

**CAPACITY CROWDS:** New rules; new pressures, PG. 37



**WAYFREIGHT'S  
RICK WAY:**  
"Now we're  
being told we  
have to be more  
'competitive.' I  
hate that word."

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## CANADA'S Top 100

A large, semi-truck is shown from the front, angled slightly to the left. The truck is brightly lit from within, with its headlights, grille, and side mirrors reflecting light. The background is dark, suggesting it's nighttime.

**SPECIAL ISSUE:**  
Our annual tally of Canada's  
biggest for-hire carriers

**PLUS:** Who's carrying on through  
turbulent times and what protectionist  
noises from the U.S.A. mean to you.

**PACKAGE STARTS ON PAGE 30**

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Trailertop snow  
hazards

PAGE  
42



LNG: More than a  
science project

PAGE  
46

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**WE HAVE THE TECHNOLOGY....**

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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**Canada**



**Kenneth R. Wilson**  
Award Winner



Member

**Cannon fodder**

Your article on the debt collector Doug Cannon ("Cannonballs" by David Menzies, Feb. '09) was entertaining to read and the writer did point out some interesting ways to get the attention of people who owe you money. However, I hope readers of *Today's Trucking* will not go running to Cando and expect all their debts to be paid in full in a timely manner. I enjoy reading *Today's Trucking*, by the way. Very informative.

Don MacLeod,  
Kitchener, Ont.

**Debtor beware**

Please tell me *Today's Trucking* magazine does not support the methods of debt collection that Doug Cannon uses. I think it is very unethical and wrong to go after people personally for business debts. I have never been in debt or owed anybody so I have no experience with debt collectors but I hope that most people in the business aren't as unethical or as ruthless as Mr. Cannon.

Name withheld by request,  
Sarnia, Ont.

**(EDITOR'S NOTE:** *We most emphatically do not advocate Doug Cannon's unorthodox methods of bill collection but we feel it's important for businesses to know what kind of people are in the debt-collection industry. Our best advice is to avoid situations that would require the services of debt collectors.)*

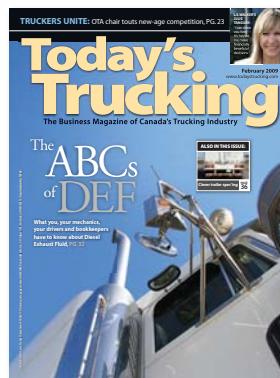
**A grand goof**

In the story "\$20,000 Worth of Mudflaps," (*Today's Trucking*, Feb. '09, by Peter Carter) the final paragraph stated that if you usually buy \$1 million worth of fuel a year but save one percent by using fuel-saving technology, you can cut your fuel costs by \$100,000. More accurately, as pointed out by several astute readers, you'll actually be saving \$10 grand.

**Online Resources**

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

**(EDITOR'S NOTE:** Our website [www.todaystrucking.com](http://todaystrucking.com) received quite a few letters in response to the news that the Canadian Auto Workers Union [CAW] were outraged that a Federal government military-truck building contract went to Navistar's Texas facility. The CAW insisted that the vehicles should be built at Navistar's Chatham, Ont., plant which recently laid off all but 200 workers.)

**Workers of the world, unite!**

Maybe the (Chatham) plant is capable of building the military vehicles, but are the

CAW and their workers? Sometimes it's better to hire someone else and spend the money more wisely than it is to give it to someone close to home who can't do the job as well. Why doesn't the CAW offer to help upgrade the plant with all the union dues it would collect if the plant can be "ramped" up? Or is that the sole responsibility of the different levels of govern-

ment with taxpayer's money? I don't find it an issue to pay a little more to build these military vehicle here. I don't mind paying a little more for something if it suits the purpose. I'll give a boy scout two bucks for an apple, but don't expect me to pay the same price for rotten apples at the supermarket.

John Neam,  
Bolton, Ont.

**Are you listening Mr. President?**

I suppose, if you extend that logic, the United States should insist that its APC's (Armored Personnel Carriers), the ones being built in London, be made in the U.S.A. The last thing North America needs is to go back to pre WWII protectionist economies.

Michael A. Ludwig,  
Ludwig Transport Limited,  
Simcoe, Ont.

**HOW TO REACH US:** We want your feedback.

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## Long live your engine.

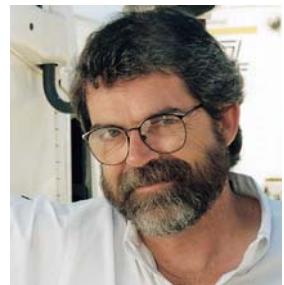
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By Rolf Lockwood



# Yes We Can

**As Bison Transport shows how well it can compete, Canadian car and parts plants wonder if they'll be allowed to.**

**T**hese days good news is rare amidst all the insanity, but there's at least a little of it here and there. Like Winnipeg's Bison Transport placing first in the National Fleet Safety divisional awards competition run by the Truckload Carriers Association (TCA). For the third consecutive year, it had the lowest DOT-reportable accident rate in the over-100-million miles category, which qualifies this very buttoned-down outfit to win the biggie.

You'll note that Bison is in 10th spot in this year's Top 100 For-Hire Fleet Survey (p. 30), slightly down from last year but way up from 51st just 10 years ago and 19th five years back. Their commercial success is no accident, and much of it must ride on its accomplishments in the safety sphere. You just can't separate that from overall operational excellence. Pay lip service to safety and you effectively pay lip service to everything else.

Members of the Washington-based TCA might already be a little miffed at this upstart Canadian company regularly doing so well in its safety awards competition. But at their annual convention on March 10th, they could be downright mortified if Bison, already a three-time winner of the TCA's grand prize in the above-25-million miles division, wins the big one again. It's quite possible.

And it gets better. Long-time Bisonite John (Ralph) Boles has also been named one of three finalists in the TCA's annual Company Equipment Driver of the Year competition. He's been a driver and in-cab instructor with the company for 35 years.

Good luck to both Ralph and Bison, I say.

But gee whiz, what happens if Canadians win both? How miffed can our American friends get? Will the rules change to prevent 'foreigners' from entering in the future?

Seems unlikely, since Canadian Ray Haight is TCA chairman these days. Which does not imply, I hasten to add, that Canadians are taking over the association lock, stock and barrel (whatever that actually means). It's even less likely that this signals an attempt by Canucks to take over American trucking at large. Who wants the headaches?

Still, I wonder if President Obama's flirtation with protectionist trade policies might expand to prevent exactly that from happening. I've heard rumors that he's considering turfing

Canadian super achievers Celine Dion and Cirque de Soleil from Las Vegas—Paul Anka being too old to worry about now—to give home-grown entertainers a fair chance, so who knows?

Seriously, I do worry about that protectionist urge that Democrats seem to have, as all of us should. I write this as young Barack is about to visit Canada, and with any luck our general

**A protectionist stance in the car-making world would be wildly disruptive on both sides of the border. Our car industry is not just a minor offshoot.**

manager Mr. Harper will be able to convince him that our economies are inextricably entwined. No industry more so than automotive manufacturing, on both the cars and parts fronts.

Surely Obama understands this, but does he

know that the Ontario automotive business is bigger than Michigan's? I bet not. A protectionist stance in the car-making world would be wildly disruptive on both sides of the border. Our car industry is not just a minor offshoot.

While I'm on that topic, let me vent a little. Of all the things that I'm fed up with these days, and it's not a short list, near the top of that infamous ladder comes the scorn that's continuously heaped on the so-called 'big three' automakers. The popular press feeds this with a seemingly endless string of negative stories, with the predictable result that the car-buying public increasingly believes it would be foolish to buy a Chevy or a Dodge or a Ford. It's actually a circular phenomenon, the press feeding off the public and vice versa.

This isn't new, but it's plainly wrong. Management skills aren't abundantly obvious in Detroit, but the cars themselves are for the most part fine. My own experience tells me so, but so do the quality audits. Truth is, most of Detroit's Canadian manufacturing plants produce quality at least on par with Honda and Toyota.

Given a continuing chance, those plants can compete just as well as Bison can. And that's very well indeed. ▲

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

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# Dispatcher

## Cat Out of the Bag

**EXCLUSIVE REPORT:** Cat is meowing about HD highway engines again. So, which truckmaker stands to gain?

**W**ho says there's no drama in trucking? It looks as though Cat has one more life in the world of heavy-duty, on-highway engine production. And, as *Today's Trucking* has learned, that's good news for Navistar.

As we reported online last month, exclusively, Caterpillar will in some form or another supply Navistar International with a 2010 "big bore" engine despite calling it quits with highway diesel power last year.

In fact, what was speculation on this truck scribe's part several weeks ago has been confirmed: Navistar will announce the 15-liter, non-SCR MaxxForce 15 engine at the Mid-America Trucking Show in mid-March, but it's actually a Cat C15. Right now neither company is saying anything about it publicly. They don't have to, consider-

ing the stark similarities between the two—a photo of the MaxxForce 15 spotted in a recent Navistar financial document clearly shows a C15 painted gray.

Last year, when Caterpillar declared it was leaving the on-highway engine business, it also said that it would be working with Navistar to create an off-road truck branded 'Cat' powered by an International engine, as well as other largely unspecified projects. It appears now that the MaxxForce 15 has become one of those projects. And ironically, it seems that 'International' engine powering their jointly developed truck will actually be a Cat.

It remains to be seen whether Cat produces the engine for Navistar, or whether the truckmaker builds it under licence in one of its existing plants.

It's also been confirmed to our satisfaction (although

unofficially) that this is the end of the road for the Cummins 15-liter ISX in International tractors. That's no surprise, considering that Cummins decided late in the game to join all other engine makers but Navistar in choosing selective catalytic reduction (SCR) as its 2010



Navistar's upcoming big-bore MaxxForce, spotted in a recent company document, looks awfully close to a painted CAT C15.

emissions strategy for heavy-duty diesels. (Cummins had always planned to use SCR in its smaller motors).

Navistar, as has been well documented, is the sole engine maker intending to



stick with in-cylinder means—led by 'advanced' exhaust gas recirculation—to meet the 2010 emissions mandate. So, it was left scrambling to find a non-SCR solution for big-bore

# chees



engines after the Cummins switch—or suffer the indignity of praising EGR on its smaller motors while selling big ones with SCR. With an arrangement already in the works for

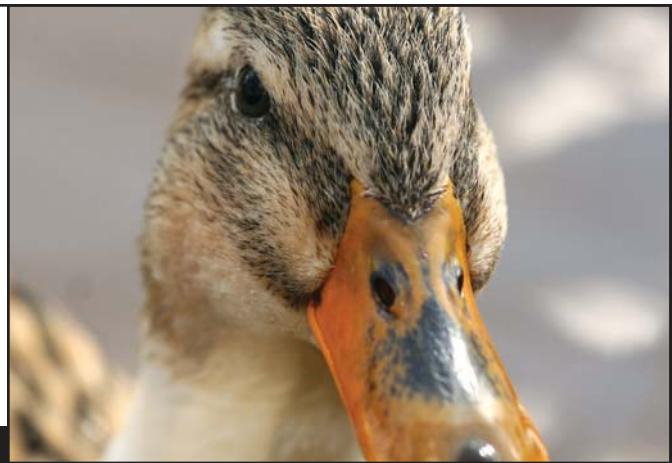
MaxxForce 15 will retain Cat's proprietary ACERT emissions technology—however unlikely—or, considering Navistar's staunch and voluble support of EGR, whether a more mainstream solution will be adopted. Cat's 2007 engines do, in fact, employ EGR as well as ACERT air and fuel management systems.

ACERT was always a compromise solution. Since the vast majority of Cat's engine build was for non-truck, off-road applications, the engine couldn't be optimized for on-highway use. What works, in emissions terms, for a low-speed engine with no ram air doesn't work for a high-speed engine hurtling down the Interstate at 70 mph. Navistar doesn't need to suffer this compromise, so the additional engineering work required to replace ACERT is, we suspect, why availability of the new engine could stretch to 2011 at the earliest.

That means the biggest engine available in an International truck on January 1, 2010—and for a year or two longer—will very likely be the 13-liter MaxxForce 13. It's a perfectly capable engine, but perhaps not big enough for everyone, especially in Canada where 15-liter big-bores have about

other sorts of co-operation, Cat seems like a natural place for Navistar to turn.

Sources point out that it's unlikely this engine will be hitting the market in 2010, or even 2011, given the amount of engineering to be done. On that front, one of the key questions here is whether the



## THAT'S SOME SWAMPER

### **I F IT TRUCKS LIKE A DUCK, THEN IT MUST BE...**

It was an effort, but we tried to keep the puns in this story to a minimum.

Last year, small-game hunter and truck owner-operator Joe Mansheim, 43, spent almost \$800 trying to teach his golden Retriever the ins and outs of pointing and fetching.

But no matter what he did, just like the saying goes, that dog won't hunt.

Enter Mansheim's boss, Doug Meloum, of Minneapolis-based Elite Transportation. "For that kind of money," Meloum teased, "You might as well buy yourself a flock of ducks."

So, Mansheim took the advice. He went to Houley's Feed and Tack store and for a whole 25 cents, bought himself a tiny fluffy Canadian Mallard he named Frank. That was about a year and a half ago.

Since then, Frank has grown into a full-sized drake and has ridden in Mansheim's International 4300 flatbed, every day, as the driver makes his rounds.

*Today's Trucking* caught up with Mansheim between deliveries for a quick phone interview. Frank tried to quack a few words into the receiver but his avian accent made him unintelligible.

"All my customers love Frank," says Mansheim. "Just the other

day I pulled up beside a big 18-wheeler and he looks into my truck sees Frank, and gives me the big thumbs up."

Mansheim's no quack (sorry). In fact, he says Elite Transportation is managing to survive despite the less-than-exploding construction scene at least in small part due to Frank.

"The thing about Elite is, we don't just have customers, we build relationships. And because everybody who meets Frank loves him, it's good for our relationships."

"We haul for pretty much every project in town and the joke is 'if you build it the duck man will come,'" he says. (Another joke is on Elite's competitors if they spend 80k on a VP of sales!)

While at work Frank perches atop a few cushions on the passenger seat and Mansheim keeps him fat and happy with a diet of corn and minnows.

Mansheim, a very funny ex-GI, says Frank's a great sidekick. As he told local TV station KARE when they did a story on him last fall: "Maybe if more people had a duck in their life, maybe we wouldn't all be so mad at each other."

We bet there's more than a few team drivers out there right now thinking of trading partners with Joe the Trucker.

— Peter Carter

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30 percent of the heavy-duty market (compared to only 20 percent in the U.S.)

Be sure to check online at [todaystrucking.com](http://todaystrucking.com) for updates to this saga.

— by Rolf Lockwood

## Ferry Service

### Rough Waters for Marine Atlantic

Take a number and wait. It's the Canadian way. And it's what truckers who frequently use Marine Atlantic will be doing a lot more of.

The North Sydney-Port aux Basques ferry says it will soon implement a number system to clear the backlog of trucks that forms when

the service is experiencing delays, as (if you ask most truckers) it often does.

When the terminal lot is full and back-ups begin, arriving truckers will be given a number and told to park off-site. They will be contacted in sequence when it's their turn to proceed to the lot.

The Crown service has struggled with backlogs of trucks for most of the fall and winter due a string of weather-related and mechanical delays. It says it has been dealing with truckers fairly, but a few owner-ops who had been queued up on the

Trans-Canada for two days in late January told *Today's Trucking* that the ferry was keeping them out of the

Peter Nelson, director of the Atlantic Provinces Trucking Association. "It's a tenuous lifeline to Newfoundland right now," he says.

Some drivers are resigned to the delays as an unfortunate part of everyday life riding the ferry.

Duane 'Jake' McCarthy is a Newfoundland

trucker who's been using the ferry service for about 30 years. He keeps a written log of all his trips on board the ferry. There was one crossing in October, he recalls, that took about eight hours to complete. But that's a rarity.



## LOG BOOK

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### March 19-21

**Mid-America Trucking Show (MATS)**, Kentucky Expo Center, Louisville, Ky. Considered the largest heavy-duty trade show in the U.S. with over 1.2 million sq ft of floor space and 1,000 exhibitors revealing their latest products. Contact: [crockwell@truckingshow.com](mailto:crockwell@truckingshow.com) or go to [www.truckingshow.com](http://www.truckingshow.com).

### April 2-4

**Association of Diesel Specialists Canadian** regional meeting, Fairmont Newfoundland, St. John's. ADS is the worldwide diesel industry's leading trade association, mostly made up of independent repair shops dedicated to servicing diesel fuel injection and related systems. For more info on this exclusive Canadian meeting, contact: Geoff Pearcey at 800/527-3335 or [geoff.pearcey@diss.ca](mailto:geoff.pearcey@diss.ca).

### April 6-8

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

### April 16-18

**ExpoCam 2009**, Place Bonaventure, Montréal. ExpoCam, owned and operated by the publisher of this magazine, Newcom Business Media, is where the

decision makers in the Canadian trucking industry come to see and buy. The show is Quebec's leading trade event for all those involved in the industry. For more, see page 21 of this issue. Contact: 877/682-7469 or click on [www.expocam.ca](http://www.expocam.ca).

### April 21-22

**Logistics Technology Forum**, Courtyard Marriott, Chicago. Now in its 11th successful year, the eyefortransport Logistics Technology Forum is the leading event for technology experts in the logistics-supply chain industry. Contact: Emma Miller at 800/814-3459 x299 or click on [www.events.eyefortransport.com/logisticstechusa](http://www.events.eyefortransport.com/logisticstechusa).

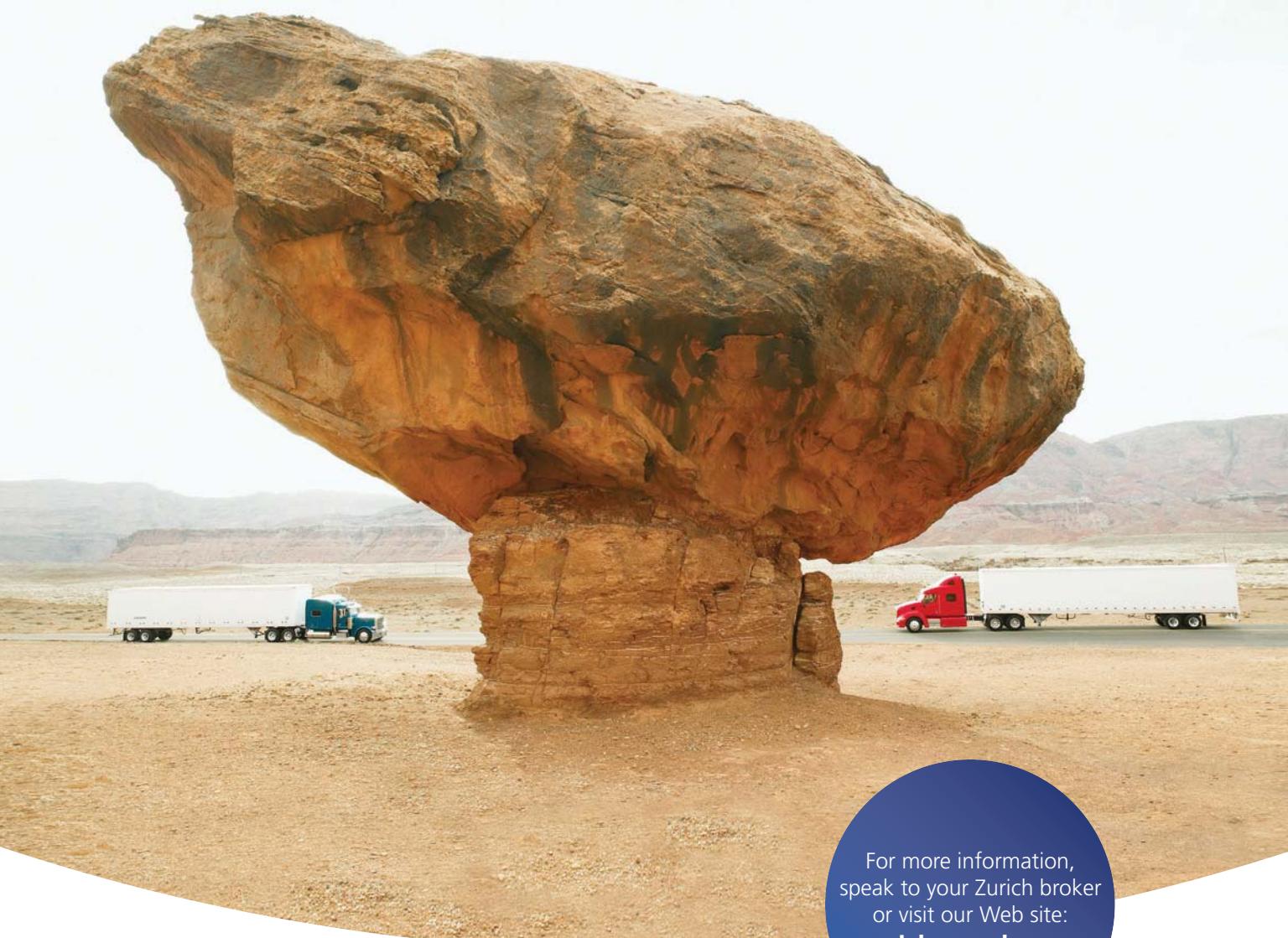
### May 1-2

**Quebec Trucking Association Annual Convention**, Fairmont Le Manoir Richelieu, Charlevoix. Regional trucking industry conferences have never been more important than in these challenging times. Contact: 514/932-0377 or go [www.carrefour-acq.org](http://www.carrefour-acq.org).

### June 12-13

**Atlantic Truck Show, Moncton Coliseum Complex**, Moncton, N.B. Back for 2009, the Atlantic Truck Show descends on the "Hub of the Maritimes" to showcase trucks, engines, components and other technological advances. Contact: 888/454-7469 or go to [www.masterpromotions.ca/atlantic-truck-show.asp](http://www.masterpromotions.ca/atlantic-truck-show.asp).





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From the time McCarthy visits the ticket window at his departing port to the time he drives off the dock on the other end, trips can average about 24 hours, he tells us. "I make 120 crossings a year ... That's a lot of time I'm not getting paid for," he quips.

Scott 'Tiny' Chisholm, a driver from Pictou, N.S. claims that while the ferry can use more capacity, that isn't the main problem. "Dare I say, between management and the union—and I'm not anti-union—but it's hard to tell who's running the place. In order to change the service, it needs to be better managed."

Chisholm has been using the ferry service since he became a professional driver in 1977. Back then, he says, it was a well-run business. Now? Not so much. "If it were a trucking outfit with four old trucks, it would have been in the ground in no time the way it's run," Chisholm adds. "If it wasn't government subsidized, it wouldn't be here today."

But Marine Atlantic does have a vision—literally. The ferry took possession of a new vessel recently, the MV Atlantic Vision. It's hoped the ship, expected to enter service April 1, will tremendously upgrade an aging fleet.

Details are still hazy on how the new reservation system will work. The APTA, though, has been pushing for a system that gives priority to perishables. "A load of lumber certainly has a longer shelf life than bananas or lettuce," Nelson says. "We'd like to see lanes to separate perishables."

## on the Docket

### KNOCKING ON WOOD; FLEXIBLE TRAILERS

There's no doubting some recent initiatives by the Canadian Trucking Alliance (CTA) are controversial and not to the liking of every carrier. But more often than not, when the trucking lobby group springs to action, most truckers benefit regardless of whether they pay dues.

Two recent, and unrelated, developments in agriculture labeling and trailer usage will, thanks to CTA, offer cross-border carriers a bit of breathing room on ever-tightening regulations.

Part of the federal Budget Implementation Act passed in February contained a measure which will increase flexibility in the use of foreign trucking equipment by Canadian carriers.

CTA had been seeking for the past few years to change the provision of the Customs Tariff which prevented Canadian carriers from using containers—including trailers—on cross border moves into

Canada if the equipment is owned or controlled outside of the country.

This denied Canadian carriers the flexibility to use foreign trailers on cross-border moves when required, something the U.S. rules allows by comparison. The provision has been on the books for a number of years.

"This has been an irritant for some time; in some cases

A couple of lobbying efforts by CTA have paid off for Canadian truckers hauling in and out of Canada.



Canadian carriers were forced to turn over business to American counterparts," says David Bradley,

With passage of the budget, the provisions—which technically required Canadian carriers to pay duty and taxes on U.S. trailers used in cross-border moves—have now been expunged from the law.

The lobby group cautions, however, that the changes have nothing to do with the use of foreign trucking equipment in domestic

operations, which is referred to as cabotage.

Meanwhile, the U.S. Department of Agriculture (USDA) has agreed to change a new requirement for customs brokers and importers to declare the genus, species and country of origin for all goods entering the U.S. containing plant or wood products.

As originally written, the declaration would have prevented trucks from entering the U.S. until after the broker had correctly filed the necessary paperwork, which had to include everything from the boxes the goods are shipped in to the paper

bags containing the driver's lunch (seriously).

The revised Federal Register notice incorporates all of CTA's recommendations, such as the ability to move freight that is not accompanied by a declaration inland and away from the border; exceptions for goods moving under bond; and consideration for goods accompanying commercial drivers as personal effects, as well as the prioritization of electronic submissions.

### Fuel Pricing

#### Gas is Hot, Diesel's Not

For the first time in two years, the cost of diesel at the pump is expected to fall below gas prices. So, although freight volumes fade and linehaul lanes run dry, all those 'dead head' miles won't cost you as much as they did for the better part of 2008.

The price gap between unleaded gasoline and diesel could close entirely by this summer due in part to continually weak manufacturing and related transport service demand around the world.

Diesel costs, closely related to heating oil, have been propped up in Canada and the northeast U.S. because of a traditionally chilly winter season. But that's expected to change as summer

approaches and gasoline use rises.

As energy consumption falls, distillate refiners that ramped up capacity to meet booming shipping demand between China, Europe, and North America a few years ago, are now left with surplus stock.

The U.S. Energy Information Administration recently forecasted that on-highway diesel prices are

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expected to average US\$2.28 per gallon this year and \$2.55 in 2010—about half of what prices were in July 2008.

"This is at least one encouraging piece of news for an industry that is first to bear the brunt of the recession," says fuels expert Aaron Fennell of MF Global Canada.

A rule of thumb is that a single barrel of crude oil contains about one third gasoline and two thirds middle distillates, like diesel. So, says Fennell, the price relationship between gasoline and diesel is driven from the demand side, not supply.

Other reasons diesel prices will remain in check for the foreseeable future, he explains, are the collapsing international travel market and its dependence on jet fuel—another distillate that competes with diesel, along with home heating oil, which is constantly falling out of favor with homeowners because of much cheaper natural gas heating.

"That said, the lessons of past years must not be forgotten," warns Fennell. "The global recession will eventually end and fierce competition for the limited petroleum supply will become an issue again when the economy turns around."

## BYE, BUY & BUYING TIME

**D**espite being a profitable operation for nearly four decades, the loss of some key customers has pushed regional B.C. hauler **GLENCOE TRANSPORT** into its last couple months of operation.

The Kelowna-based carrier recently lost a major customer through a tendering process at more or less the same time a handful of other smaller accounts ceased operations due to paper plant and glass plant closures in the region. The carrier, which was acquired by Bison Transport over a year ago, will continue in full operation until the doors officially close on May 31, says company President Don Coe. Glencoe is a 160-truck carrier primarily serving B.C., Alberta and the Pacific Northwest U.S. truckload markets. A market impact study recently confirmed the regional economy is weakening rapidly and cast doubt whether there was enough business to sustain the carrier over the next few years.

"We're profitable at this point, but the long range will not be if we continue. So we decided to shut down properly and orderly," Coe tells us. "We wanted to give everyone lots of time and be able to look after our people, customers, and vendors."

■ On the flip side, while many fleets are contracting these days, **KRISKA TRANSPORTATION** has instead been quietly growing. The Prescott, Ont., carrier purchased the van division of BMD Transportation, primarily a cross-border truckload carrier operating in nearby Lansdowne, Ont.

BMD, which Kriska President and CEO Mark Seymour says is modeled similarly to his company, will continue to operate with its flatbed division, however.

In an interview with *Today's Trucking*, Seymour confirmed that about 75 van trailers and 40 trucks are part of the deal—a dozen of which are company units and the balance being owner-operators.

The Kriska boss admitted there are parallels between this acquisition and the agreement to purchase the cross-border truckload assets of Muir's Cartage in 2007.

But despite the depressed southbound freight environment, Seymour says he remains committed to growing in markets that complement Kriska's "core skills and competencies." The primary goal this time, though, had nothing to do with increasing capacity. "This is not about increasing our fleet size by any stretch of the imagination," he says. "It's a volume matter."

■ Meanwhile, this magazine's website [todaystrucking.com](http://todaystrucking.com) was the first to learn that the Canadian division of **TRAILMOBILE** has filed an NOI (Notice of Intention), similar to a Chapter 11 Restructuring plan.

An NOI is a mechanism that states an insolvent debtor's intention to file a restructuring proposal and provides time to formulate it. An NOI filing automatically stays proceedings by all creditors without the need to obtain a separate court order. "Our intention is to work with our creditors and present a restructuring plan to come out of the protection filing and continue business," Trailmobile's Bert Clay confirmed. "This success all depends on the acceptance [by the creditors] of the plan proposed." The company is currently in an "extended holiday shutdown" pending the success of the reorganization.



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### APUs

#### Plug Pulled on Rigmaster

One of Canada's largest APU manufacturers has been permanently idled, leaving some dealers wondering where to turn for product support.

In a memo recently sent to its dealers across North America, RigMaster Power stated that "general economic conditions" have forced the APU maker out of business.

The company, a separately run subsidiary of Mississauga's Harper Group, ceased operations in late January. At its peak, it had about 190 dealers throughout North America.

"A secured creditor will be effecting the liquidation of the company's assets," states the memo. "A limited

number of finished units may be available for a short period and an alternative supply of parts should come available to customers and dealers early next week as a consequence of the liquidation process."

By press time, *Today's Trucking*'s calls to the Toronto head office had been unanswered.

Some independent dealers claimed at the time that the company hadn't returned their calls either. "I wish I owed them some money so I know they'd contact me," one dealer quipped.

A handful of dealers contacted immediately after the memo was released said that they didn't see this coming.

A sales representative at one of the larger Southern

Ontario dealers told us that while he's surprised at the announcement, he admits that adding thousands of dollars to the final price of a unit



for an anti-idling device can be tough for truckers to justify in the current economy.

Even though fuel economy is a big concern for carriers and owner-ops—particularly last summer—RigMaster anti-idling systems had a difficult time

carving out a slice of the hyper-competitive market, says another dealer.

Keith Windling of anti-idling systems dealer, Manwin Enterprises in Ayr, Ont., comments that RigMaster's downfall was most probably because it was "too closely tied" to OEM truck sales.

"New truck sales are off the map right now. So, that's what's happened to RigMaster."

Windling says he still has a decent amount of parts inventory left, but the main concern is warranty support.

"We'll probably have to handle whatever we can on our own for the customers we sold to directly, at least. We're not going to leave them wanting for anything." ▲

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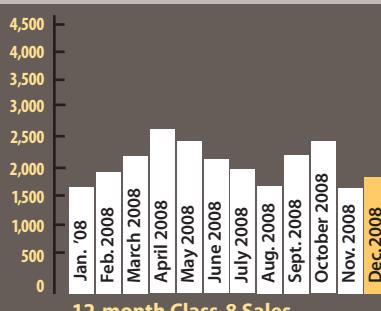
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Canada: Truck Sales Index

December 2008

CLASS 8	This Month	YTD '08	YTD '07	Share
International	510	6246	5494	25.5%
Freightliner	344	4646	4682	18.9%
Kenworth	162	3763	4151	15.3%
Volvo	227	2426	1908	9.9%
Peterbilt	109	2411	3057	9.8%
Sterling	135	2066	2496	8.4%
Mack	149	1691	1655	6.9%
Western Star	171	1290	1796	5.3%
<b>TOTAL</b>	<b>1807</b>	<b>24,539</b>	<b>25,239</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '08	YTD '07	Share
International	55	1295	1174	34.4%
Peterbilt	63	713	666	19.0%
Kenworth	30	658	665	17.5%
Freightliner	26	422	548	11.2%
Hino Canada	20	373	443	9.9%
Sterling	26	300	314	8.0%
General Motors*	0	0	703	0.0%
Ford*	0	0	136	0.0%
<b>TOTAL</b>	<b>220</b>	<b>3761</b>	<b>4649</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '08	YTD '07	Share
International	35	381	291	48.6%
Hino Canada	15	209	380	26.7%
Freightliner	7	133	105	17.0%
Sterling	4	61	45	7.8%
General Motors*	0	0	174	0.0%
Ford*	0	0	140	0.0%
<b>TOTAL</b>	<b>61</b>	<b>784</b>	<b>1135</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '08	YTD '07	Share
Sterling	68	836	211	37.3%
Hino Canada	39	651	753	29.0%
International	16	509	575	22.7%
Kenworth	4	203	0	9.1%
Freightliner	0	42	171	1.9%
Ford*	0	0	2178	0.0%
General Motors*	0	0	1504	0.0%
<b>TOTAL</b>	<b>127</b>	<b>2241</b>	<b>5392</b>	<b>100.0%</b>



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	14	65	10	34	236	114	13	16	0	8	510
Freightliner	25	92	36	17	121	40	5	8	0	0	344
Kenworth	21	63	4	6	32	33	0	3	0	0	162
Volvo Trucks	10	28	40	30	77	31	2	9	0	0	227
Peterbilt	7	62	9	5	11	8	5	2	0	0	109
Sterling	20	22	9	0	36	44	3	1	0	0	135
Mack	3	24	13	26	63	14	1	5	0	0	149
Western Star	17	59	11	1	47	21	12	3	0	0	171
<b>TOTAL</b>	<b>117</b>	<b>415</b>	<b>132</b>	<b>119</b>	<b>623</b>	<b>305</b>	<b>41</b>	<b>47</b>	<b>0</b>	<b>8</b>	<b>1807</b>

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.



U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '08
Freightliner	3261	33,935
International	2855	32,399
Peterbilt	1985	17,613
Kenworth	1568	15,855
Volvo	1065	13,061
Mack	1322	11,844
Sterling	568	7477
Western Star	121	1227
Other	2	112
<b>TOTAL</b>	<b>12,747</b>	<b>133,523</b>



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# Street Smarts

## INSIDE:

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MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**PERSONAL TOUCH:** ExpoCam offers visitors a chance to get a leg up on the competition. And the government.

## New Rules, Profits, and You

**show** *How ExpoCam can save you headaches as well as money.*

By Today's Trucking Staff

No doubt the folks in your body-repair shop are already well aware of the Canadian government's new environmental paint regulations that restrict what kind of finishes you can use when you repair damaged trucks.

Come Jan. 2010, they will have to use new environmentally friendly paint, and because of it, vehicle-paint manufacturers have been gearing up the same way the engine makers have been wrestling with their emissions demons.

The watchword in paint? Volatile Organic Compounds or VOC. Expect to hear a lot more about them soon.

Gillian Clarke is the truck-industry point person with the Canadian arm of the manufacturing giant PPG Industries Inc., a.k.a Pittsburgh Paint.

While she acknowledges that the paint



## HOW TO FEEL LIKE A VIP

If you just show up unannounced at the door of **ExpoCam**, it'll cost you \$20 to get in. But, if you go to [www.expcam.ca](http://www.expcam.ca) and click through to the "Register now!" screen, you can get a FREE pass.

When you get to 'Section B, Purchase Options,' choose 'VIP Pass' and then where it says VIP Activation Code, type, 'TODAY.'

You can also pass this information along to anyone you think might like to attend the show, which runs from April 16 to 18, at Place Bonaventure, in Montreal.

**The deadline for FREE registration is April 15.**

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industry's going to love the new rules because it means more sales, she also thinks that people in the trucking industry should educate themselves now, so that when the time comes to re-stock their shelves, they don't get caught with their paints down.

"Everybody's kind of positioning themselves for this rule," she told *Today's Trucking*. "We're all biting our nails."

The fact is, new rules always cost you money but the more you know and the earlier you know it, the more you can save.

So, in the interest of spreading the paint news, Clarke will be on hand at ExpoCam in Montreal next month so you can ask in person what the new regs mean to your bottom line. Clarke, like the other hundreds of exhibitors at the show, believe information is horsepower and there's no better way to get it than in person, from the people who know the most.

Bob Tebbutt agrees. He is one of Canada's leading diesel-futures-contract experts, and he too will be attending ExpoCam because he says it's time to be looking at diesel futures. Despite a recent dip, the prices will go up long-term, so he says he can help fleet owners and managers offset rising costs and disappearing surcharges with strategic futures purchases. He, too, will be taking his ideas to ExpoCam. The timing, he says, is perfect.

ExpoCam, 2009 a production of Newcom Média Québec, will take place at Montreal's Place Bonaventure from April 16 to the 18th. Organizers expect more than 17,000 industry professionals to attend the show and see more than 275 exhibitors from across North America. ExpoCam is held every two years and it's the largest show of its kind in Canada.

The show places particular emphasis on the impact of new technology on Canada's trucking industry. On display will be the latest in trucks, trailers, heavy-duty parts and accessories, engines and power-train components, service-shop equipment and supplies, tires, fuels, financial services, and many other products and services used in the trucking industry.

Show manager Elizabeth McCullough says that one of the new additions to the show—the **Green Route**—which is a selective display of environmentally oriented

products, services and technologies, has proven to be a particularly good draw largely because people now know that they have to be "green" to stay in business. Hence the appearance of PPG's Gillian Clarke and others like her.

Others in the Green Route include: Yokohama Tire, Navistar, Nordic Carrier Transicold, Horton Inc., Hendrickson, Cummins, ArvinMeritor, Royal Mat Inc.,

Global Finishing Solutions, Challenger Motor Freight, Mitsubishi Fuso, PeopleNet, Roadranger (Eaton and Dana), Imperial Oil, Volvo Trucks, Wix Filters and Shaw Tracking.

French-speaking visitors to the show can take advantage of several operational workshops. Seminar topics include Fuel-saving strategies, hiring practices, and, finally, owner-operators' survival tips. ▲



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# Duking It Out

**trucking** *How one northern fleet grew, prospered, sold out and perfected the art of staying alive, through good times and bad.*

By Steve Macleod

**I**n 1996, high-school teacher Rita Lockyer migrated to Fort McMurray from—where else—Newfoundland. Now, she is Rita Gushue and nowhere near a classroom. Gushue is regional manager for Duke's Transport, a division of the Manitoulin Group, where she oversees about 54 trucks running general freight and 78 employees.

To be sure, hers is an unusual career path. But shortly after she arrived, Lockyer not only fell in love with a local fleet dispatcher named Eddie Gushue, she became involved in the small company he was dispatching for—Duke's Transport. Owner Lyle Duke had about 20 tractors and four

five-ton straight trucks running general freight and LTL around the McMurray area.

The rest is the story of how—run right—small- to medium-size fleet owners like Lyle Duke can work hard, through good times and bad, find true success and ride off into the sunset.

In 1979, Duke, a 28-year-old Edmontonian, started with one truck in Fort Mac. In '81, he moved to the townsite. At first he operated out of his home. He picked up in Edmonton, hauled into Fort McMurray and every night parked his truck at the local Revelstoke.



Rita Gushue

"Generally on Saturday I would try and finish my deliveries and service the truck, so I could take Sundays off. Those were some long, long hours," he says.

"I kept it lean and supplied good service to all the companies," explains Duke. "I was just a private individual, so I put a lot of effort into it."

Still, after three years those hours put Duke in the hospital with exhaustion.

"After I got out of the hospital I hired some more permanent help and that's when we started to grow," he says.

Among his hires: Gushue. She was off from teaching in the summer of '99 and bored. She says the company looked promising but she thought she could bring a semblance of organization to its operation. She went from being in charge of safety to management, quickly. (She also married



**ALBERTA UNBOUND:** Since teaming up with Manitoulin, Duke's tech support has increased exponentially.

Eddie the dispatcher, now in charge of maintenance for all of Manitoulin's western fleet.)

"Two years after I joined," she says, "Lyle offered me shares in the company."

Initially, the biggest challenge, according to Duke, was adjusting to the changes in freight volume, as manpower didn't become an issue until much later on.

"We added about one-third of our fleet during a four-year period," says Gushue. "We were able to find drivers, but we had to introduce living accommodations and living allowances."

Driver's wages also increased substantially in the area. When the local McDonald's is paying \$17/hr, you have to be better than that, Gushue points out.

"Fort McMurray is different from anywhere else in Canada," says Duke. "When the rest of Canada is hurting it could be booming and when it's struggling the rest of Canada could be doing fine. It's always been its own bubble."

"It was a learning process for everyone, all the time," Duke continues. "We had to change and learn how to handle the increased volumes and they had to change and start ordering differently. Everyone learned and changed together."

And with a bit of economic success came competition, but operating in Fort McMurray isn't easy. Land was not only scarce, but also expensive and the city's infrastructure was being outpaced by the region's growth.

"It was a very tough place to make a go," says Duke. "Companies failed, either by pulling out or going bankrupt, and there were about 29 companies when I sold out who had come and gone in my time."

While new oilsands projects may have been put on hold as a result of the sliding price of oil, current projects are still in operation and Duke's has lots of business inside the townsite.

"Generally in the past five years we've had rate increases every year—and sometimes three increases per year—based on rising costs, but in 2009 we might not," notes Gushue.

It was in 2005 that Gushue and Duke



**READY TO ROLL:** Gushue believes a buyer's not going to pursue a company that's not well organized.

have to hire somebody every time we had a computer glitch."

Further, Manitoulin's sophisticated "Victor" vehicle-and-driver tracking system allows Duke's to maintain constant vigilance over their people and their iron. "Some of the drivers had a hard time adjusting at first, but that's always the way with change, isn't it?" she says.

Gushue says she believes Manitoulin and other suitors wouldn't have been interested in Duke's if the smaller company hadn't been successful, well organized and, she adds, "solid with a good local reputation. Everybody in town knows Lyle and trusts him."

Duke's also owned land and a terminal, a real premium in McMurray.

Also, she says, you probably won't get courted by a purchaser if your books are out of order or you're in deep debt.

One more thing. Gushue says the change in ownership gives her a chance to make frequent visit to Manitoulin's head office in the pretty little town of Gore Bay, Ont., on the north shore of Manitoulin Island, in Lake Huron:

"It's a lot like going home to Newfoundland, except there's no salt water," she laughs. ▲

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# Cutting Your Losses

**safety** *Good driving is only the first step to keeping a lid on insurance premiums.*  
By Brian Botham

Insurance companies are constantly looking for ways to minimize their exposure and keep their costs low. That's why they are constantly looking at your operation and all of the systems you have in place to minimize risk.

I'd even go out on a limb and suggest that in some cases, your insurance provider might be examining your company more closely than you are.

I'll get to that in a minute but my point is, your rates are based on more than the number of accidents you have; and you have quite a bit of control over these other factors.

A significant part of how your risk is measured involves the programs, procedures and policies you have in place.

First, consider how you hire your drivers. Do you have minimum hiring criteria and do you stick to them? And do you keep records of everything? Insurance companies love proof.

Make sure you have clear job-application forms, original copies of driver records and records of reference checks. I'm assuming you road-test your new people but do you document those trips so you can show your insurance provider that you're aware of your staff's weak and strong points?

## ORIENTATION

You have to be able to prove that your employees and

owner-operators understand your policies and procedures. Never assume that they know how to complete a log book, or bill of lading, or any other document. Teach them and be able to provide evidence that you did teach them. Obtain signoffs on policies and materials.

dance records and try to give the drivers a handout covering the material that you're presenting, and then test their knowledge. Always make sure you review the test with the drivers and explain any wrong answers so they have a thorough understanding of the material.

make sure you know of all your citations, inspections and collisions is to obtain that safety record every month. Monitor and track your ratings and make sure you deal with all issues that arise.

## COLLISIONS

What do you do when there is a collision? Do you have everything documented in the file? I'm talking about police reports, witness statements, driver statements, photos and documented interviews with the safety department. Did you make a determination on preventability? And how about follow up with re-training or discipline? All of these need to be documented so you can prove you are dealing with your issues.

So there is a start for you. Yes, there is more you can do, much more. But at least if you have your hiring processes, orientation, training, safety-monitoring and event-handling properly recorded, you will reduce your risk and begin to eliminate your losses. All of which when documented properly will help to show your insurance company that you have minimized your risk and in turn minimized their risk.

And insurance companies don't like risk. ▲



**Insurance companies are constantly looking for ways to minimize their exposure and keep their costs low.**

## TRAINING AND SAFETY MEETINGS

Far too many companies don't hold regular training sessions or safety meetings. Of course it can be difficult to get all the drivers there for a session, but that doesn't mean you should just abandon the whole process.

At the meetings, go over your safety records, maintenance logs and collision history to see where your biggest problems are so you'll know where to focus your training. Make sure you keep atten-

Drivers who miss the sessions must be brought up to speed on where everyone else is. You might have to do some one-on-one training with them, and any new hires as well should receive the same training your current drivers have received.

Obtain your safety records on a regular basis. I am amazed when I see a carrier who obtains his safety record only once a year. People like that have no idea how or what their fleet is doing out on the road. The only way to

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



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# They've Got Their Ears On

**tips** *If you don't tell your troops how your company's doing, somebody else sure will.* By Rebecka Torn

**S**ilence isn't golden when a business is undergoing challenging times. It is, in fact, a critical period during which the company's leaders need to increase their visibility through even more frequent communications with employees.

Even before the banking collapse captured the headlines, trucking fleets in many markets were seeing a sharp decline in freight shipments—thanks largely to troubles in the manufacturing sector in Central Canada coupled with a high Canadian dollar which made all exports less attractive. And now we learn that, according to data released by the Ontario-U.S. border crossings, 2008 will be the first year since 2004 that cross-border truck traffic volume will drop below the eight-million mark.

That is the lowest number of crossings in 11 years. There is no question that Canadian workers overall—and particularly in some sectors of the trucking industry—are experiencing heightened anxiety due to a sharp drop in freight shipments.

It is precisely at moments like this when trucking industry leaders are presented with an extraordinary opportunity to consolidate their position of trust among employees and enhance their company's standing as a great employer. How?

Communicate!

A recent survey by global public relations giant Weber

Shandwick shows that 70 percent of American workers expect current economic troubles to negatively impact their workplace in the course of the next year. Of those, 26



**It is important for leaders to acknowledge uncertainty—it will engender respect and a feeling that "we're all in this together."**

percent believe their company will have to lay off employees and 62 percent said their company would have trouble meeting its goals.

They may be right or they may be wrong. Because the research also shows that 71 percent of those workers felt that their company's leadership should be communicating more with them about the impact that the current economic situation will have on their company. Worse yet, 54 percent of them have not heard anything at all from company leaders on the impact of the financial crisis.

The results of this survey of stateside workers offer some valuable lessons for Canada's trucking leaders. This research shows that there is a disparity in the workplace

between the amount of communication that employees need from their employers during tough times and the level of communication that company leaders are providing.

The leaders of well-managed companies are constantly aware that the opinions and morale of employees are never contained within the workplace. Employees communicate outside of their organization and messages get out whether leaders wish them to or not. Nowhere is this truer than in the trucking industry, where the vast majority of the workforce spend their workday in the customers' workplace. It is vitally important that these people are well informed as to how their company's leadership is managing any crisis.

So the question arises: What can you say if you don't know what's going to happen?

Employees would rather hear you say that you don't really know what the impact will be, than have you remain silent and reclusive. It is important for leaders to acknowledge uncertainty—it will engender respect and a feeling that "we're all in this

together". What is needed during times of crisis is presence—not necessarily all the answers.

It's perfectly okay to say you are monitoring markets, meeting with shippers and watching closely. You can help calm fears by reminding employees of your company's key strengths in the marketplace.

But most importantly, commit to getting back to your employees with information as soon as you have it, preferably also committing to a specific time to communicate with them again. Keep that commitment. If you don't have the answers for them when the stated time arrives, communicate that and make a new commitment to get back to them.

By following the principles outlined above, senior managers will have an opportunity to actually improve relations with employees during a period that would typically be negative in all aspects for the organization. Not only will this help while weathering the rough times, but will also set the stage for even better results when better times return. ▲

Rebecka Torn is a communications professional who offers strategic counsel to clients in the transportation sector, including the Canadian Trucking Alliance and Ontario Trucking Association. Contact: Beyond Words Communications, [rebecka@beyondwordscommunications.com](mailto:rebecka@beyondwordscommunications.com).

# CANADA'S TOP 100

Our annual industry snapshot captures a trucking business at a crossroads. There's no better time to take stock and, well, re-arm.

**C**lay Gording has been with Reimer Express since 1967. "I've seen a lot of ups and downs," he says. These days, Gording's the president. The company is—through its affiliation with YRC Worldwide—one of this country's largest common carriers. And between the time we compile the chart showing Canada's Top 100 for-hire carriers and when you actually read this story, Reimer's relationship with YRC Worldwide will have changed yet again.

YRC, based in Overland Park, Kansas, has been the parent company of both Reimer and the Canadian division of Yellow Roadway for some time. At the moment, YRC is wrestling with a \$36-billion debt problem and one of the fallouts will be Reimer assuming the management of the Yellow Canadian division.

"It's been a wild ride to say the least," Gording told *Today's Trucking*. "I've been with Reimer 42 years. But this is the worst I've been through."

The past year has seen capacity shrinkage, unprecedented bankruptcies, and a cloud of uncertainty cast over the future of the North American economy. As for what happens next, Gording says he'll hazard a "bit of a turnaround" by "maybe the third or fourth quarter of the year" but he adds "it's going to be slow."

Ironically, Reimer, a Canadian-born success story and checking in on this year's charts as the 20th biggest for-hire carrier in the country, is a profitable enterprise. It's just Gording's fate to be leading the company at a time when its American dad is mired in debt. And like most of us citizens sleeping in the same bed as the

**BY PETER CARTER**

elephant, when it rolls over, we all feel it. (For an in-depth view of how intrinsically trucking is tied to the American economy, see "Protection Racket" by Marco Beghetto, starting on page 37.)

That relationship is evident in this year's Top 100. Even though the Canadian economy is healthier than the Americans, the trucking companies on our list are almost all smaller than they were last year, asset-wise. A few—Challenger for instance—maintained the status quo, but mostly, it was a year of downsizing.

Of course TransForce, now a corporation instead of an income fund, tops the list. But it's running with almost 3,000 fewer tractors than last year. And despite offloading a few of its specialty operations, TransForce's big plays in '08 involved the consumption of two former Quebec leaders, Thibodeau Transport and Transport Couture and Sons. Couture was last year's 93rd largest player.

But mostly, the year was one of job shedding. Mostly the kind people don't read about, but feel. As the former president of Yellow Roadway Canada, Dan Goodwill, told a group of truckers recently, when it comes to layoffs, "the media only reports on the big ones. They don't talk about abc truck lines that let three people go or xyz truck lines that let seven people go."

Goodwill echoed Gording's tentative prediction about the turnaround starting in the third or fourth quarter of '09. "But this is not just about cost cutting or staying low to the ground," he said. "It's about opportunities that you might not see again. It's up to you," he told the audience "to lead your companies through the rough time."

Trucking is a trusted leading indicator. The Top 100 lead the leaders. Watch them closely. ▲

Our annual survey of Canada's largest for-hire fleets

# Today's Trucking

2009  
CANADA'S TOP 100

Rank (2008)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	0/0's	Employees
1 (1)	<b>TransForce Inc.</b> , Saint-Laurent, PQ	22,468	0	7200	13,450	1818	13,454
2 (3)	<b>Mullen Group Inc.</b> , Okotoks, AB	11,379	1220	2033	6950	1176	3679
3 (2)	<b>Vitran Corporation Inc.</b> , Toronto, ON	10,931	206	2253	7987	485	4414
4 (4)	<b>TransX</b> , Winnipeg, MB	6630	77	1521	4157	875	2344
5 (12) <sup>1</sup>	<b>Day &amp; Ross Transportation Group</b> , Hartland, NB	6572	429	288	3246	2609	1998
6 (5)	<b>Challenger Motor Freight Inc.</b> , Cambridge, ON	5308	10	1500	3500	298	2000
7 (6)	<b>Groupe Robert</b> , Boucherville, PQ	4985	8	841	3882	254	2580
8 (9)	<b>Canada Cartage Diversified Income Fund</b> , Mississauga, ON	4410	400	1500	2000	510	3500
9 (8)	<b>SLH Transport</b> , Kingston, ON	4402	5	299	3742	356	718
10 (7)	<b>Bison Transport Inc.</b> , Winnipeg, MB	4369	10	998	3117	244	1700
11 (11)	<b>Armour Transportation Systems</b> , Moncton, NB	3810	150	835	2750	75	1675
12 (10)	<b>Contrans Income Fund</b> , Woodstock, ON	3571	0	555	2292	724	1165
13 (13)	<b>Trimac Transportation Services LP</b> , Calgary, AB	3304	0	453	2331	520	1582
14 (17)	<b>Calyx Transportation Group Inc.</b> , Concord, ON	3270	15	295	2706	254	1096
15 (16)	<b>Manitoulin Transport Group</b> , Gore Bay, ON	2974	212	787	1843	134	0
16 (14)	<b>Siemens Transportation Group</b> , Saskatoon, SK	2946	45	724	2050	127	1660
17 (15) <sup>4</sup>	<b>UPS Canada</b> , Mississauga, ON	2780	2312	123	345	0	4606
18 (25)	<b>Gibson Energy ULC</b> , Calgary, AB	2408	67	543	1433	365	320
19 (18)	<b>Transfreight Inc.</b> , Kitchener, ON	2275	0	272	1964	39	1400
20 (20)	<b>Reimer Express Lines</b> , Winnipeg, MB	2206	27	539	1437	203	1378
21 (37)	<b>XTL Group of Companies</b> , Etobicoke, ON	2114	297	297	1350	170	175
22 (26)	<b>H&amp;R Transport Limited</b> , Lethbridge, AB	2045	0	505	1355	185	910
23 (23)	<b>QuikX Group of Companies</b> , Mississauga, ON	2035	65	540	1250	180	1100
24 (21)	<b>Schneider National Carriers Canadian Division</b> , Aberfoyle, ON	2020	0	520	1450	50	70
25 (31)	<b>Allied Systems Canada</b> , Burlington, ON	2018	0	934	998	86	1100
26 (32)	<b>M-O Freightworks</b> , Brampton, ON	2006	138	364	1120	384	327
27 (22)	<b>SGT 2000</b> , St-Germain-de-Grantham, PQ	1999	0	420	1519	60	615
28 (36)	<b>Purolator</b> , Mississauga, ON	1946	122	440	984	400	12,500
29 (34)	<b>Kriska Transportation</b> , Prescott, ON	1856	0	400	1358	98	525
30 (24)	<b>Rosedale Group</b> , Mississauga, ON	1847	38	420	1277	112	805
31 (30)	<b>Wilson's Truck Lines</b> , Etobicoke, ON	1840	0	361	1219	260	270
32 (35)	<b>Yanke Group of Companies</b> , Saskatoon, SK	1782	11	397	1291	83	672
33 (27)	<b>Erb Group of Companies</b> , New Hamburg, ON	1765	150	560	925	130	1070
34 (45)	<b>C.A.T./Canadian American Trans.</b> , Coteau du Lac, PQ	1753	0	385	1300	68	450

# 2009

CANADA'S TOP 100

Rank (2008)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
35 (29)	<b>Gibson Transport</b> , Alliston, ON	1736	0	285	1400	51	498
36 (33)	<b>Groupe Guilbault</b> , Ste-Foy, PQ	1725	3	314	1327	81	745
37 (28)	<b>Bruce R. Smith Limited</b> , Simcoe, ON	1687	0	352	1284	51	459
38 (42)	<b>Celadon Canada</b> , Kitchener, ON	1575	0	385	960	230	200
39 (44)	<b>Shadow Lines Transportation Group</b> , Langley, BC	1537	8	278	977	274	87
40 (46) <sup>3</sup>	<b>Clarke Inc.</b> , Halifax, NS	1526	32	310	942	242	522
41 (38)	<b>Meyers Transport</b> , Peterborough, ON	1505	16	342	1082	65	592
42 (43)	<b>Penner International</b> , Steinbach, MB	1500	0	340	850	310	155
43 (48)	<b>Consolidated FastFrate</b> , Woodbridge, ON	1490	90	400	700	300	2000
44 (47)	<b>Verspeeten Cartage</b> , Ingersoll, ON	1419	0	122	1030	267	183
45 (41)	<b>Northern Industrial Carriers</b> , Edmonton, AB	1370	0	265	1100	5	200
46 (40)	<b>HBC Logistics</b> , Etobicoke, ON	1366	0	208	1158	0	275
47 (39)	<b>Vedder Transportation Group</b> , Abbotsford, BC	1273	0	327	869	77	483
48 (53)	<b>B&amp;R Eckel's Transport</b> , Bonnyville, AB	1226	151	215	840	20	400
49 (51)	<b>Arnold Bros. Transport Ltd.</b> , Winnipeg, MB	1147	2	296	700	149	332
50 (65)	<b>Simard Transport</b> , Lachine, PQ	1145	50	142	778	175	703
51 (50)	<b>Rosenau Transport</b> , Edmonton, AB	1108	52	205	780	71	350
52 (57)	<b>Team-Transport Services Ltd.</b> , Richmond, BC	1098	0	155	788	155	24
53 (56)	<b>DCT Chambers Trucking</b> , Vernon, BC	1044	40	286	608	110	201
54 (63)	<b>International Truckload Services</b> , Belleville, ON	1037	2	235	630	170	320
55 (49)	<b>Cooney Group</b> , Belleville, ON	1029	0	222	800	7	300
56 (54)	<b>Transport Morneau</b> , Saint-Arsene, PQ	1028	20	236	728	44	589
57 (nr)	<b>TVM Limited</b> , Cottam, ON	1027	1	195	642	189	48
58 (59)	<b>Travelers Transportation Services</b> , Brampton, ON	1013	3	300	700	10	345
59 (60)	<b>Musket Melbourne</b> , Mississauga, ON	1000	0	225	660	115	320
60 (58)	<b>Groupe Boutin</b> , Plessisville, PQ	906	7	232	652	15	486
61 (55)	<b>Thomson Terminals</b> , Etobicoke, ON	893	3	232	650	8	0
62 (75)	<b>MacKinnon Transport Inc.</b> , Guelph, ON	865	0	95	605	165	169
63 (52)	<b>Arrow Transportation Systems Inc.</b> , Richmond, BC	857	0	110	540	207	222
64 (66)	<b>Wolverine Freight System</b> , Windsor, ON	833	3	200	545	85	332
65 (19)	<b>Paul's Hauling Group</b> , Winnipeg, MB	825	0	234	587	4	302
66 (69) <sup>2</sup>	<b>Williams Moving &amp; Storage</b> , Coquitlam, BC	778	195	138	366	79	400
67 (68)	<b>Normandin Transit Inc.</b> , Napierville, PQ	778	2	223	528	25	363
68 (71)	<b>Hyndman Transport</b> , Wroxeter, ON	744	0	210	513	21	236
69 (64)	<b>L.E. Walker Transport Ltd.</b> , St. Thomas, ON	730	0	115	560	55	165
70 (61)	<b>Sokil Transportation Group</b> , Edmonton, AB	715	55	100	560	0	220
71 (72)	<b>Andlauer Transportation Services</b> , Etobicoke, ON	703	29	37	343	294	680
72 (79)	<b>Mackie Moving Systems</b> , Oshawa, ON	695	30	90	450	125	250
73 (76)	<b>Totalline Transport Inc.</b> , Vaughan, ON	683	52	221	343	67	273

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# 2009

CANADA'S TOP 100

Rank (2008)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
74 (77)	<b>System 55 Transport</b> , Oakville, ON	667	4	134	476	53	98
75 (70)	<b>BLM Group</b> , Kitchener, ON	667	1	143	478	45	290
76 (80)	<b>Groupe Goyette</b> , Saint-Hyacinthe, PQ	626	1	75	486	64	278
77 (89)	<b>AYR Motor Express Inc.</b> , Woodstock, NB	615	0	130	450	35	310
78 (87)	<b>Fluke Transport</b> , Hamilton, ON	600	20	135	380	65	120
79 (81)	<b>Transport Bourret Inc.</b> , Drummondville, PQ	596	12	154	410	20	445
80 (96) <sup>2</sup>	<b>Samuel Son and Company Ltd.</b> , Mississauga, ON	591	6	170	280	135	0
81 (82)	<b>Transport Herve Lemieux</b> , Saint-Laurent, PQ	582	25	240	280	37	365
82 (93)	<b>Caravan Logistics Inc.</b> , Oakville, ON	565	5	150	385	25	185
83 (86)	<b>McKevitt Trucking</b> , Thunder Bay, ON	562	2	165	370	25	205
84 (85)	<b>Transport Bourassa Inc.</b> , St-Jean-sur-Richelieu, PQ	559	2	144	409	4	275
85 (78)	<b>ProNorth Transportation</b> , North Bay, ON	556	0	145	405	6	210
86 (95)	<b>Les services logistiques Trans West Inc.</b> , Lachine, PQ	555	0	190	275	90	380
87 (84)	<b>Groupe Jules Savard</b> , Jonquiere, PQ	540	0	160	380	0	300
88 (90)	<b>Transport V.A. Inc.</b> , Laurier-Station, PQ	538	8	104	425	1	409
89 (88)	<b>Transport LFL</b> , Vallée-Jonction, PQ	533	21	146	360	6	280
90 (91)	<b>Gosselin Express</b> , Thetford Mines, PQ	520	25	80	395	20	165
91 (83)	<b>Muskoka Transport</b> , Bracebridge, ON	500	4	125	355	16	165
92 (99)	<b>Empire Transportation</b> , Grimsby, ON	467	1	74	388	4	92
93 (98)	<b>Con-way Freight - Canada</b> , Mississauga, ON	428	2	168	258	0	284
94 (nr)	<b>Transport Bernieres</b> , Decary, PQ	398	0	103	295	0	200
95 (nr)	<b>Transtax Services</b> , Waterdown, ON	365	15	150	200	0	0
96 (97)	<b>J.D. Smith &amp; Sons</b> , Concord, ON	320	40	55	225	0	250
97 (nr)	<b>Transport Gilmyr Inc.</b> , Montmagny, ON	317	0	95	220	2	235
98 (100)	<b>Chester Cartage</b> , Toronto, ON	315	50	65	200	0	0
99 (nr)	<b>Sylvester &amp; Forget Transport</b> , Ormstown, PQ	285	0	80	190	15	25
100 (nr)	<b>Transport Bessette et Bourreau Inc.</b> , Saint-Hyacinthe, PQ	280	3	107	166	4	181

FOOTNOTES: 1) Day & Ross figures do not include McCain Transport, a wholly owned reefer fleet based in Maine. 2) Estimates. The company was on last year's Top 100 list, but their numbers were not updated in time for this year's deadline. 3) Clarke Inc.'s listing of number of trucks includes tractors, flatbeds and vans.

nr = not previously ranked. na = information not available. 4) UPS provided numbers but not a breakdown on vehicle types.

## HOW WE DID IT

1. Companies are ranked based on total vehicle counts, including power units and trailers owned by owner-operators, as reported in January, 2009. Only trucks of class 6 or above are enumerated unless otherwise noted. Vehicles and employees based in the United States are included provided they are administered from a Canadian head office.
2. Most of the statistics were entered into the Today's Trucking data base by representatives of the companies themselves. The remaining companies and additions were gathered by Today's Trucking editors via phone, email or fax. While we strive to present accurate figures, the statistics have not been independently verified.
3. Several large fleets do not respond to our requests for information. These include Irving Transportation Services (comprising Midland Transport, Sunbury Transport and RST Industries based in New Brunswick), and RTL Robinson of Yellowknife. As well, the Canadian operation of Federal Express is not on the list.
4. If you have any enquiries or if you think your company should be on next year's list, please contact Peter Carter at 416-614-5828 or peter@todaystrucking.com

# COMPANY DIRECTORY

2009  
CANADA'S TOP 100

Company Name	Total Units	Rank ('08)	Company Name	Total Units	Rank ('08)
<b>A</b>					
Allied Systems Canada	2018	25 (31)	Mullen Group Inc.	11,379	2 (3)
Andlauer Transportation Services	703	71 (72)	Musket Melburne	1000	59 (60)
Armour Transportation Systems	3810	11 (11)	Muskoka Transport	500	91 (83)
Arnold Bros. Transport Ltd.	1147	49 (51)			
Arrow Transportation Systems Inc.	857	63 (52)	<b>N</b>		
AYR Motor Express Inc.	615	77 (89)	Normandin Transit Inc.	778	67 (68)
			Northern Industrial Carriers	1370	45 (41)
<b>B</b>					
B&R Eckel's Transport	1226	48 (53)	<b>P</b>		
Bison Transport Inc.	4369	10 (7)	Paul's Hauling Group	825	65 (19)
BLM Group	667	75 (70)	Penner International	1500	42 (43)
Bruce R. Smith Limited	1687	37 (28)	ProNorth Transportation	556	85 (78)
			Purolator	1946	28 (36)
<b>C</b>					
C.A.T./Canadian American Trans.	1753	34 (45)	<b>Q</b>		
Calyx Transportation Group Inc.	3270	14 (17)	QuikX Group of Companies	2035	23 (23)
Canada Cartage Diversified Income Fund	4410	8 (9)			
Caravan Logistics Inc.	565	82 (93)	<b>R</b>		
Celadon Canada	1575	38 (42)	Reimer Express Lines	2206	20 (20)
Challenger Motor Freight Inc.	5308	6 (5)	Rosedale Group	1847	30 (24)
Chester Cartage	315	98 (100)	Rosenau Transport	1108	51 (50)
Clarke Inc.	1526	40 (46)			
Consolidated FastFrate	1490	43 (48)	<b>S</b>		
Contrans Income Fund	3571	12 (10)	Samuel Son and Company Ltd.	591	80 (96)
Con-way Freight - Canada	428	93 (98)	Schneider National Carriers Canadian Division	2020	24 (21)
Cooney Group	1029	55 (49)	SGT 2000	1999	27 (22)
			Shadow Lines Transportation Group	1537	39 (44)
<b>D</b>			Siemens Transportation Group	2946	16 (14)
Day & Ross Transportation Group	6572	5 (12)	Simard Transport	1145	50 (65)
DCT Chambers Trucking	1044	53 (56)	SLH Transport	4402	9 (8)
			Sokil Transportation Group	715	70 (61)
<b>E</b>			Sylvester & Forget Transport	285	99 (nr)
Empire Transportation	467	92 (99)	System 55 Transport	667	74 (77)
Erb Group of Companies	1765	33 (27)			
<b>F</b>					
Fluke Transport	600	78 (87)	<b>T</b>		
			Team-Transport Services Ltd.	1098	52 (57)
<b>G</b>			Thomson Terminals	893	61 (55)
Gibson Energy ULC	2408	18 (25)	Totaline Transport Inc.	683	73 (76)
Gibson Transport	1736	35 (29)	TransForce Inc.	22,468	1 (1)
Gosselin Express	520	90 (91)	Transfreight Inc.	2275	19 (18)
Groupe Boutin	906	60 (58)	Transport Bernieres	398	94 (nr)
Groupe Golette	626	76 (80)	Transport Bessette et Bourdreau Inc.	280	100 (nr)
Groupe Guibault	1725	36 (33)	Transport Bourassa Inc.	559	84 (85)
Groupe Jules Savard	540	87 (84)	Transport Bourret Inc.	596	79 (81)
Groupe Robert	4985	7 (6)	Transport Gilmyr Inc.	317	97 (nr)
			Transport Herve Lemieux	582	81 (82)
<b>H</b>			Transport LFL	533	89 (88)
H&R Transport Limited	2045	22 (26)	Transport Morneau	1028	56 (54)
HBC Logistics	1366	46 (40)	Transport V.A. Inc.	538	88 (90)
Hyndman Transport	744	68 (71)	Transtax Services	365	95 (nr)
			TransX	6630	4 (4)
<b>I</b>			Travelers Transportation Services	1013	58 (59)
International Truckload Services	1037	54 (63)	Trimac Transportation Services LP	3304	13 (13)
			TVM Limited	1027	57 (nr)
<b>J</b>					
J.D. Smith & Sons	320	96 (97)	<b>U</b>		
			UPS Canada	2780	17 (15)
<b>K</b>					
Kriska Transportation	1856	29 (34)	<b>V</b>		
			Vedder Transportation Group	1273	47 (39)
<b>L</b>			Verspeeten Cartage	1419	44 (47)
L.E.Walker Transport Ltd.	730	69 (64)	Vitran Corporation Inc.	10,931	3 (2)
Les services logistiques Trans West Inc.	555	86 (95)			
<b>M</b>			<b>W</b>		
Mackie Moving Systems	695	72 (79)	Williams Moving & Storage	778	66 (69)
MacKinnon Transport Inc.	865	62 (75)	Wilson's Truck Lines	1840	31 (30)
Manitoulin Transport Group	2974	15 (16)	Wolverine Freight System	833	64 (66)
McKevitt Trucking	562	83 (86)			
Meyers Transport	1505	41 (38)	<b>X</b>		
M-O Freightworks	2006	26 (32)	XTL Group of Companies	2114	21 (37)
<b>Y</b>			<b>Y</b>		
			Yanke Group of Companies	1782	32 (35)



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# PERFORMANCE DRIVEN

## The new American administration's making noise about tightening the borders. Here's what it could mean to you.

BY MARCO BEGHETTO

**I**f you had a dollar for every time this old adage has been quoted—"those who cannot remember the past, are condemned to repeat it,"—you'd probably be able to bankroll the U.S. 'stimulus' package yourself and still have enough left over to bail out a Hollywood studio or two.

That doesn't mean, however, that George Santayana's oft-repeated remark is any less relevant today, especially in light of the U.S. Senate's \$800-billion economic cash infusion, complete with protectionist overtones reminiscent of a similar legislative bomb that helped sink the North American economy nearly 80 years ago.

The much-cited Smoot-Hawley Tariff Act of 1930 cut off international trade—over the warnings of hundreds of economists—in an effort to boost the sagging economy by sourcing only domestic products. The measures, which set off a global trade war, are widely blamed today for igniting the Great Depression and assigning the U.S. to bear a disproportionate portion of the burden compared to other struggling nations.

Just substitute isolationist Republicans for populist Democrats, and doesn't that episode sound vaguely familiar?

Reminded of all this in late January by anxious world leaders—including our own PM Stephen Harper—President Barack Obama backed away from the stimulus bill's 'Buy American' clause, which effectively bans imported steel and iron products and related raw materials from infrastructure projects receiving



# PROTECTION RACKET

money from the aid package. Foreign products would only be allowed if builders show domestic products drive up the costs of a project by 25-percent or more.

The president's comments that the U.S. "can't send a protectionist message," and his promises to soften the provision were comforting to Canadian exporters and their cross-border service providers—at least for a while.

Even then, it was clear that the protectionists among the Rust Belt wings of Congress and the Senate and their union

backers weren't going anywhere. Before the ink on it was dry, a bill introduced by John McCain to eliminate Buy American (BA) was brushed off in the Senate by a large margin. Also disconcerting, Obama's own VP Joe Biden strongly defended the original BA when given a chance to calm down trading partners.

When the Senate wrapped up its final version of the stimulus bill in mid-February, a revised edition of BA remained, although it was unclear how much of it would be watered down,



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## POACHED SALMON

**O**ne not-so-unintended consequence of cooling trading relations with the U.S., some traditional domestic truckers might point out, is less of them Yankee trucks on this side of the border poaching our freight.

In the meantime, though, more than a few Canadian carriers seem to be doing a pretty good job of cutting their neighbor's grass all by themselves—particularly in southern Ontario, where the collapse of the auto market has prompted scores of truckers lacking in the diversity department to stalk any piece of freight that has to leave a dock.

"I blame two types of fleets," says Rick Way, owner of Wayfreight, a two-dozen-truck, flatbed carrier in Guelph, Ont. First, he says, the very large fleets with former automotive capacity to spare are muscling into any area they can. "It's always the same story ... with the big carriers right under us," says Way. "Now, Wayfreight rates are 'too high' and we're told we have to be more 'competitive.' How I hate that word."

Then there are the two-to-five truck operators who "have gotten into this rate reduction game to keep the fleet moving and generate cash to make payments."

And moving they are. According to the Atlantic Provinces Trucking Association (APTA), many Ontario-plated carriers have been pushing farther east, much to the dismay of Atlantic outfits.

Atlantic Canada has long been a major importer of goods

beyond stating that it would be "applied in a manner consistent with U.S. obligations under international agreements."

Still, many observers, while admittedly nervous, are hopeful that ultimately Congress and the Senate won't be able to withstand the full-court press against the provision by businesses, economists and politicians around the world and inside the U.S.

"We are students of history," Caterpillar exec Bill Lane lectured to the media. "A major reason a very deep recession turned into the Great Depression was the fact that countries turned inward."

Channeling the lessons of Smoot-Hawley, the editors at the influential magazine, *The Economist*, rightfully stated: "...the inevitable retaliation [of BA] would destroy more jobs at exporting firms. And the political consequences would be far worse than the economic ones."

It was Dallas Federal Reserve President Richard Fisher, perhaps, who hit, shall we

from Ontario. But with the influx of new eastern trucks in those parts, many Maritime trucks are being parked, APTA director Peter Nelson told local media there. Despite the extremely difficult operating environment in trucking, there's a lot more capacity today than most predicted a few months ago. One



**YOURS TO DISCOVER:**  
Ontario truckers are rolling as far east as Newfoundland in the hunt for new freight, Atlantic carriers say.

reason is that fuel prices crashed to almost half of what they were last summer, giving many carriers on the brink a new lifeline—or, probably more accurately—a stay of execution. But it won't last, says Way. "We just need to wait this out while the capacity problem eases thru attrition and then we will go back to our customers and get the increases we shouldn't have given up in the first place."

say, the highest note: "Protectionism is the crack cocaine of economics," he said frankly. "It provides an immediate high that leads to economic death."

### STEELY OUTLOOK

Despite some rhetorical red meat thrown around the campaign trail during Obama's presidential campaign, Sheila Martin of Stoney Creek, Ont.-based steel hauler, S. Martin Cartage, tells us she's genuinely surprised things would get this far.

Such a law, if it were to happen, would definitely be "devastating for most cross-border Canadian carriers" at a time when southbound lanes are dried up, she tells us. Payload miles in the steel sector are particularly "out of whack."

"Some days everything goes down and nothing comes back. Next time, it's the other way around," says Martin, whose fleet is 100-percent cross-border.

Claude Robert, the notoriously outspoken president of Boucherville's Robert

Transport, is optimistic that in practice the proposed law likely won't do what's advertised.

Like Martin, he points to the American ownership of Canada's largest steelmakers, Stelco and Dofasco, (the latter is owned by multinational giant ArcelorMittal, which has strong presence in the U.S.). While the rhetoric south of the border isn't comforting, logically it would be very difficult for the U.S. to cut its steel ties with Canada says Robert, adding that Canada also buys a lot of specialized steel from south of the border.

"I don't think [Obama] could say anything else these days because the U.S. steel industry is flat on its ass," he says. "The truth is, companies are so [intertwined] and in the end they will buy whatever it is they need for the best quality and price."

In fact, Robert is less concerned with the protectionist drums beating in the south as he is with the state of Canadian productivity. "In the last few years the real

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CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	102.9	-1.0	86.8
VANCOUVER *	91.6	-1.0	59.6
VICTORIA	91.9	-3.0	62.3
PRINCE GEORGE	89.6		63.6
KAMLOOPS	94.2	0.5	68.0
KELOWNA	94.2	-1.7	68.1
FORT ST. JOHN	102.4		75.8
YELLOWKNIFE	116.9		98.2
CALGARY *	84.9		67.9
RED DEER	88.9		71.7
EDMONTON	82.4	-1.9	65.4
LETHBRIDGE	86.5	-1.2	69.4
LLOYDMINSTER	88.4	-4.0	71.2
REGINA *	87.4	-1.8	64.2
SASKATOON	88.7		65.4
PRINCE ALBERT	87.9	-1.5	64.7
WINNIPEG *	87.3		67.6
BRANDON	85.9	-2.0	66.3
TORONTO *	89.9	-0.7	67.3
OTTAWA	90.9		68.3
KINGSTON	87.6	-1.6	65.1
PETERBOROUGH	91.9	-1.0	69.2
WINDSOR	86.3	-2.8	63.9
LONDON	89.1	-2.8	66.6
SUDBURY	92.4	-1.5	69.7
SAULT STE MARIE	92.9		70.2
THUNDER BAY	94.2	-0.8	71.4
NORTH BAY	92.2		69.5
TIMMINS	97.2	0.3	74.2
HAMILTON	88.0	-0.4	65.6
ST. CATHARINES	90.4	6.6	67.8
MONTRÉAL *	98.8	-1.1	67.4
QUEBEC	98.7	-1.2	67.2
SHERBROOKE	96.9	-2.3	65.6
GASPÉ	98.9	-0.5	67.4
CHICOUTIMI	98.4	-0.7	67.0
RIMOUSKI	98.2	-2.0	67.0
TROIS RIVIÈRES	99.2	-1.2	67.0
DRUMMONDVILLE	96.9	-3.0	67.0
VAL D'OR	100.4	2.0	67.0
SAIN JOHN *	97.0	-2.5	64.9
FREDERICTON	97.7	-2.4	65.5
MONCTON	98.6	-2.0	66.3
BATHURST	99.0	-2.4	66.7
EDMUNDSTON	99.2	-1.7	66.9
MIRAMICHI	98.9	-2.4	66.6
CAMPBELLTON	99.1	-2.3	66.8
SUSSEX	97.3	-2.3	65.2
WOODSTOCK	101.9		69.3
HALIFAX *	92.7	-2.3	62.6
SYDNEY	96.4	-2.2	65.9
YARMOUTH	94.8	-2.3	64.5
TRURO	94.5	-1.6	64.3
KENTVILLE	94.2	-2.3	64.0
NEW GLASGOW	96.1	-1.7	65.7
CHARLOTTETOWN *	92.8	-3.7	64.8
ST. JOHNS *	97.3	-0.5	65.6
GANDER	93.8	-0.5	62.5
LABRADOR CITY	104.6	-0.5	72.1
CORNER BROOK	95.9	0.4	64.4
CANADA AVERAGE (V)	<b>90.3</b>	<b>-0.8</b>	<b>65.9</b>

V-Volume Weighted

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

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

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

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## Cover

# SURVEY SAYS: PESSIMISM PREVAILS

You know it's rough out there when the finance firms are calling you to take some equipment off of their hands. Sure, you're shedding capacity but your phone has a dial tone, right? And that's good enough for the bank.

According to the Ontario Trucking Association's (OTA) 1Q 2009 Business

Pulse e-Survey, "all indications are that in the next several months things are likely to get worse before they get better." Of the 82 trucking companies that responded to the survey, half said they were pessimistic about overall industry prospects in the short-term—up from 34 percent in the 4Q08 survey.

On average, 74 percent of fleets say that freight volumes are decreasing compared to a year ago, up sharply from 52 percent recorded late last year. Plus, tightening access to credit and cash flow continues to



**"Barking up the wrong tree."**

— OTA President David Bradley

be a major challenge, a majority of carriers note. OTA fleets say they're responding by cutting capacity. Just over 50 percent said as much, compared to 31 percent previously. OTA President David Bradley said that the shippers who are sending letters out to carriers saying that they need to cut freight rates by 10 to 15

percent "are barking up the wrong tree." Instead, shippers should be proactive and lock into longer-term contracts in order to benefit when capacity tightens again.

Those sort of customers have helped fleets "control what they can to manage their way through these difficult times," says Bradley. "Of course," he

cautions, "if the freight recession becomes a freight depression, all bets are off."

(To read the full report on the survey, go to [www.todaystrucking.com](http://www.todaystrucking.com) and search our news archives by keyword)

problem is that we have never improved our products in terms of efficiencies," says Robert, referring mainly to the lack of concessions made by Canadian unions to help manufacturers be more cost competitive.

If approved, there's little doubt the provision would severely hurt Canadian carriers "caught in the whiplash," says Ontario Trucking Association (OTA) President David Bradley. And although it's easy to "chalk it up to the usual domestic-oriented rhetoric you get in the House of Representatives," he does add that it's disconcerting that the bill, albeit a diluted version, has advanced this far up the legislative ladder.

In an interview, Bradley points out that Canada's struggles to have our concerns heard by the U.S. aren't all that different than they've been in past years. "Isolationism or protectionism is not something new. Nor has it been the exclusive domain of either the Republicans or the Democrats," he says. "It is a constant struggle for Canada to be on the radar screen. That's the reality of the situation." On the flip side, adds Bradley, often "our own

provincial governments are just as protectionist and parochial as the U.S. states."

To that effect, there's a strong push within Canada—mainly from unions and their NDP representation—to fight back with a maple-branded version of protectionism against the U.S. while at the same time putting more effort towards trade with other nations.

While improving our coastal infrastructure to emphasize overseas shipping is a strategy worth pursuing in a globalized environment, Bradley stresses that foreign markets are dessert, not the main course. "What is Canada's greatest economic vulnerability—our dependence upon trade with the U.S.—is also our greatest economic asset. "We have no idea how envious other countries are of our close proximity and access to the largest free market in the world."

And it works out pretty well for the Americans too. Considering he campaigned on being more worldly than his predecessor, here's hoping that on his recent trip to Ottawa the president saw that for himself. ▲



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Last month, the consensus among the weather-forecasting groundhog community was that we'd get another six weeks of winter, which, if you believe (the increasingly tiresome) Wiarton Willie & Friends, would take us to right about now. Well, we Canadians sure know better don't we?

It goes without saying that fleets in most parts of the country are used to trucking through blizzards until, oh, early May or so.

Regardless, there's one aspect of winter driving that most fleets still haven't figured out: How to keep giant chunks of snow and ice from falling off of trailers. They can be deadly.

Ironically, in a country where absolute liability for wheel-offs has been introduced in at least one jurisdiction (Ontario), government and industry spend little time discussing the problem of flying "ice missiles," which arguably project from trucks more frequently than tires.

Statistically, as a recent study by the American Transportation Research Institute (ATRI) concludes, there is virtually no empirical data available on related injury, property damage or the number of citations given by law enforcement because of falling ice. However, anyone who travels the highways daily in Canada or the northeast U.S. will tell you they witness a handful of close calls or worse every season.

If you asked them, most fleet managers would quietly agree that accumulated ice on a trailer, weighing as much as two tonnes, is a major safety issue. Some even note the operational impacts such as weight limit violations and fuel economy.

But, as the ATRI study found, it is one of the most under-addressed issues in trucking, mainly due to a myriad of safety, financial, technical and market-based challenges.

In a survey of U.S. and Canadian fleets, ATRI reports that just over half (54 percent) of respondents "rarely or never" remove accumulated snow and ice. About 35 percent, though, tell of an experience of snow or ice causing injury or property damage to another motorist. Another 21 percent responded "not sure," underscor-

# TRAILER TRASH



**More than half of all truckers don't clear ice and snow from the tops of their trailers. It's an issue waiting to come back and bite you. | BY MARCO BEGHETTO**

ing the fact that motor carriers and drivers are often unaware of such incidents while a vehicle is in-transit.

## ON THIN ICE

The laws in North America regarding ice and snow projectiles are ambiguous at best.

There's no legislation right now in either country that preemptively requires its removal from a vehicle, although a handful of states and provinces have attempted it over the years. Usually tabled by a backbench politician immediately after a related high-profile tragedy, these proposals often wither away during the legislative process.

New Jersey could be the first jurisdiction to change that.

The Garden State's Transportation Committee unanimously approved a bill—over the objections of the regional trucking association—that would require the removal of snow and ice from cars and

trucks before they hit the road. The legislation, which at press time was expected to pass Senate scrutiny, penalizes drivers up to \$100 per violation.

Although other states could follow suit, for the most part the majority of jurisdictions prefer to throw the book at drivers after the fact.

A Quebec law, for example, states: "no person... when driving a vehicle, [will] allow snow, ice or any other substance to fall from the vehicle onto a public roadway." The fine: \$70.

But that's only if you don't hurt or kill somebody. In serious accidents, authorities in most provinces can broadly interpret other regulations governing commercial vehicles to stiffen the penalty, such as rules covering pre-trip inspections, size and weights, and cargo securement. "Enforcement officers are aware of this recurring situation and will take action where they observe dangerous

situations," MTO spokeswoman Emna Dhahak told us.

So, snow and ice accumulation is at the arbitrary discretion of officers, as Rob Ward, general manager of London-Ont.-based Voyageur Express, can attest after one of his trucks was held up recently at a local weigh scale.

The company was not charged, just ordered to remove the snow before the driver continued. Dispatch called a mobile service who arrived with a ladder, someone climbed up on the roof of the trailer and shoveled the snow and ice off. Price: \$185.

Ward says he thinks the Ministry of Labor might take issue with somebody climbing up on the trailer without the proper safety gear but the matter was never raised.

That last observation isn't lost on safety managers, or on ATRI, which noted that although many outside the industry believe drivers represent one of the lowest-cost solutions in removing ice and snow, it's also one of the most dangerous options, and most probably illegal.

Occupational health and safety legislation in both Canada and the U.S. prohibits workers from climbing to the height of trailer tops without approved fall-protection equipment or restraint devices, which are not widely available to drivers away from their fleet terminal, if at all.

"The potential for slips, falls and even death associated with individuals attempting to get to the tops of trailers covered in snow and ice to clean the trailer top far outweigh any potential benefits from this as a solution," notes the study.

## OF ICE AND TIRE

Unfortunately, there are few easily accessible, industry-standard alternatives.

Google "snow and ice removal systems" for trailers or any related keywords and you'll notice a surprisingly limited number of suppliers (see sidebar) in North America.

So agrees Kevin Brooks of Leevin Design & Fabrication in Barrie, Ont. "It's tricky to find anything, even in Canada," he says.

His system, the Avalanche, was originally designed for SLH Transport in collaboration with that fleet's former maintenance



**GLASS ACTION SUIT?** A New York reader sent this photo of her windshield after it was hit by ice flying off a trailer.

guru, John Lewis. Unlike more expensive automatic systems, the Avalanche has no moving parts. It's basically a drive-through goalpost mechanism equipped with staggered blades that clear snow off a trailer as it passes underneath.

According to the ATRI study, though, most fleets simply end up building their own makeshift apparatus, to varying degrees of success.

Through years of trial and error, Erb Transport of Baden, Ont., has developed a system that works pretty well—so much so, that even a major customer asked the carrier for one.

Tom Boehler, Erb's director of safety and compliance, says the fleet uses an empty trailer that's been fabricated with a

built-in catwalk on the inside. The left side of trailer roof has been cut open, so when a worker steps to the top of the catwalk he can stand on a secure scaffold, "waist high" with the tractor-trailer that pulls up next to him (see pg. 44). He can then securely and safely scrape the snow and ice off of the trailer as it slowly rolls past.

Of course, many small fleets have neither the innovation nor the budget in these financially trying times to purchase such devices or design their own. Owner-operators often don't begin their workday from a company yard and have limited or no access to snow-removal equipment.

If New Jersey's upcoming rule catches on in other jurisdictions, future mandates could put hundreds of thousands of truckers in a difficult spot.

ATRI examined several other strategies, but few are viable, at least in the short-term. Legislators often ask if de-icing solvents, like the chemicals used in aviation are an option for truckers. ATRI points out that some of these fluids could damage certain trailers and the stringent environmental standards that govern their use is logically impractical for the trucking industry.

ATRI's research team also contacted several trailer manufacturers on the likelihood that future trailers could be designed more aerodynamically to minimize the



## ONLINE RESOURCES

**It seems that snow and ice-removal systems are hard to find, even in the Great White Canadian market. Here's a handful of proprietors we were able to track down:**

**The Avalanche**, Leevin Design & Fabrication, Barrie, Ont. A cost-effective snow removal system any handyman can install in the yard himself. Call 705/722-5998 or go to [www.leepindesign.com](http://www.leepindesign.com) for more info.

**The Yeti**, named after the legendary Himalayan abominable snowman, is a fully automatic removal system and blower developed in Quebec by Michel Couture, former president of Couture Transport. Call 1-888/666-4961 or go to [www.yetiledeneigeur.com](http://www.yetiledeneigeur.com).

**Scaper Systems Inc.**, Mount Joy, Pa. Arguably the most widely-used system, this device has been deployed at Nova Scotia weigh scales and by fleets like Reimer Express, UPS, and Wal-Mart. 717/653-2213 or [www.scapersystems.com](http://www.scapersystems.com).

**The Reed Screed**, Jackson, N.J. On its website, Robert F. Walker of New England Motor Freight is quoted giving a ringing endorsement. Call 732-928-6222 or click on [www.reedscreed.com](http://www.reedscreed.com).

## Snow & Ice

thickness or formation of ice. But not only is there virtually no demand for such engineering, trailer makers point out that after three to five years of design and testing, it would still be another 10 to 15 years before the existing North American trailer fleet turns over.

Perhaps it's government-operated weigh scales and inspection stations that can lead by example, such as in New Brunswick and

Nova Scotia, which between them have installed scraper-scaffold devices at nine stations (although, they're said to be more effective at removing caked-on snow than solid ice). The systems, offered to all passing truckers year-round, are also routinely used to check cargo securement on flatbeds. One drawback is that many truckers will avoid pulling into a weigh scale voluntarily—afraid they'll get



### A STEP AHEAD OF TROUBLE:

Erb's innovative system lets workers clear ice-clad equipment safely.

nabbed for an overweight load or some other unforeseen violation.

Vast availability of snow and ice removal devices would require buy-in from the entire supply chain, which, if history means anything, is barely plausible without mandated requirements.

Truckstops could be looked at to "develop a comprehensive network of snow removal options," states ATRI, although right now very few in North America offer any snow-removal services at all.

Convincing a vast network of shippers and consignees to get on board would be even more challenging, considering many already don't like sharing their facilities with truckers. "Carrier interviewees indicate that most of their customers consider accumulated snow and ice on trailers as the carrier's problem, namely because it is the carrier's equipment," notes ATRI. 'Nuff said.

It's not hard to see, then, why any talk of preemptive ice-removal legislation targeting truckers is a red flag for carrier groups.

"Our position is that if the government is going to do anything, it better not put all the onus on the trucking industry," says Geoffrey Wood, VP, operations and safety for the Ontario Trucking Association. "It needs to be shared responsibly and shippers have to be held accountable for participating in the whole process."

That's something the governors of New Jersey and other like-minded states might want to consider before signing anything. ▲

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## EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

**IT'S ONLY NATURAL:** Natural gas engines will become more popular in areas where air quality is a concern, where through-put volumes will support the fueling infrastructure, and incentives exist to defray vehicle costs.



## Is LNG Here to Stay?

**engines** Natural gas truck engines aren't new, but they're gaining real traction now because of emissions reduction demands and high diesel costs. By Jim Park

**H**ow's this for the ultimate in renewable energy: a waste hauler drops a load of garbage at a landfill site, and then pulls around front and tanks up on locally produced biomethane gas. The garbage he just delivered will, in time, become the very same gas used to power the truck. We're sitting on gazillions of cubic feet of this man-made fuel, and we make more every time a load of trash is bulldozed into a landfill site.

Biomethane is part of a family of gaseous fuels already powering commercial vehicles

in many parts of the world. There are more than 20,000 medium- and heavy-duty engines in service today burning a variety of natural gases, including biomethane (see *LNG/CNG Feed Stocks*, pg. 49).

"We can fuel vehicles here in North America on domestically produced fuel. We don't have to rely on foreign sources for liquefied natural gas. And that's a pretty big deal today," says Tony Picarello, vice president of fuel systems at Westport Innovations.

Pricing tends to be more stable too, and

that adds to the value proposition. "In 2008, for example, we saw a dollar-per-gallon spread between diesel and natural gas in the overall cost of operation calculation," Picarello says.

A clean, sustainable fuel source that's readily available from domestic feed stocks? Where do I sign? Despite burgeoning interest in natural gas, either liquefied or compressed (LNG or CNG), there are several very real barriers to its widespread acceptance as a commercial vehicle fuel. Equipment cost is one, but clean-air credits and tax incentives are making a difference on that front. Fuel distribution and storage infrastructure is another. You won't find many natural gas fuel stops, and liquid natural gas dispensaries are even rarer.

Natural gas is often liquefied to increase the energy density of the stored fuel. Since LNG occupies 1/600th the

volume of natural gas at atmospheric temperature and pressure, it's cooled to minus 160 C degrees (-270 F), and stored in double-walled, vacuum-insulated tanks. That requires both specialized fueling depots and on-truck storage.

A diesel-equivalent LNG fuel tank, like the kind used on the Sterling Set-back 113s recently put into service at the southern California ports of Long Beach and Los Angeles, requires a 119-gal capacity to cover the same ground as 65 gal of diesel.

"One gallon of diesel contains the energy equivalent of 1.7 gallons of natural gas, so more fuel is required to cover the same distance," Picarello points out. "However, once the equivalency calculations are applied, the fuel economy results between natural gas and diesel are nearly identical."

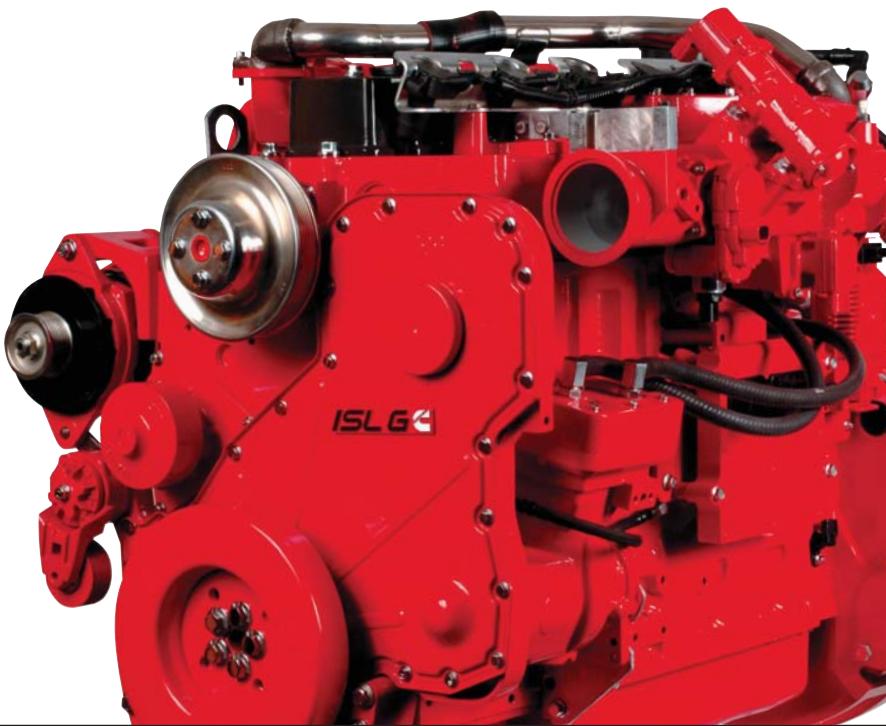
Historically, natural gas engines have been converted gasoline engines that weren't quite up to the challenge of medium- and heavy-duty commercial applications. They offered neither the power output nor the robustness of a diesel, until the early 1980s when Professor Philip Hill of the University of British Columbia's (UBC) Mechanical Engineering Department began working with natural gas combustion in diesel engines.

The first marketable technology to emerge from Professor Hill's work was the high-pressure direct injection (HPDI) "dual-fueled" engine with a two-phase injector. The same injector delivered natural gas and diesel to the cylinder. The combustion charge was roughly 95-percent natural gas, with the five percent diesel used to ignite the natural gas rather than using a spark plug.

That technology led to the creation of Vancouver, B.C.'s Westport Innovations in 1994.

In 1999, Westport and Cummins Inc. began development of HPDI technology for use on the Cummins ISX engine. And then in 2001 Westport and Cummins formed a joint venture called Cummins Westport Inc. (CWI), to enhance and expand Cummins' spark-ignited natural gas engines and related technologies to on-highway vehicles, as well as industrial and power generation applications.

Today, two separate and distinct natural gas engines bearing the Westport fingerprint are in service around the world.



## QUICK SPIN: CUMMINS WESTPORT ISL-G

**E**missions reductions benefits aside, any engine still has to pass the performance under pressure test; that is, driver satisfaction. I had previously driven the Westport ISX high-pressure direct-injection (HPDI) engine, finding its 450-hp, 1,650 lb ft output more than satisfactory, even under a 102,000-lb load. In August of '08, and again in December, I had a crack at the Cummins Westport ISL-G engine—the one you may have read about powering the Sterling trucks at the Ports of Long Beach and Los Angeles.

At 320 hp/1,000 lb ft, I didn't expect it to set the world on fire, but it did an admirable job with the 65,000-lb load I dragged around California's Sonoma Valley for a few hours that August afternoon. The Sterling Set-Back 113 tractor was equipped with an Allison 6-speed automatic transmission, which contributed significantly to the competent feel of the engine. It had no shortage of get-up-and-go at the higher revs, but with only 1,000 lb ft of torque, it didn't respond well to lugging. The Allison kept the engine in the mid-rpm range, preventing it from lugging.

In terms of performance, it lacked the

snort of a diesel. The torque rolled on a little slower than I've become accustomed to, but that doesn't mean the pull is absent. I put it down to the wastegated turbocharger used on the ISL-G, versus the variable geometry turbo used in ISM and ISX engines. The ISL-G requires lower charge-air flows than its diesel counterparts, which would explain its "lazier" performance. When I say lazy, I don't mean it's wanting. It's just a little slower and gentler responding to the throttle pedal.

Still, acceleration was good for the power and weight. It handled the few hills we hit well, but again, it didn't lug down the way we've been taught to expect from modern diesels. The ISL-G wasn't a noisy engine either, and it sounded different from diesel ISLs I've driven—it didn't have that conventional diesel rattle.

My limited experience with natural gas powered trucks leads me to think they will be a suitable and adequate alternative to diesel engines. And knowing that I'd be contributing to a 30-ton reduction in GHG emissions per truck per year compared to a diesel, I'm more than prepared to give them the benefit of the doubt.



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## LNG/CNG FEED STOCKS

The CWI ISL-G will run on a variety of natural gas feed stocks (compressed or liquefied), including common natural gas, propane, hydrogen-enriched CNG, and biomethane. The latter is mixture of methane and other gases produced by decomposing organic materials in landfills, and from the processing of animal and crop waste, sewage, and cellulosic and non-cellulosic crops.

Uncombusted biomethane leaching from landfill sites and animal waste lagoons is a significant greenhouse gas in its own right—estimated to be 21 times more potent than carbon dioxide. It is currently flared as a means of disposal. If that quantity of wasted biogas—estimates of recoverable amounts are said to be in the 1.25 quadrillion BTU range, equivalent to six percent of all the natural gas used in the U.S.—were purified and used to displace petroleum or other fossil fuels in transportation, it would displace 10 billion gasoline-



gallon-equivalent BTUs per year.

A 1998 U.S. Department of Energy study concluded that it is feasible to capture and use over one-third of the biogas potential from landfills, animal waste, and sewage, for about 1.25 quadrillion BTU. Were all this biomethane used in vehicles, the net reduction in greenhouse gases would be in the order of 500 million metric tons of CO<sub>2</sub> per year—or removing the emissions equivalent to 90 million light-duty gasoline vehicles from the road.

Purifying biomethane for use in natural gas vehicles is said to be a relatively simple and cost-effective process, and CWI says the ISL-G will operate on up to 100 percent biomethane, provided it meets the basic fuel spec.

**For more information on biomethane and the benefits of using it as a fossil-fuel replacement, see: [www.ngvamerica.org/pdfs/BiomethaneFactSheet.pdf](http://www.ngvamerica.org/pdfs/BiomethaneFactSheet.pdf)**

The 15-liter, 450-hp/1,750-lb-ft Westport Innovations ISX HPDI heavy-duty engine, and the ISL-G engine from Cummins Westport Inc. The latter is a medium-duty, spark-ignited, 8.9-liter, pure natural gas engine built on the Cummins ISL platform (see Quick Spin sidebar, p. 48).

While Cummins and Westport are co-conspirators in all this, Cummins Westport Inc. and Westport Innovations remain autonomous organizations.

### MEDIUM OR HEAVY DUTY?

The ISX HPDI engine has been in revenue service since 2001. San Francisco-based waste hauler, Nor-Cal Waste Systems was an early adopter, and now has several units with more than 750,000 miles on them and a fleet total of more than six million miles. Refinements have been made to the engine since we drove one in late 2005 (see “Future Fuels,” *Today’s Trucking*, May 2006). Several hundred engines are in service today in North America, though Paccar is currently the only truck maker offering this engine.

Kenworth began production of T800 models with ISX HPDI engines last January and has more than 150 in customer hands as of February '09. Peterbilt began offering the engines last fall in 367, 386, and 387 models following field trials with Wal-Mart in early 2008. The retail giant had four ISX HPDI-powered Peterbilt 386s operating from its distribution center in Apple Valley, Calif.

The heavy-duty ISX HPDI engines are capable of a 300-mile round-trip at 80,000 lb GVW with a typical single fuel tank installation, double that with two tanks, and of course you still need a small tank for the diesel fuel used to ignite the natural gas.

This engine will require both a DPF and SCR aftertreatment system to meet EPA 2010. While emissions of EPA-regulated materials will be the same as any other diesel engine come 2010, natural gas engines offer the added benefit of a 33 percent reduction in GHG emissions, giving them a market advantage in places like the L.A. Basin and other large metropolitan

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President  
PeopleNet Canada

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# SPEC SHEET

## CUMMINS WESTPORT ISL-G

**Advertised Horsepower:** 250 to 320 hp

**Peak Torque:** 660 to 1,000 lb-ft

**Governed Speed:** 2,100 to 2,200 rpm

**Clutch Engagement Torque:** 550 lb-ft

**Displacement:** 8.9 L / 540 cu. in.

**Net Weight:** 1,500 lbs / 680 kg

**Fuel Type:** CNG/LNG

The CWI ISL-G is an 8.9-litre, turbocharged, six-cylinder, four-stroke engine that will run on a variety of natural gas fuels (see p. 49)—either compressed or liquefied. Either way, vaporized fuel enters the air intake manifold through a single connection point at about 75 psi where it mixes with air prior to being ignited in the cylinder by a spark plug. The engine uses stoichiometric combustion (an ideal fuel/air ratio that achieves 100-percent consumption of the fuel/air charge) and high EGR rates to produce oxygen-free exhaust. This facilitates the use of a passive, maintenance-free, three-way exhaust aftertreatment catalyst—similar to the catalytic converter found on automobile engines—to control hydrocarbon, CO<sub>2</sub>, and NO<sub>x</sub> emissions.

The ISL-G currently meets EPA 2010 emissions standards (NO<sub>x</sub> - 0.2 gm/bhp-hr; PM - 0.01 gm/bhp-hr) without a DPF, and without SCR. It also boasts 19-percent lower “well-to-wheel” CO<sub>2</sub> emissions than a diesel-fired ISL engine.

The engines are manufactured by Cummins, and sold and serviced through the Cummins network. “It’s a full factory-enabled product, not an aftermarket fuel system,” says CWI’s Jeff Campbell. “We deliver a ready-to-install engine to the OE, and it’s installed right on the production line, along with all the other engines.”

Service intervals for the ISL-G are the same as the diesel version—with the addition of a spark plug change at 18 months, but without the DPF and SCR maintenance. The two engines share 80 percent parts commonality, and the natural gas version of the ISL engine boasts the lowest installed weight, and highest power-to-weight ratio in its class, CWI claims.



**IN THE FIRING LINE:** Individual ignition coils are located directly above each spark plug, eliminating the need for high-tension leads. Electronic ignition is controlled by the engine ECM.

areas where CO<sub>2</sub> has been identified as a serious concern. LNG powered trucks should remain popular in these areas as long as clean air incentive schemes like the \$1.6 billion Clean Truck Superfund are offered to spur sales of low-GHG vehicles.

Jeff Campbell, director of product marketing at CWI, says there’s an up-charge of about \$50,000 (CDN) for the natural gas version of the ISL engine.

“I’d stress that because the engine is sold as part of the complete vehicle package; we talk about vehicle pricing, not just the cost of the engine,” he says. “There are the modifications to the fuel system, obviously, as well as on-board storage, etc.”

Incentives available in some American jurisdictions kick close to \$30,000 back to the end user to offset the upcharge. The best we’ve seen in Canada to date is a \$15,000 rebate made available through Ontario’s recently announced Green Commercial Vehicle Program (GCVP).

### MORE THAN A SCIENCE PROJECT

Being relatively new to market, natural gas engines are still “on probation” in many fleet eyes. Historically, natural gas engines have been there and then they weren’t. There has been concern about continued production, parts availability, etc. But if the recently introduced natural gas version of the Sterling Set-back 113 is any example, Daimler is making a pretty serious commitment to natural gas.

Brian Daniels, powertrain product manager at Daimler Trucks North America, says that while a lot of others have had a go at natural gas engines over the years, the

Sterling/ISL-G combo is an example of the full engineering effort that’s required to get it right and make it stick.

“This isn’t a science project for us,” he says. “There are low-level conversions and diesel retrofits available, but we hope to be successful by making this a full engineering effort, with all the design, testing, validation, and optimization required to maintain our quality and durability standards.”

The chassis modifications required to accommodate the ISL-G engine are not extensive. Daniels says the engine is very similar to the diesel version in terms of size and packaging, and so did not demand a load of re-engineering.

“When we look at chassis modifications, the biggest thing we’re talking about is fuel tank placement,” he says. “Other components we had to consider are the fuel line routing, placement of the heat exchanger, and the methane detection system.”

By the way, with the recent demise of the Sterling brand, DTNA says work is underway to integrate the CWI ISL-G engine into the M2 Business Class chassis. It will be available this year.

Daniels echoed Campbell’s remarks on pricing. “Our target is \$50,000 incremental over a diesel, but there are incentives in many areas to offset that, and we have some expertise in helping our customers gain access to some of that funding,” Daniels notes. “And we see fuel pricing being a big factor in the buying decision—when diesel prices begin to climb again, natural gas will look pretty good.”

As well, Daniels says many service tenders are going out now with the “cleanest available technology” in the bid language.

All things being equal, even EPA 2010 engines will be at a 19-percent disadvantage in terms of CO<sub>2</sub> emissions.

So far, municipalities have been the largest consumers of these engines, with equipment running now in transit, refuse, construction, and utility applications. Private sector uptake has been limited to applications that come with buying incentives, but there's fertile ground there for OEMs with the technology in hand.

And how about Canada? Glad you asked. According to Brian Zehr, vice president of the customer care group at Westport Innovations, there are no commercial units operating in Canada.

"Challenger Motor Freight tested a few engines for us back in 2005-2006, and came away with a positive impression, but it needs a larger scale operation to get a more permanent and cost-effective fueling infrastructure in place," he notes. "We probably won't see that until we get some large-scale incentive programs in place."

There are many natural gas transit buses in service, and decent demand from cities and municipalities for natural gas powered vehicles, but there has been little uptake so far from the private sector.

Ontario's Green Commercial Vehicle Program could pump as much as \$15,000 into the purchase of a natural gas vehicle—a far cry from the \$28,800 available through the Clean Truck Super Fund—but it's better than a poke in the eye. An organization called the Western Climate Initiative, a coalition of seven U.S. states and four Canadian provinces, is looking at the big picture on climate change, and may eventually come to the table with

some funding, but there's nothing there at the moment.

The existing engines are selling well in Australia and other markets around the world, and last July Westport signed a development agreement with an undisclosed "leading European diesel engine maker" to integrate HPDI technology with that platform. But try as you might, you won't find but a handful of medium- or

heavy-duty natural gas engines, if any, on Canadian roads. Ironic, isn't it, that cutting-edge Canadian technology is making the rest of the world a better place to live, but we can't get it here? ▲

Jim Park is the former editor of *highwaySTAR* magazine, now a freelance truck writer. He can be reached at 905-227-5755, or [j.park@sympatico.ca](mailto:j.park@sympatico.ca).

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## FOR MORE INFO

**Western Climate Initiative:**  
[www.westernclimateinitiative.org](http://www.westernclimateinitiative.org)

**ISX HPDI:**  
<http://www.lngtrucks.westport.com/index.php>

**Cummins Westport Inc.:**  
[www.cumminswestport.com](http://www.cumminswestport.com)

**Westport Innovations:**  
[www.westport.com](http://www.westport.com)

**Sterling LNG trucks:**  
[www.sterlingtrucks.com](http://www.sterlingtrucks.com)



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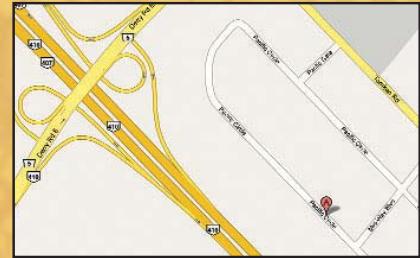
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## In Gear

# R&B TRUCKING LAUNCHES FIRST HYBRID REEFER TRUCK

In Victoria, B.C. **R&B TRUCKING** has what's being called the only refrigerated delivery truck powered by diesel-electric hybrid means on the continent. The company, run by Paul Cunningham, is a delivery agent for Clark Freightways. It has 28 trucks on the road, this one being the only hybrid.

Cunningham's Freightliner M2e 106 straight truck uses a small Cummins engine and the ubiquitous Eaton hybrid-electric propulsion system. It also has an interesting refrigeration unit powered electrically by the hybrid

system, eliminating the need for a second diesel. That makes it the cleanest refrigerated urban delivery vehicle currently in operation, and should save as much as 35 percent in fuel costs while reducing greenhouse gas emissions by more than 20 tonnes a year.

That all-electric reefer unit is made by Aura Systems ([www.aurasystems.com](http://www.aurasystems.com)) of California, predominantly a maker of mobile-power electric generators for military use. After the acquisition of Global Refrigeration, it now makes the 'Oasis' midrange truck unit as seen on the R&B vehicle. Intended to run electrically off a PTO-driven generator, it was modified in this case to get power from the hybrid

Several features promote durability and prohibit corrosion, the company says. For example, UV stabilizers in the molded housing and lid help avoid deterioration and weakening of the lid. The lid's hinge pin fits tightly in the housing, increasing durability in all environments and reducing the chance of corrosion from exposed terminals. The main harness connection to the truck is said to be robust and combines solder dipped wires with adhesive-lined heat shrink to keep out moisture.

The mounting holes of the box make it easy for new installation or replacing an existing product, and it's easily adaptable

system. It was introduced last September, with capacities of 15,000-20,000 BTU/hr.

The company says it will also introduce a trailer system this year, with BTU/hr ratings in the 45,000-60,000 range. It'll



**COLD FUSION:** Paul Cunningham's reefer is powered by a combination Cummins diesel – Eaton electric hybrid.

require the use of a single-circuit 16 kW power system, which the company already makes for the U.S. Navy.

The R&B hybrid truck is evidence of the Fraser Basin Council's Green Fleets BC program, which provides support to trucking companies to help them move towards environmentally friendly practices and technologies. Its hybrid truck incentives contribute as much as \$20,000 per vehicle to help cover the price difference between a hybrid and a conventional truck.

*For more information, look at [www.greenfleets.bc.ca](http://www.greenfleets.bc.ca) and [www.fraserbasin.bc.ca](http://www.fraserbasin.bc.ca)*

for use on many different vehicles including stake bodies, van bodies, and light-duty truck applications.

*See [www.truck-lite.com](http://www.truck-lite.com)*

## FLEXIBLE BODIES

**DEMOUNTABLE CONCEPTS** OFFERS A NEW 'BODY SWAP' SYSTEM FOR CLASS 3-5 TRUCKS

With a view to adding scheduling flexibility and efficient deliveries, **Demountable Concepts** has developed a new demountable, or 'body swap' system that can be used with smaller, class 3-5 delivery trucks. The company claims users can make more deliveries

per day while reducing rush loading and double handling by using multiple demountable bodies with each truck in their fleet.

Instead of pulling and staging orders and then loading them into the truck when it returns from its route, the entire order can be loaded directly into a free-standing demountable body—not attached to a truck—at the terminal or warehouse.

In practice, drivers can get on the road early in the morning because bodies are loaded the night before. During the day,

**THINKING OUTSIDE THE BOX:** Swapping bodies with Demountable Concepts' system takes less than 10 minutes.



second bodies are loaded at the warehouse while trucks make deliveries. In the evening, trucks return and drivers swap empty bodies for loaded ones to be ready for the next day's deliveries. The swap takes less than 10 minutes, the manufacturer says.

A similar system has been available for some time for larger straight trucks, as pictured above. A slightly different design protects the payload capacity of smaller trucks, in which the system uses crank-down legs that are removed instead of stored under the body, as they are with larger vehicles. Each truck's chassis is equipped with a lock-down apparatus that facilitates mounting and demounting.

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

## SCALE LOCATOR

CAT SCALE LAUNCHES CELL-PHONE-FRIENDLY SCALE LOCATOR WEBSITE

An interesting new website allows drivers to find the closest **Cat Scale** via their mobile phones. The new site, [www.catscale.mobi](http://www.catscale.mobi), is specifically designed to function with web-enabled mobile phones. It features the locator portion of Cat Scale's main site to provide truck-friendly driving directions

as well as a search option that directs drivers to the company's scale closest to their loading point.

Once on the site, drivers enter the city and state or zip code of their loading point and choose from a drop-down menu of how many of the nearby scales they'd like to view. They'll be able to view a map of all of the Cat Scale locations in that area. Once selected, drivers can get

information about the location such as truckstop name, interstate address, manager's name, phone, fax, and longitude/latitude coordinates. Phone numbers on the site are all coded to auto-dial when clicked on. The site also provides driving directions to the chosen scale.

See [www.catscale.com](http://www.catscale.com) and [www.catscale.mobi](http://www.catscale.mobi)

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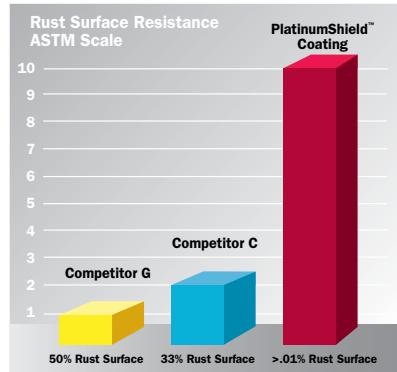
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ASTM (American Society for Testing and Materials) scale after 408 salt-spray test hours, as tested by ArvinMeritor.



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## ARVINMERITOR DELIVERS

CLASS 8 HYBRID TO WAL-MART

**W**AL-MART TRANSPORTATION is now testing a prototype International heavy-duty tractor equipped with the first Meritor diesel-electric drivetrain, as part of its effort to double fleet efficiency by 2015. The company runs nearly 7,200 heavy-duty trucks in North America, and the new vehicle will join them in regular linehaul service.

"While most hybrid systems today are best suited for start-stop applications, our hybrid drivetrain is specifically designed for linehaul, over-the-road trucks, the largest segment of the commercial vehicle population," says Carsten J. Reinhardt, president of ArvinMeritor's Commercial Vehicle Systems (CVS) business.

The Meritor dual-mode hybrid drivetrain combines both mechanical and electrical power. Under 48 mph, the truck is powered entirely by an electric motor and a bank of lithium-ion batteries, which are recharged through regenerative braking and/or an engine-driven generator. As the vehicle approaches highway speed, the drivetrain phases to diesel power, using the electric motor only as required.

The key differentiation of this system, says ArvinMeritor, is its ability for zero-emission mode in a wide range of situations. The batteries also provide continuous power for hotel loads during an overnight rest period, eliminating the need for engine idling or other anti-idling systems.

The Meritor hybrid drivetrain was developed in collaboration with Navistar and Cummins.

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

## LIGHTWEIGHT LIFT AXLE

HENDRICKSON TRIMS ANOTHER 90 LB FROM ITS PARALIFT LIFT-AXLE SYSTEM

Fitting Paralift with a new axle, **Hendrickson** says it retained the durability and versatility of the 20,000-lb, steerable lift axle while improving driveline clearance and wheel cut. The new PST comes with a 90-lb weight reduction, with models available for



many class 8 trucks. Wheel cut has been extended to 25 degrees, the axle seats are re-designed, with the stabilizers moved inside the tie rod and connected to the axle brackets.

PST is said to retain the advantages of previous models including adjustability of frame width and ride height, allowing

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truck operators, aftermarket installers and body builders to apply one unit to meet a wide variety of truck configurations.

The new axle has 12 in. of total travel with 9 in. of lift in ride heights from 9.5 to 13.5 in., all in a 28-in. package space. Zero-torsion trailing-arm bushings help eliminate bushing wind-up and allow for the two lift-spring configuration.

See [www.hendrickson-intl.com](http://www.hendrickson-intl.com)

## BRAKE PADS, SHOES

MONROE DYNAMICS BRAKE  
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BRAKE SYSTEMS

**Tenneco Inc.** has introduced Monroe Dynamics disc brake pads and shoes covering the latest air-disc brake systems from Workhorse, Knorr Bremse, Meritor Wabco, and other manufacturers.

These brake pads and shoes are, for

many applications, packaged complete with all hardware and related components needed for the job.

Each Monroe semi-metallic brake pad features an application-specific friction material secured to its backing plate with an OE constant-pressure manufacturing process called positive molding. This is said to provide a better bond and denser friction material, which in turn reduces pedal fade and helps ensure stopping performance.

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

## IMPACT WRENCH, SOCKETS

NEW FROM SNAP-ON, 3/8-IN. IMPACT  
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SWIVEL SOCKETS

**Snap-on's** new 3/8-in.-drive impact wrench (MG325) and Flank Drive impact swivel sockets are said to be state-of-the art. They come in a seven-piece swivel socket set and 14-piece deep-impact socket set, for light truck and automotive applications.

The MG325 is said to be twice as strong as previous models, and the impact sockets and extensions featuring the Flank Drive wrenching system were specifically designed to withstand its torque output—425 lb ft of bolt breakaway torque.

Other features of the wrench include: patented one-piece housing that means components are aligned with precision accuracy; continuous oil-bath lubrication for less wear and maintenance; twin-hammer impact mechanism allows harder hitting blows with fewer moving parts for longer tool life; and reverse-bias motor means the motor has more torque output in reverse, making stubborn bolts easier to deal with.

The Flank Drive socket sets feature laser-welded pivot pins that allow full-30-degree uninterrupted swivel action which allows efficient power transfer, prolonging the socket's life, plus greater accessibility in tight quarters. The sockets are said to deliver 15 to 20-percent more turning power which requires less use of your power tool and sockets.

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



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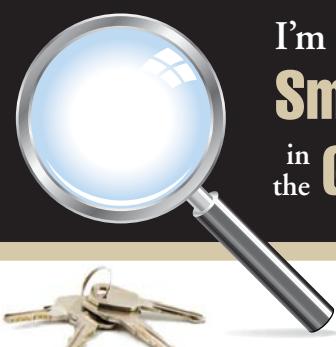
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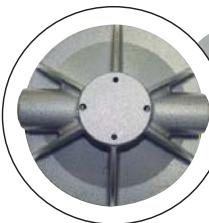
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By Peter Carter

# Fiscal Fitness

**Why we will all be much better off when this cursed recession's history**

**B**y rights, I should have been bonding with the guy big time. I'd just met him. We were both watching our kids participate in the same sport; we determined that we worked in the same industry and knew lots of people in common. It was a recipe for a new friendship.

But towards the end of the discussion, our conversation hit a wall—the kind of moment my sister Charlene refers to as a “buzzkill.”

In this case, the buzzkill was my new acquaintance recalling something that happened a decade or so ago and adding, “ahhh.. those were the days.”

Oh for Pete's sake.

How wrong can a guy get?

The best thing about the good old days, my late father used to say, is that they're gone.

These, I assert, are the days.

(Exhibit a: We were there watching our kids play. Fathers in years past were neither encouraged nor had time to enjoy that part of life.)

When I was a kid, I had eight siblings. My mom didn't have a microwave until we were all grown and out of the house. When I was really small, she had to use a wringer washer. Imagine how much less time she had to read to the kids.

I remember the first time my father came home in a car with—get this—a/c.

I can't walk down the street without being reminded how much better off we are. A neighbor asked me to help jump start his aging Benz last month and his booster cables were designed so nicely that it would be almost impossible to let the negative clamp get close to the positive one.

I don't have to change the plugs in my car every 10,000 miles and I'd wager that ABS has saved the life of somebody you know. With each passing day I am more thankful for power steering. (And ibuprofen.)

And don't get me going on simple dumb behavior. Remember that old joke, “You drive Joe. You're too drunk to sing”? A real knee-slapper.

Yes, those were the days.

I realize that at the moment that it's easy to recall the economic situation four years ago and think everybody's business was exploding with profits and nobody had any problems.

But as I went over my notes preparing for the monthly issue of this magazine, I continued to trip across comments from people



**BITTER PILLS:**  
Exercise can hurt but it gets you into shape.

who are too busy strategizing to complain about how things used to be. And, surprise surprise, they're industry leaders.

Challenger Motor Freight's Dan Einwechter, for instance. He was addressing a seminar at the Ontario Trucking Association's annual conference: The driver shortage is over, he said. And that means the average level of road safety is higher.

And here's Dan Goodwill, the former president of Yellow Transportation's Canadian division and now boss at Dan Goodwill & Associates. He was speaking at the Driving For Profit meeting in Cambridge and referred to the misery index, an economic yardstick invented a few decades ago. Simply put, the misery index is the level of inflation plus the level of unemployment. In the early 1980s, the misery index was in the 20-to 25-percent range. These days, it's still under 10. “As bad as things are right now,” he said, “it's not as bad as it could be.”

Then Goodwill went on to talk about how companies can make the most of the situation so when things do turn around, well, you know the rest. The current exercises involving capacity tightening and intermodal streamlining might be painful, but everybody knows that the best exercises always hurt at first.

Which reminds me.

Hands up anybody who remembers Participation—the publicly sponsored program designed to get Canadians off their butts and into gyms. Before participation, if one of your friends said he was going to go for a run before breakfast, you probably looked at him like he was an alien.

Of course now we know that if you didn't exercise right along with him, he'd leave you in his dust. ▲

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