7%
Freightliner	29	376	483	11.5%
Hino Canada	21	324	404	9.9%
Sterling	33	248	271	7.6%
General Motors*	0	0	595	0.0%
Ford*	0	0	111	0.0%
TOTAL	352	3282	3997	100.0%



CLASS 6	This Month	YTD '08	YTD '07	Share
International	31	324	246	48.8%
Hino Canada	17	173	330	26.1%
Freightliner	9	119	95	17.9%
Sterling	9	48	27	7.2%
General Motors*	0	0	143	0.0%
Ford*	0	0	113	0.0%
TOTAL	66	664	954	100.0%



CLASS 5	This Month	YTD '08	YTD '07	Share
Sterling	53	729	144	36.6%
Hino Canada	57	561	644	28.2%
International	29	473	502	23.8%
Kenworth	11	187	0	9.4%
Freightliner	0	41	164	2.1%
Ford*	0	0	1834	0.0%
General Motors*	0	0	1194	0.0%
TOTAL	150	1991	4482	100.0%



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	28	166	12	91	400	148	9	31	0	19	904
Freightliner	7	66	33	5	278	63	64	7	0	0	523
Kenworth	31	125	18	8	42	38	9	0	0	0	271
Peterbilt	11	43	12	17	14	21	7	4	0	0	129
Volvo Trucks	17	19	12	35	73	34	8	1	0	0	199
Sterling	14	13	6	3	104	29	4	3	0	0	176
Mack	9	13	13	15	41	12	1	1	0	0	105
Western Star	9	35	2	2	30	13	11	0	0	0	102
TOTAL	126	480	108	176	982	358	113	47	0	19	2409

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

* The Canadian Vehicle Manufacturers' Association, which supplies these numbers, reports that it is in the process of making changes to its monthly GVW sales stats report. Until that project is completed, the sales stats report no longer contains Ford or General Motors monthly sales numbers or current YTD numbers. Because of this, we've defaulted these totals to zero for the time being. CVMA indicates that reported sales numbers for both OEMs will resume for the June 2008 monthly report. Thank you.



U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '08
Freightliner	2966	27,932
International	3671	26,478
Peterbilt	1533	14,438
Kenworth	1198	13,263
Volvo	1089	10,710
Mack	929	9761
Sterling	614	6471
Western Star	73	1018
Other	0	107
TOTAL	12,073	110,178



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Can't Fuel All The People All The Time

diesel *A Western Canadian diesel shortage. Who'd have believed it?*
By Steve Macleod

When a sudden shortage of diesel fuel hit Western Canada recently, drivers, carriers and customers were left feeling irritable, unenthusiastic and slightly unproductive.

Across Alberta, Saskatchewan and Manitoba, truckstops and cardlocks ran out of diesel. The retail outlets that didn't run dry resorted to rationing their fuel to keep it around as long as possible. Trucks were limited to the number of liters they could take each day and as a result deliveries were missed. That's not good for anybody.

The diesel shortage was due to scheduled and unscheduled maintenance at a handful of refineries in Alberta. It happened by surprise at the beginning of October and it took more than a month before inventories were restored and things were back to normal.

Under regular circumstances, one refinery slowing production for maintenance wouldn't cause a fuss. But in this case, three refineries experienced a slowdown in production at the same time. Oil refineries have very tight operating margins and the drop-off in diesel production had a lot of truckers running on fumes.

On a side note, diesel wasn't the only product that dropped off, but it was the most noticeable. The situation with jet fuel was not as serious because planes can change fueling points easier.

Gasoline was not as hard hit because it was outside the high consumption period. Neither did we hear of any homes going without heating oil.

Still, as far as trucking went, from the refineries to retail outlets to drivers it seemed nobody was ready. Truckers were left scrambling to find enough fuel to get from point A to point B and not very many outfits were prepared to operate in a world without diesel.

It would be more forgivable if this was the first time, but it wasn't.

In February 2007, Ontario suffered a shortage of diesel following a fire at a refinery in Nanticoke, Ont., and a subsequent strike by CN Rail. Western Canada even had a mini-shortage earlier last year. Unfortunately those events didn't create enough panic for a backup plan to be created.

The shortage would be forgivable if it were the first time, but it wasn't.

Anybody remember Y2K? When the clock struck midnight to close out 1999 a computer glitch was supposed to bring the world to a crashing halt, although I don't remember if that was 12:00 a.m. EST or MST...

I knew some people, actually some very close to me, who went to great lengths to prepare for the supposed disaster. They had cases of



four-liter jugs of water and flats of canned soup hidden away in their basement. And then nothing happened.

Leading up to that New Year's was a lot of strange activity. I didn't buy into the Y2K hype and luckily for me it was a non-event. Those people I talked about continued hoarding despite my criticism. Afterward, they said that if a bird flu pandemic actually hits, they'll need all their supplies.

In fact, it was recently revealed that truckers will be given priority status for

vaccinations if a bird flu pandemic does arrive in Canada.

Bureaucrats have recognized the need to keep our country supplied with basic necessities and the important role truckers will play in doing that. This is good news and thoughtful planning.

There are contingency plans for fatal diseases, terrorism attacks, natural disasters, and computer system crashes. All of which, may or may not ever happen.

Unless you can see into the future, planning for events that

might not occur can be a difficult exercise. But planning to be completely self-sufficient may be more important today than ever before.

With all the unexpected events that have happened in recent years and the effect events halfway around the world can have close to home, you never know what it might take to continue driving down the road. ▲

Steve Macleod is *Today's Trucking's* Western Editor. You can reach him at 780-633-9113 or smacleod@newcom.ca.

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Equity Sweat

trucking How Albertan Tom Kenny went from being a driver to sitting as CEO of a division of a private equity in, well, 23 short years. By Steve Macleod

Tom Kenny started in trucking in 1985 when he was 18 and his grandfather lent him the money to buy a '77 International cabover.

Working in Hardesty, Alta.—about two hours more east than south from Edmonton—Kenny hauled fertilizer, grain, and livestock for a year before joining L.E. Matchett Trucking.

Although Kenny says he didn't have CEO aspirations when he took the keys to his first truck, having a wife and four boys was motivation enough.

And though he's worked his way up to the top of the operation and a life behind the desk, Kenny still feels the pull of the road. He oversees about 435 trucks; he's lived through a number of acquisitions—seeing them from both sides—and he no longer works for a trucking company but rather an investment company. He still

heads out on the road from time to time to stay in touch with the drivers; and he loves getting behind the wheel.

But these days, he's Tom Kenny, CEO of Westcan Bulk Transport, a division of a private equity firm called TriWest.

More and more Canadian truckers are toying with equities. Kenny's is the story of one that worked as planned. Almost.

Kenny first came on board the Edmonton-based company about 16 years ago when Westcan purchased L.E. Matchett Trucking. At the time, Kenny owned two trucks and they were both leased to Matchett.

Westcan, meanwhile, was a division of Winnipeg's Paul's Hauling, owned by Paul Albrechtsen. When Westcan pur-



OUTSIDE THE BOX

The majority interest of LTL intermodal carrier Consolidated Fastfrate and its affiliates—Canada Drayage and Koch Transport—were acquired by a New York private equity firm in late 2007.

As part of the acquisition, Fastfrate's existing shareholders continued to hold a 25-percent stake in the company and Westerkirk Capital, a manager of private capital for a Canadian investor, will also own a minority interest.

It was the second major takeover of a Canadian trucking company by a U.S. private equity in 2007. In May of that year, Canada Cartage was bought by Providence, R.I. private equity firm Nautic Partners for \$140 million.

Meanwhile, a Vancouver marketing firm almost made a foray into trucking last summer, but the Montana-based carrier they were eyeing ran into financial trouble.

ActionView International was forced to postpone its move when two entities of Jim Palmer Trucking—Jim Palmer Equipment and Jim Palmer Equipment II—filed for Chapter 11.

chased Matchett, Kenny got his first taste of management.

A new name was adopted and new personnel were needed. Kenny became general manager in Edmonton. The com-

pany grew and developed a strong position in the bulk transportation market in western Canada; so when TriWest showed up in 2007, Kenny was ready to transfer his skills to the larger operation.

Westcan wasn't TriWest's first trucking effort. The equity was formed in 1998, with more than \$425 million in committed capital. The goal was to invest in established

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well-run companies with proven track records and sustainable competitive advantages. Its first trucking purchase was Highland Transport.

TriWest bought Highland in 2001 and sold it in 2004 to TransForce.

After that, TriWest purchased the venerable Northern Alberta general hauler, ice-road specialist, and family-owned RTL Robinson.

Then came the Westcan purchase and more recently, TriWest expanded again when Paul's sold off another asset—Gardewine—to Westcan for an undisclosed price.

And that's how Kenny got to be in charge of so many trucks.

According to Kenny, these types of buyout are designed to create minimal uncertainty around the office. The biggest change for Westcan was losing Paul's Hauling as a sister company, but RTL Robinson substituted into that role.

"The transition from Paul's Hauling to TriWest has been fairly smooth in terms of day-to-day operations, not much has changed," explains Kenny. "Our goal is now to grow the business and the experience and knowledge TriWest brings to our company will help achieve this goal."

While the trucking operations have retained their own management structures under TriWest, the carriers work closely to align best practices and maximize growth opportunities.

Westcan focuses on providing bulk transport services for a number of different industry sectors, primarily in western Canada and the northwest U.S., and they've been at it since 1964.

RTL Robinson had transformed since 1968 from a transportation company to a provider of transportation, construction and logistics services. Established in Canada's North, the carrier provides LTL service across the western arctic and is a key member in both summer and winter road construction.

The Gardewine Group has six divisions and dabbles in a bit of everything. While the company has expanded its reach, primary service in the past has been in Manitoba and northwestern Ontario.

Each of the carriers under TriWest operates in different markets and growth for each carrier likely won't come through

diversification, so the fleets will lean on each other create a better support network.

"Our sister companies have a positive impact on our business, and vice-versa," notes Kenny. "Through our relationship with RTL, we are able to develop synergies that will ultimately allow us to strengthen our position in the marketplace."

"We are looking to achieve growth both organically and by acquisition if the right

opportunities present themselves," says Kenny. "Alignment of our companies is another primary focus. This involves determining best practices, applying them in a way that is mutually beneficial, and working together as a cohesive team."

Increasingly, acquisitions are being viewed less as takeovers and more as an injection of new money, new ideas and new optimism. In other words, growth. ▲

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Site Seeing

safety How to avoid out-of-route side-trips when cruising the information highway. By Brian Botham

As a transportation consultant, I have to know every regulatory change that affects this industry. And there are so many of them I sometimes shake my head and wonder how regulators expect busy carriers to keep up to date.

I spend probably five to 10 hours a week on the Internet, looking at changes and proposed changes. And yes, reading some of these rules would drive anyone without a law degree crazy. But I suggest you try, if only to make you feel ready to face the business day.

Where, you're asking, does one begin? Especially when there are countless sites devoted to trucking, with the number increasing daily.

I've got a few suggestions, at least to get you started.

Of course the best place to launch your Internet search for anything related to trucking is www.todaystrucking.com.

The site has won the award for being Canada's top business magazine website for several years and it's easy to see why. The website is a virtual daily news service, full of regulatory info, news, opinions, and it's updated throughout the day.

You can read past issues of the magazine, join discussions, research trucking issues and sign up for email alerts and new-product newsletters. (*Editor's note: Why not just make www.todaystrucking.com your homepage?*)

A site devoted to federal rules is www.tc.gc.ca. This is Transport Canada's page on

all things transportation, from airplanes to zero-emissions engines. Want something on dangerous goods? Hours of Service? Safety fitness certificates? All information out of Ottawa is here for the clicking.

Each province and territory maintains an elaborate website that will allow you to look up current and proposed laws and bills.

Just google "Ministry of Transportation," followed by the province's name.

Another great website, www.ccmta.ca, has loads of information and stats on trucking. You will also find the National Safety Code here. That's the over-arching list of rules that all the provinces and territories must adapt to their own legislation.

Want to get an early lead on what new laws governments are proposing? Head to the Canada Gazette at www.canadagazette.gc.ca. This is where you can learn about new laws at first, second or third reading. Each province publishes a gazette, too.

For truckers who operate in the U.S., one of the best sites is www.fmcsa.dot.gov. This site provides all of the rules and regulations carriers in the U.S. must abide by. It also gives interpretations and frequently asked questions to most of the rules. You can search by regulation number or just by wording.

One of the greatest tools



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Stick with a few trusted sites online

Another good website for U.S. information is The Federal Register Main Page www.gpoaccess.gov. The Federal Register is the official daily publication for rules, proposed rules, and notices of federal agencies and organizations, as well as executive orders and other presidential documents.

How about hazmat rules and regulations for the U.S.? Click on www.phmsa.dot.gov/hazmat. It's the official website for U.S. DOT Pipeline and Hazardous Materials Safety Administration.

One of the greatest websites out there is www.safersys.org. This U.S. website lets you search every carrier who is licensed to operate in the U.S. and view their safety records. You can search by U.S. DOT-registration number, ICC number or by the carrier name and location. (I wish we had something like this in Canada.)

that almost all of these websites have is email alerts. Many sites will automatically send you emails to let you know when there are regulatory changes. You can also sign up for truck-industry alerts with search engines like Google.

Finally, I should add that one of the Internet's strengths is also its greatest failing. There's simply too much information out there and much of it is, frankly, useless.

If you're not careful, you can find yourself strolling down all sorts of paths you don't want to follow as well as distracted by interconnecting links that can take you down other time-wasting information byways. Personally, I go to a few trusted sites every day, and do my level best to avoid the mountains of online nonsense. ▲

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

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A Smaller Fleet's Recipes For Success

tips *Why not take a few minutes to put together a guide for new hires?*
By Michaela Ludwig

Inefficiencies within your business cost you a lot of time. And as my father likes to point out, glaring at his watch, "time costs money."

You wouldn't set a new cook loose in your kitchen without first telling him or her where the flour, milk and eggs are, right? So why do it to freshly hired staff?

No two businesses are alike. Just because somebody knows his way around a cab or engine compartment doesn't mean he knows your company's quirks.

My grandmother (the de-facto administrator of our family trucking company) once told me it takes at least two years before a new employee is working to his or her potential, simply because it takes that long to learn all the little things one needs to know about a business. No one can be expected to be as efficient and knowledgeable as the owner right away, but there are ways to make the learning process smoother.

During my senior years of high school and while I attended college, I used to come home to help my grandmother with payroll or other office duties. And, without fail, I would have to ask, "Which filing cabinet is for accounts payable?" "Where does this bill go?" "How do I access this file on the payroll program?" My grandmother spent half of her day explaining where everything went, and, inevitably, at the end of the day, we were behind in our work.

A good way to ensure your new employees adapt to your business smoothly would be to provide them with a recipe book, of sorts, that outlines the ins, outs and wheres of your business.

My family operates a trucking company and three apple orchards in south-western Ontario.

got sent back. This might seem like common sense, but sometimes people forget—a custom "recipe book" for your business would help eliminate that extra time spent on mistakes.

When heading out to a new destination, my father and aunt always provide drivers with a map. Few



Within the property limits of the business, there's space for trucks, trailers, gas tanks, forklifts, apple bins, tractors and employee parking. Obviously, trucks can't be parked where the forklifts are supposed to go, trailers can't be squeezed into spaces that are meant for apple bins. I'm sure every operation has similar logistic puzzles.

A simple map of your grounds would show drivers where they can park cars, where they can set down their trailers and where they can leave their trucks until the next trip.

An outline of standard rules might also be helpful. My father told me the other day that one of his drivers cut the seal on a delivery before the customer saw it. The load

important spaces left blank on log books.

Simple things that we often forget, such as labels on filing cabinets—accounts payable, accounts receivable, etc.,—can point your new staff in the right direction, without you having to point it out for them.

A tip sheet to help staff through your computer programs; a list of important names and phone numbers; and where to find sugar cubes, milk and ground coffee, they're all important.

This could be the journalist in me talking, but I also believe everyone should carry a 2-x-5-in. spiral-bound notebook. That way your

A simple map of your grounds would show drivers where they can park cars, where they can set down their trailers and where they can leave their trucks until the next trip.

headaches compare with a 2:00-a.m.- where-the-heck-am-I phone call from a lost driver.

Often, a map from someone who has been to a destination can be more helpful than GPS. Satellites seldom know if certain highways are notorious for back-ups, or that Stanley Street, instead of Coronation Street, will get you to your drop-off or pick-up location faster and with less hassle.

Checklists and written explanations for filling out various documents also help prevent forgotten items or

employees can write down their own tips, tricks, hints and things to remember.

Every recipe book will be different for every business, but if you can help make the break-in period for your employees easier, smoother and more enjoyable, they can start work faster and become more efficient in less time. And that's money in your pocket. ▲

Michaela Ludwig is a reporter with the Innisfail, Alta., Province newspaper and her family operates Ludwig Transport, based in Simcoe, Ont.

Fuel Efficiency

Here's half a dozen ways to trim your fuel bill.

BY ROLF LOCKWOOD

Surviving the mess we're in can't possibly be achieved by cutting expenses alone. It's going to take intelligent strategies and clever tactics... and probably a whole bunch of luck.

Chances are, you've already trimmed your operation down to the bone anyway, and you might even have started that process years ago. So what's left to cut? Well, there's always something.

Your fuel bill is the obvious place to start looking. Even though a barrel of oil costs about a third of what it did last July, and diesel is probably back to second place—after drivers—in your hit parade of expenses, it's still a mighty big charge. And a useful target.

Here's the **TOP HALF-DOZEN** potential fuel savers:

1 Drivers are the key because the difference between the best and the worst truck pilot is huge in terms of fuel economy. The Technology and Maintenance Council (TMC) puts drivers at the top of the list of controllable fuel factors, not surprisingly. The best driver, it says, represents a fuel-consumption gain of as much as 35 percent. Which implies that one of the best things you can do is monitor your drivers and coach the poor performers on things like short-shifting. If you don't already have one, now's the time for an incentive program.

2 Second on that fuel-saver list, no surprise here either, is road speed. If you

have aerodynamic tractors, you'll save five to eight percent when you drop just 8 km/h or 5 mph from 105 km/h. If your mighty steeds are without aero tricks, the difference is greater—you'll save as much as 15 percent. That's because slicing through the air is your biggest horsepower draw above 80 clicks. Below that, you'll see most rolling resistance from your tires.

Testing over the years, and Lord knows there's been a ton of it, has shown the role of speed in a thousand ways. But let's just take one TMC-sanctioned test result: dropping road speed from 105 km/h to 90 brought a 22-percent fuel-consumption improvement for a cost of about 18 percent in extra travel time. Your dispatch office may have to work with customers to fit that trip-time difference into the mix, but the result is obviously worth it. Getting drivers to buy in might be a different challenge.

There will be other gains if you can pull that one off. Engine makers say your maintenance costs will drop substantially and engine durability will rise. Same with tires.

3 And then there's idling, about which too many words have been written. It's just so obvious that idle time has to be kept to a minimum, though you can't let drivers freeze to death in Prince Albert. Teach them that five minutes of warm-up time is enough, and that the time spent parking is enough to cool down the engine.

If you don't already have auxiliary power units or heaters but can spend a little bit, like under \$1,000, a diesel-fired bunk heater can save a lot of idling time and pay for itself quickly. An APU or one of the newer electric power options may be the best ways to go, but we'll presume little or no spending here.

4 Maintain your tires and you'll reap rewards—every 10 psi that a truck's

SAM'S SAVINGS: Wal-Mart began equipping its fleet with APUs about two years ago, to reduce truck idling at its stores and distribution centers. And now it saves more than US\$25 million a year in fuel costs. It aims to make the fleet 50-percent more energy efficient by 2015.



SURVIVAL TAC



GO LONG ON TRAILERS: One of the most innovative Canadian fleets is Sunbury Transport of Saint John, N.B. This long-combination vehicle is taking part in LCV trials in Nova Scotia and New Brunswick and it sports all manner of fuel-saving devices, including wide-base single tires and trailer skirts.

tires are underinflated reduces fuel economy by one percent. Again, if you can spend a little money, an automatic tire inflation system can maintain proper tire pressure while you drive, offering payback in as little as a year.

Note that tire sidewalls flex more at higher speeds, which leads to more friction, higher tire temperatures, and thus 10- to 30-percent greater wear rates. Energy spent generating heat in the tires doesn't

contribute to moving the vehicle. Cool tires are more fuel-efficient than tires made to run hot.

Check your wheel alignment too. You can improve fuel economy and lengthen tire life substantially by reducing tire scrub caused by improperly aligned axles.

And when it comes time to replace tires, note that there's a fuel-efficiency benefit to low-profile tires, and even more if you can make the switch to wide-base singles.

TICS

1.7 MILLION DOLLARS HAPPIER THAN HE WAS YESTERDAY.



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Fuel Efficiency



CASING STUDY: Gorski Bulk Transport of Oldcastle, Ont., has been installing diesel-fired bunk heaters and is switching to wide-based single tires. Company President Ted Gorski says they've seen an increase in fuel economy from six to nine percent on the tractors using single tires.



"At least four percent" is the fuel-saving claim that Michelin makes for its wide single tires when used on both tractor and trailer in a typical 80,000-lb U.S. spec. Bridgestone says you'll save between two and five percent in line-haul work. Now that we have the regulatory go-ahead on singles, maybe it's time to switch.

5 Planning your routes more precisely, reducing backtracking, loading more efficiently, all these come under the 'working smarter' banner and they can have a big impact on the fuel bottom line. Saving just 10 km a day per truck will eliminate something like 2,200 km a year, which is over \$300 worth of fuel. Doesn't sound like a huge amount, but how many trucks do you have? Do the math and you'll soon see thousands.

Here's where one small investment, \$250 or so for GPS units to stick on the dash or windshield of your trucks, can save quite a few bucks. You might even pay for them within just a few trips. Out-of-route miles account for three to 10-percent of a typical driver's total mileage, we're told, which can add up to thousands of dollars in needless fuel consumption over the course of a year.

At the simplest level, you'll likely save time and fuel money just by making sure your drivers know their destination's address before you dispatch them. Sounds obvious, but ask your drivers how often it's an issue. You may be surprised by the answer.

And while you won't always have a choice in the matter, it's worth knowing that driving on a flat multi-lane or interstate highway will consume four-to-11-percent less fuel compared to a flat two-lane highway because there will be less slowing and re-accelerating. You'll gain 25-to-35-percent fuel efficiency by using that flat multi-lane highway instead of an urban route that's 50-percent stop-and-go.

6 Even if you don't have the most aerodynamic tractors, you can still minimize drag resulting from crosswinds and turbulent air by shrinking the gap between tractor and trailer to smooth the air flow. Beyond approximately 30 in., every 10-in. increase in the tractor-to-trailer gap increases aerodynamic drag by approximately two percent. If axle weights allow, slide the fifth wheel forward.

And if your yardful of trailers offers you the choice, note that pulling a modern van trailer with straight sides and rounded corners at the front will bring you as much as five-percent better fuel economy compared to a square-cornered van with vertical ribs on the side.

Of course, if you're willing and able to spend a bit of money, adding trailer skirts can also make a big difference in linehaul fuel bills.

But mostly, saving fuel is a matter of diligence, not spending, of looking at the small things as much as the big ones. ▲

PeopleNet Adds Satellite for Universal Coverage



By Jamie Williams
President
PeopleNet Canada

Truly universal coverage is coming from PeopleNet Canada.

We have shipped 25 satellite communications units to selected customer test fleets in Canada. We expect our new satellite product will be commercially available for all in November.

That means before year's end, PeopleNet Canada customers will be able to install PeopleNet satellite communications modems in their fleets or on individual trucks within a fleet.

PeopleNet satellite works alongside our multi-network framework. There will be no need to choose one or the other. Both can be available on a PeopleNet-equipped truck. Customers can use our classic wireless network wherever available and the new satellite system only as needed.

The choice will be automatic, invisible and seamless to drivers and operating staff, but customers will control what kinds of data can be sent when the satellite option is used. For example, vehicle location and messages can be sent via satellite when necessary while more data-heavy transmissions, say documents or images, can be held for wide-band wireless access.

The choice will enable PeopleNet customers to use the most economical means of communication from any location at all, including the northernmost points on the continent.

PeopleNet satellite coverage is provided through a partnership with Iridium, a system of 66 active satellites providing reliable, round-the-clock coverage for the military, the petroleum industry, scientists, frequent world travelers and now, for PeopleNet fleets.

PeopleNet Canada has always offered the best, most comprehensive, ground-based wireless communications as well as rugged onboard hardware and the industry's most intuitive, profit-driving applications. Our new BLU platform sets the standard for driver-friendly features and open architecture. Our PerformX, PACOS and eDriver Log applications help drivers perform better. Our partnerships with leading technology companies provide PeopleNet customers with the best, most cost effective services available – from spoken, turn-by-turn directions to in-cab scanning and more.

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Taking Cover

Drivers are aging. They can't afford to gamble on health and business insurance coverage. So neither can you.

BY JIM PARK

Steve got the call from his doctor while he was traveling through Kansas. He knew the news was not going to be good.

While doctors cannot pass along "bad news" over the phone, Steve (not his real name) had pre-arranged to have the doctor call and say he should make an appointment as soon as possible. That was the cue that his doctors had found a malignancy. Steve had throat cancer.

He later learned the surgery would happen within a couple of weeks, and recovery and continued therapy would likely keep him off the road for at least three months. A couple of weeks didn't leave much time to prepare for the prolonged and difficult time ahead. At least he had some insurance.

Years earlier, when he bought his first truck, his accountant had stressed the importance of protecting himself, his family, and his business against just such an eventuality. Two trucks later, with a growing family and change in perspective,

Steve gave in and bought a disability plan. In retrospect, he's glad he did, but admits he just didn't see the need when he was younger.

"We just don't foresee this kind of thing happening to us when we're young. I didn't anyway," he says.

He's covered for a time, though he'll have to get through the first month on his own before the insurance kicks in. Even then, it provides only 75 percent of his normal income.

His truck payment is a different matter. He never did buy any downtime coverage. He bought life insurance on the loan, and short-term disability coverage too, but it contained a "pre-existing condition" clause. It was determined that because he was a smoker, the cancer had likely begun prior to the time he bought the policy. He'll have to come up with at least three months of payments on his own.

We've all heard stories like Steve's, yet more drivers, owner-ops and other self-employed people in trucking simply



dismiss the risks, betting, as Steve had done earlier in his career, that nothing would ever happen to him.

Drivers are particularly vulnerable to income disruptions arising from illness or accident—especially owner-operators—because there's little opportunity to be reassigned other work during recovery. There is a real need for drivers to look at some sort of income protection and insurance coverage.

Don't be lulled into believing that Workers' Comp (or whatever it's called where you live), your provincial health care plan, or even statutory accident benefits built into your insurance policy will be enough to get your people through. While there's nothing particularly wrong with any of these options, you should be aware that their limits might not meet their needs.

Provincial health care plans all have caps on out-of-province coverage (these vary by province), leaving either the carrier or the individual driver to pony up for whatever isn't covered if something happens away from home. Workers' compensation plans cover only work-related

FLIPPING EXPENSIVE:
Unforeseen health costs can
cripple your business.



PROTECTION PLANS

HERE'S A SAMPLING OF SOME OF THE INSURANCE PLANS AVAILABLE TO OWNER-OPERATORS AS SUPPLEMENTAL COVERAGE, OR AS THE PRIMARY LINE OF PROTECTION.



■ **DOWNTIME COVERAGE** provides income replacement if an owner-operator's truck is disabled by an accident or theft. It's intended to cover payments and other business overhead. Coverage sometimes includes towing and roadside service calls. Usually subject to dollar and time limits.

■ **DEDUCTIBLE BUY-DOWN** is insurance on insurance. Carrier deductibles today can be astronomical, so buy-down insurance helps lower deductibles or it can serve as infill coverage for claims less than the deductible.

■ **OUT-OF-PROVINCE MEDICAL** plans provide coverage over and above what provincial health care plans offer for unexpected emergency medical expenses resulting from injury or illness while traveling out of province. Usually in effect 24/7, not just for work-related injuries. Often subject to medical pre-screening, and coverage it can be limited or restricted due to pre-existing conditions and/or age.

■ **CRITICAL ILLNESS & DISABILITY** provides a limited income in the event of a illness or injury that prevents an employee from working. Short-term plans cover the anticipated recovery period, while long-term plans may provide lump-sum payments in the event of a total disability, or retraining for another line of work.

■ **EXTENDED HEALTH** plans provide coverage for health-related costs such as drugs, dental and extended health care. Plans vary by provider; some offer a menu of coverage, some bundles of coverage. Prices vary according to needs.

injuries. If you fell from a trailer and broke a leg, for example, you'd be covered to some extent. If you suffer a heart attack or your appendix heads south while on the job, you'd probably not be covered.

Many carriers offer supplemental out-of-province health-care coverage, disability, and travel insurance to company drivers as a benefit. Take a serious look at what your insurance plan offers, and what additional coverage might be available. The important thing is to evaluate what coverage you need and gauge the cost.

Owner-operators often don't fit into company-paid plans because many of the benefits are taxable upon receipt. Since the owner-operator is not an employee of the carrier, any behavior that makes the owner-operator look more like an employee than a contractor jeopardizes the driver's independent status.

Some carriers require owner-operators and even company drivers to have some supplemental coverage.

And don't forget about how the right insurance package can be a powerful lure for potential owner-operators or regular staff. (See "Why Grey Matters," pg. 37)

There's quite an array of insurance

products on the market today for drivers and owner-ops, and as you might imagine, they're not all created equal. Glenn Caldwell, national accounts sales manager for National Truck League, suggests working with an experienced broker on a personal needs assessment before you buy any coverage.

"You'll have to balance what you want or need with what you can afford," he cautions. "It's easy to want more coverage than you can truly afford, and it's just as easy to overlook something important. Your needs will change with time, so it's also important to re-evaluate existing coverage from time to time."

Business insurance is pretty straightforward. A person has to cover financial obligations if he can't work, or in the case of deductible buy-down insurance, he will want adequate coverage based on the deductible and what cash he has on hand if it's needed. The difference is what you should buy.

Health and disability plans are a little more complex, but the objective is simple. You want coverage for personal needs (extended care, retraining, lump sum payment, etc.) in case a person's ability to earn



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WHY GREY MATTERS

Lina Demedeiros is a "living benefits specialist" with LMD Insurance and Wealth Management and says that the aging driver pool is reason enough to re-examine your staff as well as owner-operator insurance policies.

The average owner-operator is between 45 and 60 years old. They're not getting any younger.

"I believe now is the time to educate people on proper personal risk management to maintain their business and this should start on the corporate side since at the end of the day everyone stands to gain," she told *Today's Trucking*. She also suggests carriers approach the question of extra coverage as partners with owner-operators.

"The owner-operator is just looking to



get the job done and be paid fairly, all he expects is that you work with him on his goals. So if you can, you should protect his interests in the most cost-effective way since you understand the business so well

while the owner-operator delivers your much-needed service."

She's an advocate of insurance beyond WSIB and advises you talk to a broker about your options.

"Loss-of-income insurance can cost as much as \$2,500 to \$3,600 annually. It protects for both injury and illness.

WSIB on the other hand, offers more administration and only covers work-related injuries. Cost: \$5.70 per \$100 of replacement income.

If a self-employed individual grosses \$150K, WSIB would cost between \$3,500 and \$4,000.

a living is interrupted or cut off completely. People may need more coverage as they get older because of the increased risk for things like heart disease, prostate cancer, back trouble, diabetes, etc. Younger drivers may not have the same concerns, and may have more opportunity to retrain for another career.

One benefit that is often overlooked is coverage for illness. Although most owner-operators have purchased some form of injury coverage, many have not considered how they would handle a sickness that lays

them up for a period of time. The best time to invest in sickness or critical-illness benefits is when you are young and healthy because policies are generally less expensive. Buy it when you don't think you will need it and it will be there when you do.

If you're like most people, you'll find insurance language nearly unfathomable. However, it's important that you read and understand the policies you're buying. And this is where trust plays a role. Go through the actual wording of the policy

with the agent or broker and be sure you understand it. If they hand you a plain-language policy summary, and say "it's all in here," be leery.

Caldwell also advises buyers beware policies with second-payer clauses, especially when purchasing Emergency Travel Medical or a WSIB Alternative. Policies that are second payer only kick in after all other policies have been exhausted. This means if it's a traffic-related injury, your company's auto policy could be hit first, which basically contradicts the main reason for purchasing a program in the first place.

Our friend Steve got the message before it was too late, but he admits that he should have done something earlier to protect his family.

"While my wife was working, and before we started the family, the need for supplemental income wasn't that urgent. Why I waited until the kids were in school, I can't answer," he says. "I guess I was lucky I bought when I did." ▲

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43 Lockwood's Products



SPEC SHEET KENWORTH T170

- PACCAR PX-6 engine, 6.7-liter, 200-300 HP, 520 - 660 lb-ft of torque
- 160-amp alternator
- PACCAR 12-volt starter
- Two PACCAR dual-purpose batteries
- Allison 1000RDS 5-speed

The extended-cab option on class-8 Kenworths would improve matters, and it's now available in midrange models.

Now, eyes up to the instrument panel. The big-rig-style rectangular shape has a wood-grain finish and large, simple gauges that provide no-nonsense information. Never mind that there really aren't that many (speedo, tach, three engine-condition indicators and fuel level), because there's also an electronic readout with further info.

The headlight switch is an easy-operating push-pull type. It's at the lower-left corner of the dash instead of up and to the right of the steering wheel, as the toggle and rocker switches are on many big KWs.

The cab offers good outward visibility through large, multiple windows, including optional curved glass in each rear corner. The view over the short, sloped hood is good to the front but more limited to the right side, until I got used to peering over it and through the peep window in the passenger's door.

The flat glass in each mirror was remotely adjustable, so the view to the rear was good, as well.

An air-ride seat with a built-in compressor (the truck has hydraulic brakes and therefore no air system) had many adjustments, and a tilt-and-telescoping steering column allows just-right wheel placement for almost anyone.

This little T had the optional Allison 1000 Rugged Duty Series 5-speed automatic transmission that removed most of

Ride-sized

test drive Kenworth's T170's just right if 19.5K lbs is enough.
By Tom Berg

Right sizing" is a management buzzword that makes sense, if applied correctly. In trucks, it means buying and running what you need, no more and no less.

This Kenworth T170 is an example. Its chassis and powertrain are engineered for class-5 hauling jobs, but its big-rig-style cab makes you feel like you got more than you expected.

The T170's frame, powertrain, axles, suspension and brakes have sufficient heft for its 19,500-lb gross vehicle weight rating, but not so much that the "little" KW must be priced out of the segment. In fact, it costs only \$2,000 to \$3,000 more than a volume-produced Class 5 truck, and with factory incentives it might be priced about the same, according to Dave Effinger, general manager of Peterson Truck Center in Louisville, Ky., who had the truck prepared for my recent drive.

The T170's cab is virtually the same as

the rugged aluminum structure used in KW's heavy Ts and Ws, which you'd know as soon as you hop in and try to close the door. With the windows shut, the door hits an air bubble because the cab is air-tight.

You've got to crack open your window and then close it.

That's part of a KW's charm, and drivers will appreciate it so much that they'll probably ignore the cramped confines inside. The cab is tall but comparatively narrow and short.

The narrowness is okay if only one or two guys will be in the truck, but the shortness means you can't move the seat back to stretch your legs.

Though there's no doghouse inside, the firewall cants in at the bottom to make room for the engine under the short hood. This forces the accelerator and brake pedals rearward, and I had to bend my right leg 90 degrees to operate them.

In Gear

the work from driving. On its push-button selector was an M-for-manual button and Up and Down arrows that allow you to control shifting, but I soon left it alone because the tranny seemed to know what it was doing.

It made the most of the gutsy 260-hp Paccar PX-6 diesel, shifting up or down just about when I would've. It downshifted almost aggressively as I slowed for traffic

lights. An exhaust brake was very powerful, all but eliminating the need for the hydraulic-disc service brakes except at very low speeds. The exhaust brake rapped like a Jake, something guys and gals who enjoy driving will appreciate.

The T170's lively performance was impressive because there were several tons of stone in the aluminum dump bed behind the cab. Only the well-settled ride

WHEN TWO DOORS WON'T DO

KENWORTH recently announced an aftermarket crew-cab conversion option for the T170, as well its confreres the T270 and T370. The option, says Kenworth, is ideal for the fuel oil, fire and rescue, towing and recovery, leasing and rental market, and utility segments.

The 157-inch BBC crew cab uses a one-piece fiberglass roof with 4-in. raised rear section, which provides up to



61 inches of interior height. The remaining crew cab structure is aluminum and provides an additional 52

inches of length and is 84 inches wide at the rear. You can also order an extended horizontal exhaust pipe, separate heater or heater/air conditioner, exterior access steps, carpet and custom trim packages.

hinted at the weight, but running with an empty body a little later during my visit added a bit of bounce to the driving experience. Still, the ride was smooth and not at all harsh.

That dump bed was one of numerous types available with an Ampliroll dual-pivot hook-lift body, which turns any truck into a multi-tasker.

While the hydraulic hook-lift mechanism isn't cheap, it allows one truck to do the work of two, three or more. Merrel Corp., the equipment manufacturer, makes bodies, as do companies it has partnered with, according to its web site.

Peterson technician Terry Julius dropped the loaded dump bed into a slot at the rear of the parking lot and pulled aboard an empty dumper of another style—a third body nearby was a flatbed—and I was back on the road.

Maneuvering the truck for the body switch was easy because it had a tight turning radius—something I further proved by spinning it in circles several times—and backing it was a no-worry exercise because of all the windows in the rear of the cab.

The T170 was a fun truck to drive and it has all indications of being a rugged and long-lived one, too. ▲

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ANTISPLASH TIRE

MICHELIN'S XZA3 ANTISPLASH TIRE REDUCES SPLASH IMPACT



The new **MICHELIN XZA3** tire with patented Antisplash deflector on both sidewalls is said to improve highway safety by lowering the trajectory of water spray. That means less water on windshields, significantly improving overall visibility in heavy rain for oncoming and overtaking motorists, as well as truck drivers. It's available in one size—275/80R22.5.

While offering enhanced visibility, Michelin says the new tire builds on the performance benefits of the standard XZA3 all-position tire. Advanced Technology compounding with 19/32nds tread depth is said to help reduce the tire's rolling resistance and increase fuel efficiency. With an 80-percent wider shoulder rib than the XZA2 Antisplash model, the new tire offers enhanced resistance to uneven shoulder wear. The XZA3 Antisplash tire's directional miniature sipes in the groove walls help defend against the onset of irregular wear and contribute to long original tread life. The casing's durability and endurance allow for multiple retreads when the tire is properly cared for. Like the original XZA3, its Antisplash brother carries a 7-year/70,000-mile/3-retread casing warranty.

The Antisplash feature, first introduced in November 2006 on the XZA2,

reduces splash trajectory height by more than 50 percent compared to standard truck tires, Michelin says. Unlike the XZA2 Antisplash tire which had the feature only on one side, the new tire features the Antisplash deflector on both sidewalls. It's directional to half life, allowing for tire rotation later. An all-position tire, it's optimized for splash reduction in steer-axle service.

See www.michelintruck.com

DURON LINEUP GROWS

PETRO-CANADA ADDS DURON-E 10W-30 ENGINE LUBE

Petro-Canada's Duron-E 10W-30 is a new addition to its line of API CJ-4 heavy-duty engine oils. Specially formulated for both on- and off-road fleets, it's said to provide a number of performance benefits, including excellent soot dispersancy, extended drain capabilities, low engine wear and good top-up and cold start-up performance. The company's CJ-4 product offering also includes Duron-E Synthetic 10W-40 and 0W-40, Duron-E XL Synthetic Blend 15W-40, and Duron-E 15W-40.



The new 10W-30 lube is suitable for

4-stroke diesel, gasoline and natural gas automotive applications where SAE 10W-30 is recommended. Applications include 2007 engines equipped with exhaust aftertreatment devices such as diesel particulate filters and catalytic reactors. It's completely back-serviceable and not only fits into the CJ-4 category but also CI-4 Plus, CI-4, CH-4 and CG-4/SM. OEM credentials currently include Caterpillar ECF-3, ECF-2, ECF-1-a; Cummins CES 20081; Volvo VDS-4; and Renault VI RLD 3.

See www.lubricants.petro-canada.com

PETERBILT HYBRID TRACTOR

PACCAR TAKING ORDERS

Peterbilt says the new Model 335 hybrid/electric, aimed at applications like beverage and regional hauling, is available for order. It uses the Eaton Hybrid Electric Power System with an electric motor that



assists the Paccar PX-6 engine with supplemental torque for up to 25 percent fuel economy gains in local hauls.

The tractor also features the Paccar-proprietary in-dash 7-in. Hybrid System Monitor. It shows information regarding fuel economy and the battery's state of charge, as well as full diagnostic capabilities for the hybrid system including system operating status.

Peterbilt is also developing two heavy-duty hybrid configurations: a Model 320 Hydraulic Launch Assist (HLA) vehicle for vocational and stop-and-go applications and a Model 386 Hybrid Electric vehicle for long-haul applications.

See www.peterbilt.com

MACK, VOLVO REMAN DPFs

Both MACK and VOLVO have launched a large-scale program to remanufacture diesel particulate filters at their remanufacturing center in Middletown, Pa. There are now enough 2007 engines reaching the point where DPF regenerations won't be enough, where an out-of-truck cleaning or a new/reman filter is needed.

DPFs use ceramic filter elements to trap and contain particulate matter in engine exhaust. The buildup of fine ash in there has to be removed from the filter element, somewhere between 150,000 and 400,000 miles on most engines. The Mack/Volvo DPF filter element can be removed fairly quickly and a replacement filter readily substituted, saving time compared to cleaning the old one.

The DPFs are remanufactured to more than 90 percent of their original capacity. The process begins by blowing air across the filter element and removing ash and other contaminants with a powerful vacuum. Filters with a high level of oil or particulate buildup are baked in ovens to further reduce ash and contaminants.

Mack and Volvo say the reman process can even clean and remove ash from a fully plugged DPF, and can also detect cracked filter elements.



MULTI-TEMP REEFER

CARRIER'S SUPRA 950MT COMPLETES UPGRADE OF LINE

The new Supra 950MT straight-truck refrigeration unit from **Carrier**

Transicold delivers high-capacity performance plus better serviceability, lower sound output, and improved appearance compared to its predecessor, the company



says. It also features electric standby capability, which means it can be plugged into a power supply when stationary, eliminating the need to consume diesel fuel during loading and unloading.

Carrier says it took the best features of the 950MT's predecessor, the Genesis R90, and combined them with the improved features of the latest Supra single-temp units.

The new system has a cooling capacity of 20,500 Btu/h at a setpoint of 0 F at 100 F ambient conditions. As a split system, it uses separate SlimLine evaporators for each of two cooling compartments within the cargo area. Without a host evaporator at the front, truck owners have greater flexibility configuring compartments.

Electrical systems were redesigned to be simpler, more efficient and more robust for improved reliability and serviceability, Carrier says. Heating functionality no longer requires a separate capacitor module, making the system easier to install.

The new unit features a dual-purpose standby motor. Rather than having separate components, the motor also works as an induction generator, providing power to run heaters and fans.

The Supra 950MT also includes an improved belt-tensioning system, an extended oil-drain fitting, and other features for ease of service. As with other Supra units, Carrier says the housing has a more streamlined appearance while also offering better acoustics, viewing ports for checking fluid levels without opening doors on the unit, and grab bars on both sides that provide convenient grips for service technicians.

See www.trucktrailer.carrier.com

VOLVO D12 REMAN

D12 SERIES ENGINES ARE NOW AVAILABLE IN REMANUFACTURED FORM

Volvo Trucks North America now offers Volvo D12 engines as a North American remanufactured product. They offer the same performance as new Volvo engines, backed with a two-

year/unlimited-mileage warranty.

The Reman D12 is remanufactured at the Middletown Remanufacturing Center (MRC) in Middletown, Pa. Previously, remanufactured D12s for North America were shipped from Europe as complete engines.

Now, each engine is delivered as a 'basic engine' (also known as a 'long block'), which allows customers to re-use external components such as alternators from their original D12. Each one includes a remanufactured cylinder block, cylinder head, accessory drive, connecting rods, and oil pump. Also included are new piston rings, cylinder liners, bearings, bushings, gaskets, and seals.



Volvo D12 engine

Reman D12s are completely disassembled and cleaned. Each component is inspected and measured against Volvo's original equipment and Volvo Reman specifications. All critical components and high-wear items are replaced with new components.

See www.volvotrucks.us.com

VOCATIONAL AIR SUSPENSION

THE PRIMAAX EX AIR SUSPENSION IMPROVES DURABILITY FOR VOCATIONAL TRUCKERS

Hendrickson has introduced the Primaax EX system, an enhanced version of the original heavy-duty, vocational truck air suspension with the same name. It's said to improve durability and performance while being light in weight. Refinements include enhanced joint integrity and durability, improved handling, increased air-spring capacity, greater disc brake compatibility, and improved resistance to torque-rod bushing walk-out.



Launched in 2003, the Primaax line is used in a variety of vocational and construction applications including concrete mixers, dump trucks, heavy-haul tractors, refuse vehicles, truck-mounted cranes, and logging trucks.

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WEBSITE

PATHFINDER FOLK OPENING NEW PATHS

NISSAN ENTERS COMMERCIAL TRUCK BUSINESS

The very same December day that the CEOs of GM, Ford and Chrysler were pulling up to Washington, D.C., to look for help from the American government, a Japanese automaker was back in Detroit, announcing huge investment in North America, as well as the introduction of a couple of game-changing light-duty trucks.

The company was **NISSAN**. They're entering the North American commercial truck market in 2010.

And the game-changers: The Nissan NV2500 and the Nissan NV 200, two radically new light-duty high-tech vehicles.

Both were unveiled, in concept stage, at a press conference at Nissan North America's Detroit design studio in the Motown suburb of Farmington Hills.

Headquarters for Nissan's commercial vehicle (CV) operation in Canada will be in Mississauga, Ont., and the Nissan plant in Canton, Mississippi, will be the manufacturing base for the North American truck operation.

Nissan already sells commercial vehicles in 73 percent of the world's markets, including Japan, Europe, Mexico and the Middle East. Currently, Nissan plans to compete in classes one through five. There are no plans for heavy-duty Nissans.

"Globally," says Nissan's Jeff Parent, who is heading up the newly formed Canadian team "the CV business is a substantial part of Nissan's sales and profitability, and this vast experience and knowledge will be leveraged within the Canadian market.

"Our entry into commercial vehicles is a testament to Nissan's vision for its Canadian operations and its commitment to addressing the needs of commercial customers in Canada."

The company also announced plans to partner with Cummins for powertrains and ZF Friedrichshafen AG for the trannies in the new vehicles. Also, the new commercial trucks will be distributed and serviced through the company's existing network of 150 dealers.

At the announcement Thursday in Detroit, the automotive media got a glimpse of what Nissans might look like when they first hit the streets in 2010.

Exhibit A was the NV2500, a front-engine, rear-wheel-drive panel truck built on a Nissan Titan frame. It will probably be powered by a Cummins V8 and driven via a five speed Automatic and as shown, it was tricked out as a worksite cargo hauler-cum-worksite mobile office.

The prototype debuted with a computer work station, wireless laser blueprint printer, fold-down conference table, storage compartments, cargo/tool tie-down racks, a near-six-foot walk-

DOUBLE OR NOTHING: The tiny NV200 effectively doubles its size when the rear pod is extended.



FOR TOOLING AROUND: The Nissan NV2500 panel truck is aimed at contractors who need an on-site office.

through interior height and an awning-style side panel that opens to create a standing outside work table.

The other star of the event was the proposed NV200, a 111-in.-wheelbased truck barely larger than a Harley Fatboy, designed for urban delivery. Its drop-dead features included the extendable storage space, or pod, and a rooftop solar-panel that powers the slew of cool features such as the roof mounted solar panel the vehicles accessories.

The Nissan NV200 Concept originally debuted at the Tokyo Motor Show and has also been displayed at motor shows in Europe.

The first Nissan commercial vehicles will hit North American streets in time for the 2011 model year, which coincides with the company's 75th anniversary.

The new system features cast and shot-peened ductile iron support beams that integrate the attachment points for greater reliability. Hendrickson manufactures the beams and supplies them as an engineered sub-assembly to ensure control of product specs.

Primaax EX geometry features a new frame-hanger and torque-rod configuration, said to provide increased roll stiffness and reduced roll steer for improved handling. In addition, suspension-induced driveline vibration is significantly reduced.

Expanded offerings of the longitudinal torque rods help extend bushing life and ease of serviceability while improving packaging compatibility with disc brakes.

The new suspension will be available at most major truck makers in capacities ranging from 23,000 to 26,000 lb for single-axle, 46,000 to 52,000 lb for tandem, and 69,000 to 78,000 lb for tridem applications.

See www.hendrickson-intl.com

MIDRANGE CREW CAB

KENWORTH OFFERS AFTERMARKET CREW-CAB CONVERSION

Working with Bentz Transport Products, **Kenworth** now offers an aftermarket crew-cab conversion option for T170, T270 and T370 medium-duty conventional trucks. Target applications are fuel oil, fire and rescue, towing and recovery, leasing and rental, and utility.



The 157-in. BBC crew cab uses a one-piece fiberglass roof with 4-in. raised rear section, which provides up to 61 in. of interior height. The remaining structure is aluminum and provides an additional 52 in. of length. It's 84 in. wide at the rear. Also standard are Kenworth DayLite door assemblies and door panels, granite gray vinyl interior trim, interior upper B-

pillar and exterior grab handles, and DuPont Imron Elite single-stage paint.

Options include an extended horizontal exhaust pipe, separate heater or heater/air conditioner, exterior access steps, carpet and custom trim packages, and DuPont base/clear paint. Bench and bucket seats are available in addition to fire-service SCBA seats.

See www.kenworth.com

ROLL STABILITY

HALDEX TRAILER SYSTEM ADDS

DIAGNOSTICS AND COMMUNICATIONS

The **Haldex** Trailer Roll Stability System helps control speed at the trailer by constantly monitoring its movements, and it now comes with a new diagnostic and communication tool. FleetPlus is a PC-based program used as an operations management tool that allows the fleet to

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NATURAL GAS STERLINGS, FREIGHTLINERS

Some 132 owner-operators contracted to California Cartage are now driving near-zero-emission Sterling Set-Back 113 tractors in the ports of Long Beach and Los Angeles. Powered by 2010-compliant Cummins Westport ISL G engines running on natural gas, the trucks have been made available on a lease-to-own program—for little more than \$300 a month—funded by \$12 million in grants provided by the Environmental Protection Agency

through the South Coast Air Quality Management District.

The first of the trucks were delivered in early December, less than two years after the idea arose to clean up the ports by mandating the replacement of older trucks. Some of those “older” trucks are in fact ancient. Given the slim margins inherent in such work, many owner-operators serving the ports run pre-1989 tractors and couldn’t possibly replace them with newer, cleaner vehicles without financial assistance of some sort. As well as the 132 LNG Sterlings delivered to Cal Cartage, another 100 such trucks will be delivered by Daimler Trucks North America for use by other

carriers and owner-operators working in the twin ports. Each tractor will reduce the use of imported oil by 500 barrels per year.

Ironically, the Sterling brand is about to disappear as DTNA shuts down that subsidiary, but the company is engineering a replacement for these port trucks by way of the Freightliner Business Class M2 112 natural gas tractor. It too will be powered by the 8.9-liter Cummins Westport ISL G engine, which is

2010-compliant now. These trucks produce virtually no emissions of sulfur dioxide or particulate matter and far lower levels of greenhouse gases and nitrogen oxides than ’07 models. The ISL G features a maintenance-free exhaust system with a three-way catalyst—they don’t have diesel particulate filters, so there’s no regeneration or periodic cleaning required.

The balance of the Long Beach/Los Angeles order will be filled by the ultra-clean M2 112 by April of next year. The class 7/8 truck is useful in other applications as well, such as LTL/regional hauling, construction, and municipal services, among others.



CALIFORNIA DREAMIN': L.A. and Long Beach ports will be serviced by zero-emissions rigs.

compile and evaluate braking information that can be used to reduce maintenance costs and promote safety with drivers. It records all trailer brake actuations

Haldex



including ABS and roll stability events. The program allows the fleet to read the EC inputs

and display the data in histograms, graphs and other formats.

The data report includes: number of brake applications; peak brake demand pressure; duration of brake applications; speed at starts of brake application;

reservoir pressure change; load change ‘profile’; number of ABS events; and a complete vehicle profile for the last 32 rollover events avoided. This information is displayed in easy to read histograms and can be saved to external files.

See www.haldex.com

LIGHTWEIGHT BRAKE DRUM

NEW BROCHURE AVAILABLE FOR WEBB VORTEX BRAKE DRUM

Webb Wheel Products has published a new brochure outlining the features and benefits of its Vortex lightweight cast-iron brake drum. Included is a description of the drum’s unique patent-pending design, which results in a drum that

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WHITEHORSE	122.4	-2.5	105.4
VANCOUVER *	107.0	-3.6	74.3
VICTORIA	106.7	-3.8	76.4
PRINCE GEORGE	106.6	-1.9	79.8
KAMLOOPS	106.9	-1.2	80.1
KELOWNA	108.9	-2.3	82.0
FORT ST.JOHN	115.4	-11.5	88.2
YELLOWKNIFE	141.5		121.6
CALGARY *	97.6	-6.4	79.9
RED DEER	111.2	-2.0	92.9
EDMONTON	96.8	-4.2	79.1
LETHBRIDGE	98.3	-12.9	80.6
LLOYDMINSTER	106.4	-3.5	88.3
REGINA *	101.2	-6.5	77.4
SASKATOON	103.9	-7.4	80.0
PRINCE ALBERT	105.9		81.9
WINNIPEG *	102.9	-6.5	82.5
BRANDON	97.9	-5.0	77.7
TORONTO *	97.9	-1.7	74.9
OTTAWA	100.2	-3.1	77.1
KINGSTON	99.6		76.5
PETERBOROUGH	99.9		76.8
WINDSOR	94.9	-1.0	72.1
LONDON	98.7		75.7
SUDBURY	101.4	-1.5	78.3
SAULT STE MARIE	105.9		82.6
THUNDER BAY	106.9	-3.0	83.5
NORTH BAY	101.8	-2.0	78.7
TIMMINS	105.5	-2.6	82.2
HAMILTON	97.3	-1.2	74.4
ST.CATHARINES	96.7	-2.5	73.7
MONTRÉAL *	107.9	-0.7	75.4
QUÉBEC	107.7	-1.4	75.2
SHERBROOKE	107.9	0.3	75.4
GASPÉ	108.4	-2.5	75.8
CHICOUTIMI	106.9	0.5	74.5
RIMOUSKI	107.9	-0.5	74.5
TROIS RIVIÈRES	107.9		74.5
DRUMMONDVILLE	103.9	-3.0	74.5
VAL D'OR	110.9		74.5
SAINT JOHN *	107.3	-0.9	74.1
FREDERICTON	108.1	-1.2	74.7
MONCTON	108.2	-0.7	74.8
BATHURST	109.4	-0.8	75.9
EDMUNDSTON	109.1	-0.9	75.6
MIRAMICHI	109.2	-0.9	75.7
CAMPBELLTON	109.4	-0.8	75.9
SUSSEX	107.7	-0.6	74.4
HALIFAX *	98.7	-1.1	67.9
SYDNEY	102.8	-0.7	71.6
YARMOUTH	100.7	-1.3	69.7
TRURO	99.9	-1.9	69.0
KENTVILLE	100.2	-1.2	69.3
NEW GLASGOW	101.8	-1.4	70.7
CHARLOTTETOWN *	100.3	-6.8	71.3
ST.JOHNS *	112.4		79.0
GANDER	108.8		75.8
LABRADOR CITY	119.7		85.4
CORNER BROOK	111.0		77.7
CANADA AVERAGE (V)	101.6	-3.5	76.4

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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



In Gear

weighs approximately 12 lb less than standard heavy-duty brake drums, Webb says, without sacrificing strength and durability. Graphics show how the external fins conduct heat away from the brake surface for "superior" heat dissipation and a cooler running drum. Results from FMCS 121 brake recovery, brake performance and brake power testing are shown as well, and Webb says they illustrate how the Vortex drum can outperform other lightweight products. The brochure can be downloaded from the company's website.

See www.webbwheel.com/aftermarket/viewliterature.html



and 'send' an alert—when a specific maintenance function is required. Use of Allison-approved TES 295 transmission fluid is required.

New features include the Oil Life Monitor. Based on the vehicle's duty cycle, it determines fluid life and alerts the operator when a change is needed. The Filter Life Monitor warns when the transmission's fluid filter(s) need to be replaced, which may help extend filter change intervals. And the Transmission Health Monitor determines when clutch maintenance is required.

When service is due for Allison 3000/4000 Series models, a wrench icon on the shift selector's digital display alerts the operator. Similar to checking oil level and diagnostics, the status of all three prognostic features can be checked by toggling through the shift selector's display. The 1000/2000 models require a separate transmission service light to alert the operator.

See www.allisontransmission.com

SMART AUTOMATICS

ALLISON INTRODUCES PROGNOSTIC FEATURES ON 2009 MODELS

Allison Transmission says new prognostic features are now available on its 1000/2000/3000/4000 series models. Calibrated to particular truck operating requirements, they monitor various operating parameters to determine—

BATTERY ISOLATOR

PREVENTS LOADS ON AUXILIARY BATTERY FROM DRAINING THE STARTING BATTERY

Cole Hersee's new Smart Battery Isolator prevents loads on the auxiliary battery from draining the starting battery, and it's different from traditional isolators as it's not specific to an alternator type. It's also said to be smaller while generating less heat. Because it reduces charging system workload by not connecting to the auxiliary battery until the primary battery is charged to 13.2 V, there's less strain on expensive charging components, the maker says.



No diode efficiency losses occur when using this isolator, and it also allows bi-directional charging from alternator or from other power chargers/converters. It also features an LED status indicator and operational start assist.

The Smart Battery Isolator is available in 85A and 200A versions.

See www.colehersee.com ▲

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The screenshot shows the Today's Trucking.com website. At the top, there is a navigation bar with links for LOGIN, SUBSCRIBER SERVICES, CONTACT US, and ADVERTISING. Below this is a search bar with options for SITE SEARCH and Advanced Search. The main content area features a section titled 'THEFULLSTORY' with a logo of a document inside a circle. A red circle highlights the 'FULL STORY' link in the top navigation bar, and an orange arrow points to the 'THEFULLSTORY' logo. The page content includes sections for 'Fuel Issues' and 'Labor Issues', each with a thumbnail image and a list of recent articles.

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By Peter Carter

It's Always Darkest Before Dion

Never mind the politicians,
Canada just keeps on trucking

First of all, I didn't invent that headline. I heard it the day before Stephen Harper prorogued Parliament in December. The "Always Darkest before Dion" pun came from the Second City comedy troupe. They also produced shows called "Who's Tory Now?" And "When Bush comes to Shove."

Credit where it's due, get this: I have been itching since the last Federal election to tell somebody how, for the first time since I turned 18, I got what I voted for.

Here's how.

By the time the Oct. 8 election took place, I felt so irked with our Members of Parliament who had sparked this costly campaign that I strutted to the St. Vincent de Paul Roman Catholic Church hall where the polling station was set up, showed the smiling polling-station lady my little registration card, got my ballot and then asked the woman, "What happens if I refuse my ballot?"

I've always believed that if a voter actually shows up and says "I refuse my ballot," that the action gets registered and The Establishment somehow stands up and takes note that a conscientious citizen took the time to consider the issues but wisely withheld his choice. Refusing my ballot, I thought, would show 'em.

She straightened me out. No such thing, says she. All the spoiled or wrecked or incorrectly filled out ballots end up in the same bin.

Nobody, it seems, would give a rat's tail about my clever rebellious act.

So instead, I walked back to the little booth, held my breath and put an x beside all the candidates' names, even the Libertarian, a guy named Zork Hun.

Less than two months later, the Opposition parties ganged up on Harper, nobody was really clear on what anybody stood for, and Peter kinda sorta got his way.

So first, let me say sorry about the mess. I guess it's partially my fault.

That said, I feel confident that because I obviously have my

fingers on the nation's pulse, I can offer a few observations about our vast and weirdly ungoverned country. (The first is, Canada is a lot like your trucks. It will probably keep on keeping on, governed or not.)

Wherever I travel, I meet truckers and carriers and customers who insist on staying busy, no matter what they read in the papers or hear in the local Tim Horton's. Canadian truckers are resilient.

At the recent Ontario Trucking Association (OTA) Convention, I sat beside a hauler from Cornwall, Ont., who says his trucks are still busy but they're carrying new types of freight. And his advice for people freaking out about the economy? "Turn off the radio."

And as a New Year's wish, I'd like everybody to have a chance to talk with my over-the-top funny pal Moe Faddoul, who runs Moe's Trucking out of Windsor. His attitude alone'll put fuel in your tanks.

To hear about Windsor on the news you'd think there was tumbleweed blowin' through the streets and the last guy to bed has to switch out the lights.

But talk to Moe. He's still running his trucks full, though some are hauling new loads, and he told me he wanted to take his daughter to a restaurant for her birthday recently and had to go to six before he found one without a huge line up.

Last time I rubbed shoulders with Windsor, I was flying to Detroit to hear about Nissan's North American expansion plans.

Among the Nissan optimists is one welcome addition to this country, Didier Marsaud, who just moved from Paris, France, to Toronto.

Didier and I were talking about—what else—the recession; and he put it this way:

"It's either the end of the world or else we're going to keep on doing business and things will get better. I choose the second option."

Hi I'd vote for.

Didier and his wife are expecting their first child in January. They already know it's a girl. She'll be a Canadian. Lucky kid. ▲



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