

THE VOICE OF EXPERIENCE:

Canada's top fleet repairman is Ben Vandespyker and he's 75, PG. 26



Active Transport's
wrench-wielder in chief
Ben Vandespyker

August 2009

www.todaystrucking.com

Today's Trucking

The Business Magazine of Canada's Trucking Industry

ALSO IN THIS ISSUE:



National HOS crisis

PAGE
8



It's a trailer; it's a
hospital, it's...

PAGE
32



Speed-limiter
limitations

PAGE
34

WHAT'S HOLDING YOU UP?

A special report on the new front-end
suspension demands, **PG. 36**

Get All The Performance You Expect.



Think Outside The Cylinder.

ISX15 For 2010. Better Every™ Mile.

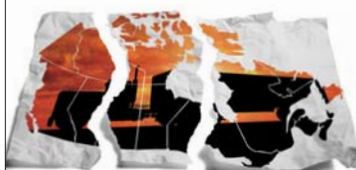
The best is getting better. A whole lot better. Cummins 2010 ISX15 with proven SCR technology will deliver up to 5% better fuel economy. A bigger sweet spot makes it easier for every driver – new or experienced – to achieve fuel economy gains. And the driver-friendly ISX15 delivers better throttle response. Plus, you get the reliability and durability you expect from Cummins. To get better performance every mile, think outside the cylinder and get Cummins ISX15 for 2010. For additional details, visit everytime.cummins.com/2010.



36

KEEPING YOU IN SUSPENSION: Are you ready for the new demands being placed on steer axles?**19** Stopping thefts from the company pump**34** Limiter limitations

NEWS & NOTES

8 DISPATCHESCANADA'S HOS
TIME-ZONE DILEMMA

- 11** A world truck
- 13** Events to pencil in
- 14** Fighting flaky brokers
- 14** Gord Dennis, R.I.P.
- 15** Upping B.C.'s self-esteem
- 16** Heard on the street
- 17** Truck sales statistics

FEATURES

26 WORKFORCE
MINORITY REPORT

Meet two industry leaders at either end of the demographic spectrum. They have tons in common. Mostly, that this industry could use a lot more like'em.

BY PETER CARTER

32 INNOVATIONS
TRANSFORMERS: THE TRAILER

The Di Franco family's biggest hits are coming to a theater of operations near you.

BY PETER CARTER

34 SPEED LIMITERS
CATCH-41

Today's Trucking went to the field to observe the first hours of speed-limiter enforcement. What we noticed is that the policy sort of doesn't work.

BY MARCO BEGHETTO

36 COVER
SPRING LOADED

Steer axle suspensions will have much more work to do in the coming years.

BY JIM PARK

OPINIONS

- 5** LETTERS
- 7** ROLF LOCKWOOD
- 25** REBECCA TORN
- 54** PETER CARTER

SERVICE DEPT

- 19** AVOIDING FUEL THEFT
- 23** CONFLICTING SAFETY RULES
- 40** NEW HYBRIDS ON THE BLOCK
- 44** LOCKWOOD'S PRODUCTS
- 53** COMPANIES IN THE NEWS

Meet the IDO family

No matter what you run, we have you covered



API CJ-4
APPROVED

IDO SERIES 1 are economical diesel oils that have high natural oxidation stability, enhanced with good dispersant, anti-oxidant, antiwear and corrosion inhibitor additives of proven performance.

IDO UNIVERSAL diesel oils are designed to meet the needs of mixed fleet operators in order to solve the problem of selection and application as well as to reduce inventory.

IDO PREMIUM diesel oil was developed specifically for diesel engines equipped with EGR (Exhaust Gas Recirculation) or engines that use Caterpillar ACERT™ technology. has excellent “stay-in-grade” ability, maintaining its multigrade performance over the entire life of the oil.

IDO PREMIUM PLUS synthetic blend diesel oil is made specifically to meet the stringent requirements of '07 EPA compliant engines equipped with Diesel Particulate Filters (DPF) with or without catalysts and Exhaust Gas Recirculation (EGR) technology. This multi-purpose crankcase oil not only exceeds API CJ-4 requirements, but is backwards compatible making it ideal for large, small and mixed fleets where multiple service categories may be recommended.

IDO PREMIUM PLUS SYNTHETIC 5W-40 is a highly advanced full synthetic performance diesel engine oil with a specially engineered additive package. The low SAPS formulation is compatible with all 2007 EPA compliant diesel engines as well as backwards compatible with previous API categories.

Irving high quality diesel products meet the latest API standards and OEM requirements from these top manufacturers:

Allison
Caterpillar
Cummins

Detroit Diesel
Eaton
Ford

International
Rockwell
Mack

Mercedes-Benz
Volvo

IRVING
Lubricants

Call your local Irving distributor

Parts for Trucks
Atlantic Canada
800-565-4700 (toll free)
www.partsfortrucks.com

Shoreline Lubes Distribution Inc.
Atlantic Canada
(506) 532-1493
(800) 561-5823 (toll free)

Atlantic Oilfield
Newfoundland/Nova Scotia
(709) 745-7545
(877) 745-7545 (toll free)

Fleetline Distribution Ltd.
Nova Scotia
(902) 245-5833
(888) 505-5833 (toll free)

Doggett Enterprises Inc.
Thunder Bay, Ontario
(807) 344-0222

MacEwen Petroleum Inc.
Eastern, Ontario
(800) 267-7175

Cormack Lubricants Inc.
Western Toronto
(905) 304-0404 or
(866) 762-5309 (toll free)

Today's Trucking

The Business Magazine of Canada's Trucking Industry

VICE PRESIDENT, EDITORIAL

Rolf Lockwood, MCLT (rolf@todaystrucking.com)
416/614-5825

EDITORIAL DEPT.

Editor **Peter Carter** (peter@) • 416/614-5828

Senior Editor **Marco Beghetto** (marco@) • 416/614-5821

Western Editor **Steven Macleod** (stmacleod@shaw.ca)
780/633-9113

Contributors **Jim Park, Brian Botham, Allan Janssen,
Steve Bouchard, Jason Rhyno, Eleanor Beaton,
Steve Sturgess**

DESIGN & PRODUCTION

Director **Tim Norton** (production@) • 416/614-5810

Associate Art Director **Frank Scatozza**

GROUP PUBLISHER

Mark Vreugdenhil (mark@) • 416/614-5819

SENIOR ACCOUNT MANAGER

Craig Macpherson (craig@) • 416/614-5804

SENIOR ACCOUNT MANAGER

Jack Meli (jack@) • 416/614-5827

NEWCOM BUSINESS MEDIA INC.

451 Attwell Dr., Toronto, ON M9W 5C4
416/614-2200 • 416/614-8861 (fax)

President **Jim Glionna**

Controller **Anthony Evangelista**

Production Manager **Lilianna Kantor**
(lkantor@newcom.ca) • 416/614-5815

Director of Circulation **Pat Glionna**

CIRCULATION INFORMATION

P.O. Box 370, Station B, Toronto, ON M9W 5L3
416/614-2200 • 416/614-8861 (fax)

NEWCOM MÉDIA QUÉBEC INC.

6450, rue Notre-Dame ouest
Bureau 100, Montréal (QC) H4C 1V4
514/938-0639 • 514/335-5540 (fax)

General Manager **Joe Glionna**

QUÉBEC SALES MANAGER

Denis Arsenaault (denis@) • 514/938-0639

Today's Trucking is published monthly by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Toronto, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus \$0.25 GST; one-year subscription: \$40 plus \$2.00 GST; one-year subscription in U.S.: \$60 US; one-year subscription foreign: \$90 US. Copyright 2009. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Toronto, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No. 40063170. ISSN No. 0837-1512. **Printed in Canada.**

We acknowledge the financial support of the Government of Canada through the Publications Assistance Program toward our mailing costs. **PAP Registration No. 10786.**



**Kenneth R. Wilson
Award Winner**



Member



WANTED: Women truckers with heart

I'd like to let readers know about a new twist to the ever-popular Convoy for a Cure campaign. I'm talking about an all-female convoy.

Imagine. Women truckers all wearing pink t-shirts, rolling down the Trans Canada from Salisbury, New Brunswick, to Aulac in decorated trucks. Candy for the eyes!

This was not my brain child. Rachael Champagne, a long-haul driver from Gatineau, founded the Convoy for a Cure and hosted her first fundraiser in Ontario last year. It was a tremendous success, raising \$15,000 for cancer research.

She envisioned that it could become a North America-wide event. Her horizons have expanded and now Alberta, Texas, and New Brunswick will host a convoy for their first time, driving in her wake.

When I was asked by Rachael and her partner and administrator Joanne Millen to join them in this lofty endeavor, I tucked the idea firmly under my arm and have been running with it ever since. What a great idea!

My greatest challenge in hosting the event, scheduled for Oct. 17th, will be to find enough females to drive in the convoy.

They'll need to obtain the support of the trucking companies they drive for, solicit financial support from businesses and bring in donations.

All monetary donations go directly to the Canadian Breast Cancer Foundation; sponsored funds are used to offset costs of the convoy, any merchandise donated will be shared equally among the female drivers as well as given out as raffle prizes at the event.

Each driver will also be looking for pledges from their friends and families and co-workers.

The driver who raises the most money will be in the lead truck, and the day itself



will be fun for the entire family. There'll be music, a barbeque, prizes and fun galore.

I have been overwhelmed by the support given to me by the businesses, the trucking industry, and the warm welcome by the drivers I have contacted thus far. They have risen to the challenge of supporting the cause. Hopefully others will

now take up the torch of support and run with it.

On the 17th of October, support us with your cheers and waves as we roll down the highway, meet up with us at either of the Irving Big Stops to meet

and greet, as you wish us well. Come out and have some fun while we celebrate our female drivers and promote Breast Cancer Awareness.

For more information, contact me at rodos@nb.sympatico or our webpage www.convoyforacure-nb.com.

Roxanne Smith,
Miramichi, N.B.



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



Online Resources

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



THREE MONTHS FREE SIRIUS Satellite Radio Programming with Qualifying Purchase from Participating OEM Truck Dealers - \$65 Value!

This exclusive offer is available for a limited time, and includes free activation and three months of instant SIRIUS service on the following products:

- » **PP803765 Starmate 5 w/ Vehicle Docking Kit and Boombox - plus \$20 rebate**
- » **PP803767 Stratus 5 w/ Vehicle Docking Kit and Truck Antenna - plus \$10 rebate**
- » **PP803694 Sportster 5 w/ Vehicle Docking Kit and Truck Antenna - plus \$20 rebate**
- » **PP102275 Delphi Heavy-duty CD Player with Built-in SIRIUS Satellite Tuner - plus \$70 rebate**
- » **And More! See participating dealer for details.**



Offer exclusive to OEM truck dealers only. All SIRIUS consumer rebates will apply to these part numbers. Take advantage of this limited time offer by visiting your local OEM trucker dealer today!



A NAVISTAR COMPANY



Brought to market by



800.726.2636

By Rolf Lockwood



Where To Park?

The truckstop business model doesn't work any more, so how long will they subsidize your operation by providing free parking?

Thank the lord of your choice that a paucity of freight means there aren't too many trucks on the road these days. It's a blessing. And my tongue is only partly installed in my cheek as I write that.

The thing is, when drivers run out of hours or need to wait overnight for their delivery window next morning, in some parts of the country they have nowhere to park. And even in the U.S., where truckstops seem more plentiful than McDonald's franchises, the problem is real. And dangerous. Earlier this year a New York driver was shot and killed during a robbery at an abandoned gas station in South Carolina. He'd been forced to park there, an obviously dangerous place, because he simply had no option in the area.

That prompted proposed legislation in Congress calling—yet again—for big-time federal funds to revamp and expand parking availability on the National Highway System.

So how do drivers stay both safe and legal? For many long-haulers, even those on regular routes who have parking tricks up their sleeves, the challenge is new every day.

This will hardly be news, but there's a new angle to the problem and fleets may have to be part of the solution, which could well mean spending money. It's about truckstops and the extent to which you depend on them for parking. Will you soon have to pay for that? Or even build new terminals where you didn't see the need before? Seems possible, maybe even likely.

In 2002 the U.S. Federal Highway Administration published a report on the adequacy of truck parking spaces, and some useful recommendations were made. But parking spaces still aren't being built and in fact truckstop numbers are now shrinking. It's not just the recession. In a lot of cases the land that truckstops occupy is too valuable to be devoted to that use, so it's being sold and redeveloped. Which means that parking spaces overall are also shrinking because something like 90 percent of all truck parking capacity is at truckstops south of the border.

For the privilege of hosting your driver, his truck and his trailer for maybe 10 hours, the truckstop might well have been paid whatever profit was made on a cup of coffee.

And here? I believe Transport Canada is studying the parking issue now, but no matter what they discover, solutions have to be years away. I haven't a clue as to the size of the truckstop contribution to parking capacity here, but it's likely a huge percentage too.

The key problem with that dependence on truckstops is that their basic business model just doesn't work any more.

The margin on the sale of fuel used to be high enough that the cost of owning and maintaining land devoted to truck parking was palatable. The shower was free too. And there was always the restaurant and maybe the trucker's store to make a buck as well.

But profit margins per liter are now in the low single digits, not the 10-20 percent they once were. Rarely does that margin even cover the actual cost of the shower, let alone paying for all those acres devoted to free parking.

The restaurants aren't making a buck either because more and more often drivers concoct gourmet meals in their very own on-board microwaves, maybe only popping into the restaurant



to grab a coffee before they hit the road again. And to use the loo. Actually, in many cases they probably don't even buy fuel there, because you've got a plan that has them fuelling up at cardlocks elsewhere.

So, for the privilege of hosting your driver, his truck and his trailer for maybe 10 hours, the truckstop might well have been paid whatever profit was made on a cup of coffee.

Something's got to give. If we're not going to build rest areas, then both governments and probably fleets have to find a way of subsidizing truckstop parking lots. And if nobody gets creative here, then the truckstops that are left will simply start charging for that parking space. It's coming, I tell you. ▲

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

Disparate

BY MARCO BEGHETTO

Hours of Severance

A new rift between Ottawa and Queen's Park has emerged over Canadian HOS rules—further loosening the feds' grip over extra-provincial carriers.

Up until The One was elected president of the United States, it was widely stated that America was a country divided. But really, is there a nation with more bipolar symptoms than our own Dominion—at least as far as businesses are concerned?

The point isn't likely to be lost on extra-provincial truckers, who, despite the best intentions of centralized regulators, have for years been trying to manage all the regional nuances of the National Safety Code.

Give the guys in charge of the federal hours-of-service file some credit, though. They sure worked hard to negotiate uniformity during the exhausting, decade-long undertaking. But almost as quickly as Transport Canada put the rules in place on Jan. 1, 2007, did the cracks begin to appear in a handful of

provinces, namely B.C. and Alberta, which decided instead to unilaterally exempt certain carriers and enforce (at least in-part) their own versions of the rules.

B.C., for example, gives a pass to truckers in the wood/pulp and paper sectors whose trucks are below the 11,794-kg threshold; while Alberta and Saskatchewan apply a

scaled-back provincial standard to intra-provincial carriers in the oil and gas sector. (We're told Alberta enforces the federal rule on extra-provincial carriers, but considering the ambiguity

BREAKDOWN:

Is Canadian trucking too 'Balkanized' to have truly uniform national hours-of-work rules?



ches

of such definitions, who really knows for sure how that's working?)

With no actual enforcement on the ground, as we're finding out, there's little Transport Canada can do about it, much to the chagrin of many federally-regulated carriers who play by the national rules.

Now, according to a presentation given to the members of the Private Motor Truck Council of Canada (PMTCC) this summer, Ontario's insistence that GPS-satellite records be handed over as

supporting documents in auditing carriers' HOS profile has exposed a new, arguably more divisive rift in the federal-provincial HOS turf war.

Transportation legal expert Dean Saul, a partner with Gowling Lafleur Henderson LLP, warned of a "renewed constitutional debate" regarding federal HOS rules versus their provincial application. The issue is somewhat weighted by legal jargon but the heart of it involves the case of an Ontario-based, extra-provincial carrier who refused to hand over GPS records to the Ontario Ministry of Transport (MTO).

Even though Ontario, like most other provinces, has mirrored much of the federal rules (mostly logbook-related aspects) in its own legislation, it now appears the province's position is that it also has rights to "unfettered access to supporting documents" (interpreted by the MTO to include GPS records) as "a key factor in HOS compliance monitoring." The federal HOS rule has no such stipulation, of course, and the carrier in question reasonably argued that as a federally-regulated company following the national rules, it is under no obligation to hand over these



DOUBLE STANDARD: Smaller, private carriers are still subject to stricter, more costly provincial labor codes.

HOS VS ESA: THE BATTLE CONTINUES

Not only are there significant inconsistencies in the way various provincial transport departments apply federal hours-of-service rules, but the driving time regime remains at odds with provincial labor legislation as well, trapping most private fleets behind the eight ball.

Today's Trucking first reported the discrepancy between Transport Canada's HOS regime and (to use just one example) Ontario's Employment Standards Act (ESA) in 2007, but very little has been done to close the gap since then, says Chris Andree of Gowling Lafleur Henderson LLP. (Be sure to read about the other HOS bombshell Andree's colleague Dean Saul reveals on the opposite page).

Private carriers in Ontario, since most are provincially regulated, are subject to the Employment Standards Act (ESA), which limits working hours to 44 a week before overtime pay and requires a permit for over 48 hours—rather than the HOS rules, which allow up to 70 hours per week and 14 on-duty hours a day. The same is true in most other provinces.

While Ottawa's rules make sense for the trucking industry, only for-hire carriers can take advantage of them.

In order to ask drivers to work

more than 48 hours, provincial companies must get written permission from the employee or union as well as acquire a permit from the Ministry of Labour.

Provincially regulated for-hire carriers also fall under the ESA. However, in Ontario, Sec. 18 of the Act specifically exempts "highway transport" carriers (truckers that haul beyond a 5 km radius) from the same limits private fleets are bound by. For-hire truckers must still pay drivers overtime (based on kilometers traveled per hours worked) but only after 60 hours, not 44.

Asked about the issue more recently, Andree says there's no political motivation to end the two-tiered policy.

"The inconsistency between HOS and hours of work restrictions under the various provincial employment standards legislation continue to put private fleets at an unjustifiable competitive disadvantage which results in systemic violations of the employment legislation and increased costs to fleet operators, and ultimately consumers," he says. "A concerted effort by the private fleets needs to be directed toward the Ministries of Labour in the provinces to address this issue for the benefit of all."



Want more news? Go to todaystrucking.com
Send us your feedback. E-mail editors@todaystrucking.com

\$5,000 *SERIOUS TRUCKS. SERIOUS DEAL.*
REBATE ON A WESTERN STAR*



Serious trucks.™



Daimler Truck Financial

Financing that works for you.

See your dealer about special financing programs from Daimler Truck Financial including 90 days to first payment for qualified truck buyers.

WESTERNSTAR.COM/HWY-TRUCKING



*Offer available with the purchase of a limited selection of new 2008 and 2009 model year trucks from dealer inventory between May 1, 2009 and August 31, 2009. Dealer will complete eligibility paperwork at time of purchase. Rebate paid in the form of a pre-paid debit card (in US dollars) or may be applied to the down payment at the time of purchase. Specifications subject to change without notice. Allow 4-6 weeks to receive your rebate after sales verification is completed.

THEM'S SOME BIG TATAS!

There is a world truck. And it's from India. At least that's what its maker says. India's **TATA MOTORS**, famous for making one of the world's least expensive and smallest cars, will now take a shot at building some of the largest trucks.

The automaker announced that in partnership with South Korea's Tata Daewoo Commercial Vehicles, it will be producing "world" trucks to be marketed to South Africa, the Middle East, and parts of Asia. According to Indian reports, the Tata trucks will have capacities ranging from 10 tons to a whopping 75 tons.

Although the company intends to give Daimler, Volvo and other global OEMs a run in the heavy-duty segment, the new trucks are probably not going to sell like chapatis any time soon. Like everywhere else, truck sales in India and Asia have sunk, falling by almost 30 percent over the past year.

However, the Indian government is pouring mega-rupees into highways, bridges and roads—the expanded road infrastructure is making it possible to roll the bigger trucks out in the first place—so Tata officials think now is the ideal time to ramp up.



GAINING WEIGHT: Tata Motors plans on supplying the world with much bigger vehicles than its bite-sized Nano.

'supporting documents' as required under Ontario's provincial rule.

Ontario says differently, essentially telling the carrier and the Ontario Trucking Association that it will enforce its own rules on extra-provincial carriers. As Saul explains to *Today's Trucking* in a follow-up interview, the MTO argues that the "lack of provincial jurisdiction on this issue would serve to undermine the quality and rigor of [Ontario's] enforcement efforts and effectively establish a bias in favor of extra provincial carriers." And the big definitive line: "Ontario will continue to resist any challenge to Ontario's jurisdiction over extra provincial undertakings."

There's only one way to read that, says Saul. "Ontario is saying that if it uses the provincial HOS rules with its definition of supporting documents, it will get GPS records. If it uses the federal regulation, it won't get them. And it wants them."

Because Ontario reflects the core logbook aspects of the federal rule almost exactly (time behind the wheel, off-duty rest time, sleeper berths, etc.) no one noticed the discrepancy between the two sets of rules before now, says Saul. "No one

had any reason to exploit it as long as the province was essentially enforcing identical (parts of the) rule."

The case is currently before a justice of the peace in Ontario. Whether Ontario or the carrier get their way in the end will depend on how the judge (and likely future appeals court rulings) assign jurisdiction over the issue. And this is where things really heat up, says Saul.

The feds have authority over extra-provincial carriers' HOS compliance because the rules are seen as regulating the way a federally regulated business is operated and managed, something provinces supposedly can't interfere with. The courts, applying the Canada Labor Code in the past, have generally upheld that notion. But Ontario, which like any other province has final say over its own highway safety affairs through the Ontario Traffic Act—speed limits, drinking and driving, and so on—now insists that HOS enforcement, including its arbitrary interpretation that "supporting documents" includes GPS records, is a bonafide safety issue.

It's one thing for a court to rule that Ontario-based federal carriers must abide by provincial rules, not Ottawa's,

THERE HAS NEVER BEEN A BETTER TIME TO BUY A WESTERN STAR

- Limited time offer on great prices—and a \$5,000* rebate
- Wide selection of Highway and Vocational models
- Popular power trains and options
- Available for immediate delivery

EXCEPTIONAL CREDIT OPTIONS

- Financing available through Daimler Truck Financial
- Competitive finance rates
- 90 days to first payment for qualified truck buyers
- Great prices and financing plans
- Limited time offer

ULTIMATE VALUE

You're in it for the long run. And so is your truck. We keep you rollin' decade after decade. In fact, more than 90% of Western Star trucks sold after 1991 are still on the job. Less downtime. Low operating costs. High resale. Unbeatable reputation. No wonder there's no better buy, at any price.



WESTERN STAR®

WESTERNSTAR.COM/HWY-TRUCKING



WS/MC-A-323. Specifications are subject to change without notice. Western Star Truck Sales, Inc. is registered to ISO 9001:2000 and ISO 14001:2004. Copyright © Daimler Trucks North America LLC. All rights reserved. Western Star Truck Sales, Inc. is a subsidiary of Daimler Trucks North America LLC, a Daimler company.

Shell LubeVideoCheck®

Digital Inspection



A detailed look at your engine's components

What is Shell LubeVideoCheck and what does it offer?

- **Shell LubeVideoCheck**, the ONLY service of its kind in Canada, uses a fibre-optic digital camera to videoscope an entire engine without having to dismantle it.
- One of our trained **Shell LubeVideoCheck** operators will come on site to your location.
- Standard diesel engine inspection of piston crown, combustion chamber, cylinder walls, valves, and head.
- Customer report, including key findings, images, observations, diagnosis, and recommendations, if any.



How will Shell LubeVideoCheck help my business?

Shell LubeVideoCheck can help your company realize efficiencies and save costs by helping you to:

- Decrease maintenance costs, including labour and parts;
- Reduce risk of contamination or misassembly associated with tear-downs;
- Enhance resale value of vehicles by producing up-to-date, detailed reports;
- Increase efficiencies in maintenance scheduling and equipment use.

For more information contact us at
1.800.661.1771 or visit
www.shell.ca/fleet

'Shell Lubricants' refers to the various Shell companies engaged in the lubricants business.

®/TM Trademarks of Shell Canada Limited. Used under license by Shell Canada products.



Shell Lubricants

but what about fleets based elsewhere that have terminals or stand-alone operations in Ontario?

"This is where the debate gets intense," says Saul.

"Now the MTO comes along and says to an Alberta carrier 'we want GPS records.' Can the company say 'no you can't have them because a) I'm a federally regulated carrier and b) if I'm going to be subject to intra-provincial rules, then I'm governed by those of Alberta ... which in this case has no definition of 'supporting documents?'"

"You can see where this can go. You Balkanize the country," Saul continues. "There's a breakdown where [carriers] going across the country are wondering what exactly they're responsible for."

If Ontario wins, then, it can throw the entire administration of federal HOS rules into legal limbo, especially when coupled with vocational exemptions for certain carriers in the west.

"The system simply is not well managed in terms of compliance with meeting the National Safety Code," says Saul.

The competitive implications of Ontario's case don't only affect extra-provincial carriers in various territories. Ontario may argue that intra-provincial carriers are at a competitive disadvantage within the province if only they have to submit GPS records, but by applying the provision, MTO is distorting the playing field between those with GPS systems and those without—some of who, as it's widely

known, routinely manipulate paper logbooks. Plus, there are no uniform record-keeping standards among carriers who use GPS. In

And what to do about American truckers? Does anyone believe MTO will demand GPS records from stateside carriers?

fact, many with satellite systems don't even use them for HOS purposes.

And what to do about American truckers? Does anyone believe MTO will demand GPS records from stateside carriers?

One can see, then, why the Canadian Trucking Alliance and its provincial associations are pressing hard for Ottawa to get on

with an electronic on-board recorder mandate, which you have to assume would cover GPS satellite records on a national scale.

Despite having so much at stake, seemingly absent from the debate is Transport Canada. Whether the feds would immediately appeal a decision favoring Ontario's interpretation of the rules is likely considering the amount of political investment spent on HOS, but it's not certain. We requested an interview with a Transport Canada official, but were told that there would be no comment while the case in Ontario is pending.

Saul says recent conversations with federal officials have not provided any clear answers, either. He claims that with regional fires still to put out in places like



LOG BOOK

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

August 20-22

Great American Trucking Show, Dallas Convention Center, Dallas. One of the five largest annual truck and commercial vehicle equipment shows in the U.S. Contact: 888/349-4287 or click on www.gatsonline.com.

September 6-13

National Trucking Week 2009, Nationwide. An annual Canada-wide event held to spotlight the contributions made by the 400,000 Canadian men and women who keep the country's freight moving. Sponsored by the Canadian Trucking Alliance and regional associations. Contact: 416/249-7401 or go to www.cantruck.com for tips on how to celebrate trucking week in your community.

September 13-19

Brake Safety Awareness Week 2009, North America-wide. Sponsored by the Commercial Vehicle Safety Alliance and your local ministry of transport, the event aims at educating drivers at roadside about brake safety. Contact: 202/775-1623 or click on www.cvsa.org.

September 20-23

Council of Supply Chain Management Annual Global Conference, McCormick Place West, Chicago. Gary Maxwell, senior VP of International Supply Chain for Wal-Mart Stores will present "World-Class vs. Best-in-Market Supply Chains" at this year's conference. Contact: 630/574-0985 or go to www.cscmpconference.org.

September 22-24

SAE 2009 On-Board Diagnostics Symposium, Indianapolis Marriott, Indianapolis, Ind. Exploring the latest OBD developments from around the world—including current and anticipated technical advances. Contact: 724/772-8525 or go to www.sae.org.

October 6-7

Atlantic Provinces Trucking Association Annual Conference, Brudenell Resorts, P.E.I. Atlantic truckers have a lot to discuss in these challenging times. APTA members will meet in P.E.I. this year to stay on top of issues affecting the regional industry. Contact: 506/855-2782 or click on www.apta.ca.

Alberta and B.C., Transport Canada seems too bogged down at this time to iron out new wrinkles in Ontario.

To mitigate carrier anxiety, Ontario has in the meantime agreed to limit its reach. It promises no road-side enforcement of GPS data (but as Saul points out, there's nothing legally stopping truck cops from doing so); and until Jan. 1, 2010, auditors will only target GPS records from carriers whose violation rate exceeds 50 percent of their allowable threshold.

If the case is appealed by either party all the way to the Supreme Court of Canada, a resolution, Saul quips, is "unlikely in [his] lifetime." But hopefully, he adds, cooler heads will prevail and stakeholders from both levels of government will be able to sit down and hammer out an agreement long before that.

So, then, can we not all just get along? If Obama was our prime minister, you know what he'd say: "Yes we can." Unfortunately, real life isn't that simple, even if at times it should be.

Freight

Ripped-Off Truckers Going for Brokers

Last year alone, Randeep Sandhu lost more than \$100,000 to what he says are sleazy load brokers. And, he adds, he's not going to tolerate it anymore.

Sandhu is the boss at Load Solutions Inc., a general-freight carrier with about 40 power units operating out of the south central Ontario town of Puslinch.

In early July, he and about 70 others presented Canada's Transport & Infrastructure Minister John Baird with a petition asking that the federal government "enact legislation that would require load brokers to be licenced by the government and require that all licenced load brokers be bonded to ensure that businesses are compensated for any losses that occur as a result of unscrupulous load brokers."

"Transportation companies," Sandhu told Baird, "are losing between five and 35 percent of their profits due to load brokers who broker loads and then abscond with the money."



IF IT'S BROKE...
Randeep Sandhu and his business partner Inderpal Grewal want Ottawa to help them eliminate fly-by-night brokers.

Sandhu has support for his cause from, among others, John Tittel, himself a broker and the chairman of the National Transportation Load Brokers Association. The fact is, according to all the players *Today's Trucking* talked to, it's a few bad brokers that spoil the party. Sandhu told Baird that in the U.S., brokers are obliged to post bonds that carriers can claim against in the event of non-payment. That used to be the case, at least in Ontario, but industry experts say there was very little enforcement.

Roy Thacker, CEO of the recently launched freight-matching service Loadsurfer,

attended the meeting with Baird and echoed Sandhu's concerns.

"If [bond posting] were mandatory in Canada, it would weed out a lot of the shady brokers out there. This type of legislation would go a long way towards helping carriers such as Mr. Sandhu," Thacker says, adding that the bond doesn't quite solve all problems but at least it provides a buffer.

"Although the amount of the bond posted is normally low, say between \$10,000 and \$25,000, carriers who are not paid are able to file against the bond," he said.

Claudia Milicevic, the senior director of TransCore Link Logistics, agrees that a small minority of brokers cause the problems and she says that her company insists on doing due diligence on any brokers they deal with.

"We provide tools to our carriers to help them check out a potential counter party prior to dealing with them," Milicevic said. "And we provide credit reports from multiple providers and recommend to subscribers to review all data available to them."

IN MEMORANDUM OF PMTC PIONEER

Molson Canada's **GORD DENNIS**—one of the most respected trucking managers in the private carrier community—passed away recently. Bruce Richards, president of the Private Motor Truck Council of Canada (PMTC), says he was a good friend and valued member of the PMTC for many years.

Dennis first joined PMTC in 1985 when he was with Sears and stayed on through all his subsequent years with SLH and Molson. He chaired the organization between 1994 and 1997.

"Gord's was one of the cheerful voices that I heard on the telephone most mornings as my day was beginning," Richards wrote in a recent PMTC newsletter. "He would call me in the early hours two or three times a week just to see what was happening, to ask if I needed help with anything, or just to offer encouragement as we went about re-building the PMTC."

Nothing seemed to faze Gord and no problem was seen as insurmountable, writes Richards. "He always seemed to have a smile whether we were discussing the world of trucking, the business of PMTC, or enjoying some time on the golf course.

"We at the PMTC will certainly miss him."

Problem is, the brokers that Sandhu is targeting appear to be legitimate operators. They purchase the corporate names of older companies with decent reputations and what's more, what they do is not necessarily illegal. It's just, Sandhu says, unethical. "They spend 15 days in the industry, make like \$100,000 and then just disappear." For his part, Sandhu is determined to use his persuasive powers to urge the federal government to address the situation. He isn't the first to tackle this notoriously maddening problem, to be sure. But, he vowed, he will stay on top of the situation until it's addressed. Behind him, an entire industry quietly cheers him on.

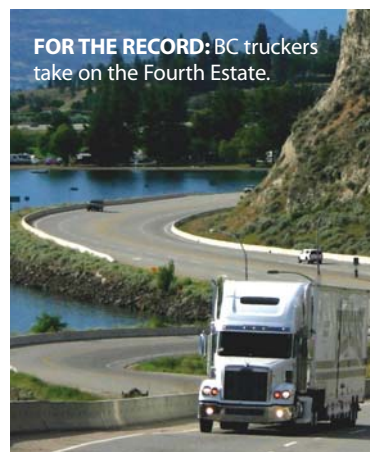
—Peter Carter

Image

Battle Over Public Perception in B.C.

B.C. Trucking Association (BCTA) boss Paul Landry knows that no matter how impressive a safety record the trucking industry produces, it doesn't matter at all until the general public believes it. That's why he's arguably the most vigilant of all provincial association leaders in promoting and defending the trucking industry in the media. It's no secret that the BCTA has had a bit of a rocky relationship with the Vancouver-based media, which, judging by past coverage, is perhaps a tad more careless than other outlets in how it

reports on the trucking industry. Things really heated up last month, though, when the BCTA launched a



FOR THE RECORD: BC truckers take on the Fourth Estate.

partnership with WorkSafeBC in an effort to improve truck safety in the province. One of the first tasks of this joint B.C. Trucking Safety Council was

to determine the current safety level of trucks and drivers in the province.

A 166-page study was commissioned and conducted by the Traffic Injury Research Foundation (TIRF).

The study, titled "Best Practices for Truck Safety" was released and shortly after an article appeared in the *Vancouver Sun* (and syndicated in other newspapers) with the front-page headline reading, "B.C. has

Canada's worst truck drivers." It was accompanied by a sensational photo of truck balancing on a bridge's guardrail and barely upright.

The headline, however,

Check out J. J. Keller's **HUGE** selection of security seals!

Security seals help you guard against cargo theft, vandalism, hijacking and the introduction of contraband to your loads. They offer a simple, affordable way to discourage criminals from targeting your vehicles, cargo and facilities.

By ordering your seals from J. J. Keller, you'll get ...

- Easily identifiable seals
- Fast turn-around time
- Friendly, reliable service

Want to order seals in smaller quantities?

No problem!

Want custom seals with your company's name imprinted on them?

J. J. Keller will get them to you FAST!

Order online: jjkeller.com/26754

Or call toll-free: 800-327-6868



J. J. Keller
& Associates, Inc.®

Since 1953

3003 W. Breezewood Lane, P.O. Box 368
Neenah, WI 54957-0368

Action Code 26754

heard on the Street

■ **BONDUELLE AMERIQUE DU NORD** and **SAPUTO DAIRY PRODUCTS CANADA G.P.** won the 2009 Vehicle Graphics Design competition for Tractor Trailer Combination at the recent Private Motor Truck Council of Canada (PMTC) annual conference. **DISTRIBUTION BELLE BEAUCE** won for Best Straight Truck, while **MOLSON** won for both Special Events/Promotion and Nighttime safety.



At the same event, PMTC also doled out awards to two very safe fleets (**PRO TRUCKING SYSTEMS** and **HOME HARDWARE STORES**) and

inducted three more drivers into the Hall of Fame For Professional Drivers. Those wheelmen are: **Laverne Martin** of Home Hardware Stores, **George Barnes** of Huron Services Group driving for Tona Transport, and **Bruce Wilson** of Global Driver Services driving for John Deere.

■ With his 27 years of driving experience, an exemplary safety record, and community involvement, **Dennis Barkman** was an easy choice for **MANITOBA'S 2009 DRIVER OF THE YEAR AWARD**.

Barkman, a long-time employee of **PENNER INTERNATIONAL**, was recently awarded his prize during the Manitoba Trucking Association's Driver Awards Banquet.

According to Jac Doerksen, driver relations manager at Penner, Barkman "continues to strive for excellence with safe and on-time delivery."

■ Maybe it was the home field advantage, or maybe he's just the best, but **Dean Grant** of **ABBOTSFORD, B.C.** was crowned the province's Grand Champion at the BC driving championships held in Abbotsford. As well as being named the Grand Champion, Grant of Agrifoods International Co-op also took first place in the Tandem-Tandem category.

do not distinguish between the trucker and the passenger vehicle.

So, if a sober trucker gets into a collision with a drunk or tired passenger car driver, it goes into the database as a collision involving a heavy truck.

Many of these points were missing from the Sun story, which is now part of the general public's consciousness.

The article also downplayed a very telling statistic, which is consistent with almost every car-truck crash study done in North America: That when the two are involved in the same collision, it's usually the car driver's fault (in B.C., the passenger vehicle was found to be at fault 57 percent of the time).

But Landry isn't interested so much in playing the blame game. He's written several letters to the editor and distributed an editorial stressing how the general public needs a better understanding of trucking.

Anyone interested in the full report can access it the B.C. Trucking Safety Council website (www.safetydriven.ca).

— with files from
Steve MacLeod ▲

was hardly fair or accurate, once you read the report. Or as Landry puts it, the article was "opportunistic, simplistic and irresponsible."

In 166 pages, the report is loaded with statistics. The first, used in the news story, stated that B.C. truckers were to blame 18.9 percent of the time in crashes, compared to 14.8 percent of

the time in the rest of the west, 10 percent in central Canada, and 12.2 percent of the time in the Atlantic provinces.

The article also made prominent the study's finding that speeding, fatigue, impairment, and undivided roads are among the key factors contributing to collisions involving heavy trucks.

But as Brian Jonah, senior research scientist with TIRF points out, when there is no outside contributing factor to a collision (speeding, impairment, poor weather or road conditions) fatigue is automatically chalked up as the cause. Plus, when it comes to the presence of alcohol and driver fatigue in a collision, the statistics

We pay you CASH for your invoices in 24 hours!



- J D offers advances up to 95%
- Non-Recourse (credit guaranty) available
- No Start up fee required
- Next day funding by wire transfer directly into your account
- Credit Management and Insurance
- Fuel Card services available
- On-line, real-time computerized reporting



J D Factors

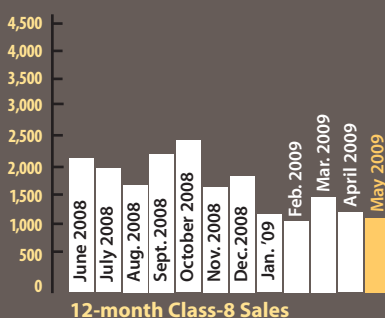
5975 Whittle Road, Suite 110, Mississauga, ON L4Z 3N1
www.jdfactors.com Canadasales@jdfactors.com

For more information call 1-800-263-0664

Canada: Truck Sales Index

May 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	270	1683	2574	28.3%
Freightliner	233	1315	2032	22.1%
Volvo	136	641	922	10.8%
Kenworth	149	612	1852	10.3%
Mack	82	481	748	8.1%
Sterling	81	478	874	8.0%
Western Star	80	454	480	7.6%
Peterbilt	47	289	1220	4.9%
TOTAL	1078	5953	10,702	100.0%



CLASS 7	This Month	YTD '09	YTD '08	Share
International	47	233	535	30.8%
Peterbilt	58	134	324	17.7%
Kenworth	35	129	278	17.0%
Hino Canada	19	102	194	13.5%
Freightliner	9	100	219	13.2%
Sterling	4	59	139	7.8%
TOTAL	172	757	1689	100.0%



CLASS 6	This Month	YTD '09	YTD '08	Share
Hino Canada	25	130	95	40.0%
International	10	121	208	37.2%
Freightliner	7	37	44	11.4%
Sterling	4	20	18	6.2%
Peterbilt	12	17	0	5.2%
TOTAL	58	325	365	100.0%



CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	21	180	334	39.8%
Sterling	38	155	393	34.3%
International	16	80	265	17.7%
Kenworth	10	29	19	6.4%
Peterbilt	0	5	0	1.1%
Freightliner	0	3	13	0.7%
TOTAL	85	452	1024	100.0%



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	18	25	4	11	136	59	8	1	0	8	270
Freightliner	6	30	6	20	66	60	18	24	0	3	233
Volvo	10	22	6	26	32	22	9	8	0	1	136
Kenworth	26	25	10	15	18	48	6	1	0	0	149
Mack	5	9	8	6	42	10	1	1	0	0	82
Sterling	3	10	11	1	14	38	1	1	1	1	81
Western Star	5	20	4	2	21	9	6	13	0	0	80
Peterbilt	6	16	7	1	3	10	2	2	0	0	47
TOTAL	79	157	56	82	332	256	51	51	1	13	1078
YTD 2009	404	973	303	357	2115	1291	267	204	11	28	5953

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

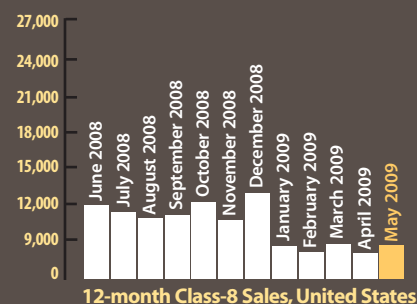


www.simardsuspensions.com

1 800 423-5347

U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '09
Freightliner	1879	9809
International	2001	9161
Peterbilt	860	4097
Kenworth	799	3900
Volvo	512	3054
Mack	593	2401
Sterling	272	1702
Western Star	39	306
Other	0	9
TOTAL	6955	34,439



LET DRIVERS DRIVE

Let them focus on the job at hand, without the burden of 2010 EPA emissions requirements. Let them drive International® trucks with Maxxforce® Advanced EGR. Let them do what they do best. Just drive.



International® and MaxxForce® are registered trademarks of **NAVISTAR**® Inc.

MILES AHEAD

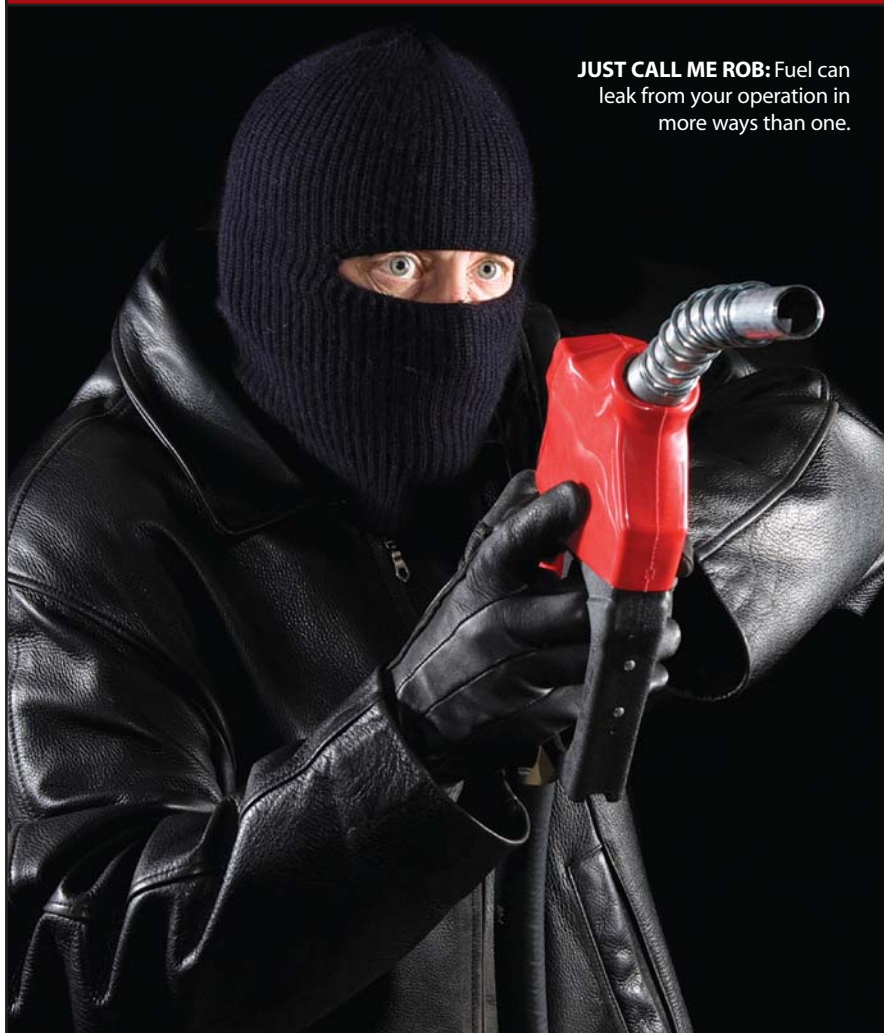
Street Smarts

INSIDE:

23 When rulebooks collide

25 Setting your own interest rates

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



JUST CALL ME ROB: Fuel can leak from your operation in more ways than one.

RATTING OUT THE FUEL WASTERS

Even if your drivers and crew are so honest and forthright they make the Dalai Lama look like Don Corleone, there could be other thieves in your garage. We're talking bad driving habits. Here are a few parameters you can download from your trucks' ECMs to help you monitor and put an end to fuel-stealing driver practices:

- Vehicle distance
- Total time running
- Percent of time in high gear
- Engine hours
- Total PTO time
- Percentage of time in cruise
- Maximum vehicle speed
- Total idle time
- Cruise control setting
- Hard braking incidents
- Average trip fuel economy
- Total fuel average shift points (rpm)
- Total fuel used
- Total PTO fuel
- Percentage of time at certain speeds
- Fuel used at idle

Just a Stealin' Drivin' Man

security *How to put a stop to thefts from the company pump.*

By Peter Carter

When my family ran a fleet of buses in Sudbury, Ont., we had two fuel-dispensing pumps just outside the main garage doors; one diesel; one gasoline.

In order to make sure our mechanics, drivers or even visitors didn't help themselves to the fuel, we had a very elaborate

and foolproof security system: A manual shut-off switch in the garage, accessible by any Tom, Dick, or Marcel who happened to drop by. That, and trust.

Just as unimposing was our nighttime security system, which usually consisted of my two older brothers Tom and Pat, who were dispatched from home to



AVOIDING DEF JAMS

With the lion's share of post-2010 engines requiring **Diesel Exhaust Fluid (DEF)**, it's only a matter of time before the fluid becomes a target for a: thieves and/or b: saboteurs.

Says Russell Fowler, the CEO of the U.K.-based TruckProtect Ltd., his company is finalizing plans for the launch of a lockable DEF cap, to help fleets and drivers protect their supply.

"The locking cap does much to mitigate many of the demerits of the SCR system that are being alleged during the current debate," he says.

"Obviously, a full DEF tank offers a potential attraction in terms of theft," he says.

Not only would a locking cap deter thieves he says, "the real value—as we have found in Europe—lies within maintaining the SCR system's integrity.

walk around the garage and make noises to ensure no ne'er-do-wells were getting up to mischief under cover of night.

That was then.

Thieves are more sophisticated, fuel prices have soared (and will continue to do so, according to *Today's Trucking's* go-to commodities price guru Bob Tebbutt of Peregrine Financial) and as trucking companies get bigger, their anonymity makes them more vulnerable to thieves.

Some types of theft are easy to measure and fight. When fleets lose a tractor or a trailer, the cops get called. It's high profile. Systems to prevent and minimize that kind of theft are well established and broadly advertised.

Small-time thefts from tanks and pumps not so much.

Last year, a local TV station in Hamilton, Ont., actually captured on security camera two tankers pulling into a Sunoco station, filling up and driving away. In an interview after the theft, the station owner estimated the thieves took almost \$30,000 worth of diesel fuel.

That, according to Jack Lee, president and CEO of 4Refuel Ltd., is typical. "In recently reported incidents in Ontario," he says, "thieves had carefully planned their robberies and were ready with electric pumps, a generator, and large plastic fuel tanks.

"Imagine," he says, "the impact on the businesses affected."

Except Lee says not all fuel theft is done by organized thugs.

"On occasion, miss-filling has occurred; adding, for example, windshield fluid to an SCR system. Having a lockable cap offers a large degree of protection in terms of causing the driver to stop and think. The locking DEF cap does not take the place of proper training, but it does provide a safety net," says Fowler.

Also, he claims there have been some incidents of DEF sabotage among competitive drivers in Europe. "Deliberate miss-filling cannot be ruled out," he adds.

While Canadian fleets should take some reassurance from Europe's on-road experience with DEF, they should also hope that the sabotage that Fowler is referring to is one problem that stays on the other side of the pond.



TANKS FOR EVERYTHING: DEF offers yet another lure to over-the-road thieves.

"Years ago it was no big deal for the boys to help themselves to some fuel. The occasional fill-up on the company was viewed as an employee perk and part of the cost of doing business," he says.

"But guess what? Regardless of how you justify it—as waste, spillage, shrinkage or a perk—it's still theft." Lee says he has met fleet operators who had been writing off 10 to 15 percent of their fuel costs, every month, because of avoidable theft.

In reaction, we're witnessing a spate of anti-theft devices and services. Witness the appearance of such items as the Neck-It! from the European Company called TruckProtect. It's an anti-siphoning device that fits on your rigs and prohibits thieves from sucking fuel from your trucks' tanks. (www.truckprotect.com).

And for those of you looking beyond next year, TruckProtect also markets a security lock for the diesel exhaust fluid (DEF) tanks that will be required for SGR-equipped engines. (See Avoiding DEF-jams above)

More recently, Ontario-based driver, inventor and entrepreneur Doug Adolph has brought the Fuel Lock to market. A \$249-per-pair item that can be fitted to any model of heavy-duty truck, (www.thefuellock.com) is perhaps the user-friendliest device on the market. Most OEMs also market their own locking caps.

But those are designed to stop thieves from siphoning out of trucks. What about swiping from the source?

Of course you can put locks on your pumps, but your keys and access codes

will eventually have to be distributed and shared. Sometimes, you need more sophisticated solutions.

One of the more high-tech answers—and aimed at the middle-and-small-sized fleet—is the FuelFast system from Complete Innovations. (www.fuelfast.com)

FuelFast employs RFID chips on your fleet's in-house dispensers and the fleet vehicles are equipped with matching chips so only official company trucks can obtain fuel from the pumps.

"It's kind of like the Esso Speed Pass except it's vehicle-based," says Complete Innovation's founder and CEO Tony Lourakis. "We equip the pump with the reader and when you put the pump into the side of the vehicle, it won't work unless the vehicle is identifiable."

"With a lot of current systems," he says, "they don't track where that fuel is going. They can't be sure there's no leakage or spillage or take-home-age."

With FuelFast, if the RFID tags don't match up, the pumps don't start.

It all, says 4Refuel's Lee, comes down to knowledge.

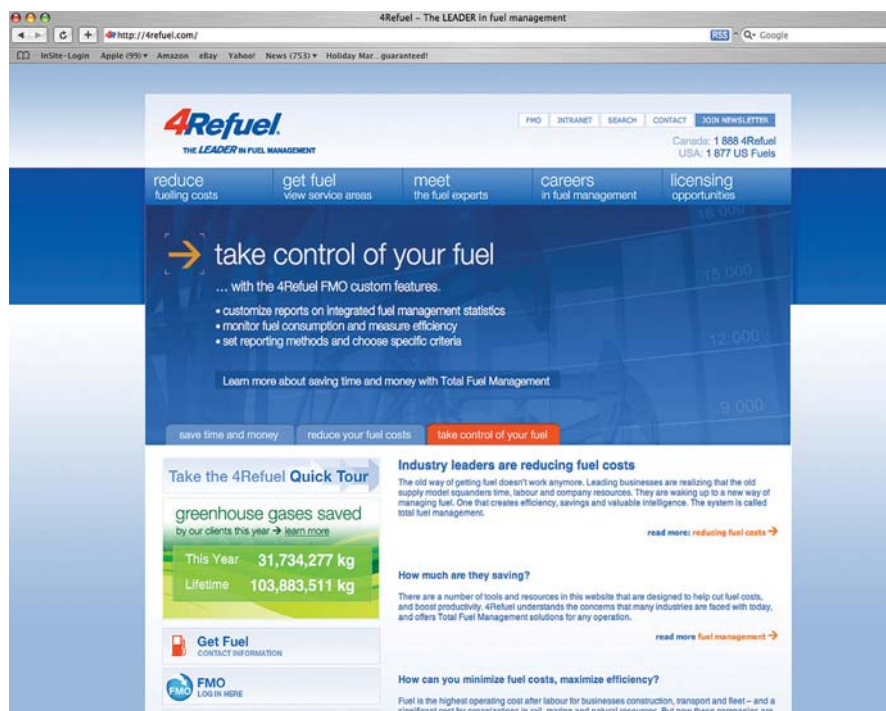
"Thefts," he says, "can be prevented. All you need is a system to track the fuel you're buying against the fuel you're using."

Because fuel management (and by extension fuel-theft prevention) is his livelihood, 4Refuel's Lee gets downright evangelical about it.

Lee's company markets a proprietary program he calls Total Fuel Management (TFM) which allows you to remove your own people from your fuel usage cycle and track every drop of the stuff, from the time it arrives in your inground tanks to when it's injected into your engines.

A complete TFM system includes software that lets you set operating thresholds for each machine. Once you have that you can manage your people and your fuel better. Lee says it's possible to cut refuelling expenses by 15 percent or more.

Do you use your own fuel storage tanks? TFM can equip your tanks with digital software that is activated each time the tank is open. You (or your fuel manager) will get a text message email every time somebody refuels and the tanks can be outfitted with an alarm that goes off if it senses any after-hours or



JACK LEE'S THEFT-PREVENTION TIPS

- Define a company fuel policy and post it where everybody can see it and talk about it. Don't forget to mention what will happen to people who get caught stealing.
- Get a fuel-needs assessment done to reveal where you can increase savings and efficiency and reduce supply threats.
- Calculate your fuel ROI: Measure how much each liter contributes to the bottom line.
- Consider wheel-to-wheel refuelling. It eliminates theft and increases productivity by up to 10 hours a day for a fleet of 30.
- Use positive ID on tanks. (The fuel doesn't flow until the system identifies the vehicle and user.)
- Invest in an online fuel-management system to measure where your fuel is actually going.
- Manage your fuel consumption and let the staff know you're doing so.
- Add security to fuel storage tanks. A remote monitoring system can alert you of sudden drops in volume and can sound alarms, just like an office security system.
- Train fleet managers to manage fuel. With online reporting and automated records, it only takes minutes a day to make a significant difference in your fuel management.
- Talk to a fuel management expert. Lee recommends—surprise surprise—4Refuel.com.

unauthorized fill-ups.

Because Refuel's fuel-management system actually takes your employees out of the fuel chain, they won't even be tempted to help themselves.

And of course, says Lee, there's more to it than just halting thieves in their tracks. "Its greatest benefit is helping you measure the return on your fuel investment. Fuel theft affects your bottom line. It is part of your total cost of refuelling just like the cost of labor, the time spent refuelling, insurance, etc."

"Fuel theft is your problem and until you can measure each refuelling you will continue to pay for losses every month," Lee says.

"For many companies, fuel is the second-largest cost next to labor, so you must pay attention to even the slightest fuel theft. With new more stringent fuel-management policies, you will send a message that theft, of any kind, is not acceptable."

Besides, even if my brothers Pat and Tom were available for the nightly walk-around, they couldn't scare a gnat. ▲

ATTENTION
Owner/Operators



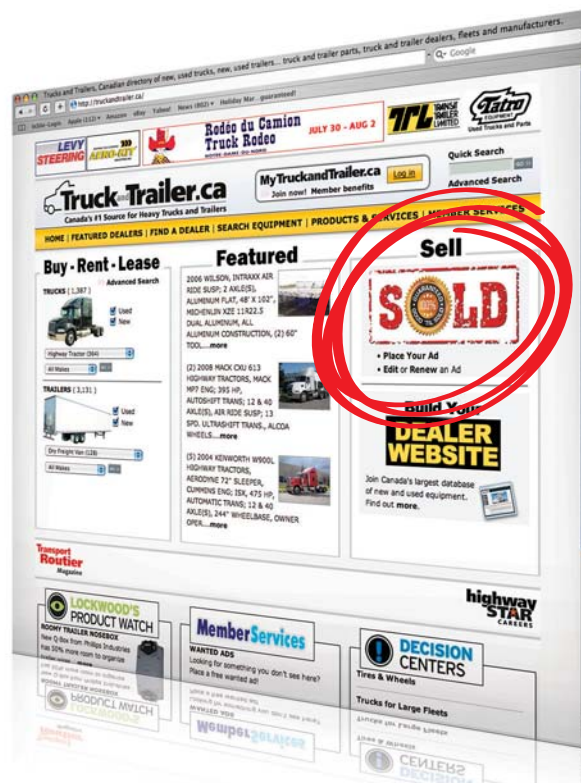
Advertise on **TruckandTrailer.ca** and we'll run your ad until your vehicle is **SOLD**

**IT'S QUICK,
IT'S EASY.**

Go to **TruckandTrailer.ca**
and click on
"Place Your Ad"



Any questions, call
1-866-612-5811



Truck and Trailer.ca

Canada's #1 Source for Heavy Trucks and Trailers



SOS for OOS

safety *What to do when one rule book contradicts the other?*

By Brian Botham

I remember about seven or eight years ago being involved with the pilot project that helped form the new vehicle-inspection regulations.

We gathered data from a test group of drivers to compile information on pre-trip inspections and how drivers should inspect their trucks, record and report defects. From all that data we now have the vehicle-inspection regulations as well as Schedule 1.

Schedule 1 is the guideline for all drivers, mechanics, dispatchers and everyone else to follow to know what components need inspection and what to do if a defect is found. It sounds great, doesn't it? It's very simple to follow so we are all on the same page when it comes to defects, right?

Wrong!

Sometimes I think that we truckers are our own worst enemies. We spend time, effort and money to develop guidelines that everyone should follow, but the reality is, there are many differences between Schedule 1 and the CVSA out-of-service (OOS) criteria.

Take, for example, air brakes. According to Schedule 1, any pushrod that exceeds adjustment limits is a major defect and the vehicle is out of service until the brake has been adjusted.

It's simple and easy to understand.

Except if you compare this to the CVSA OOS criteria for brake adjustment. According to CVSA, a vehicle must have

20 percent or more of its brakes out of adjustment to be placed OOS.

True story time: A driver was stopped for a level-one roadside inspection. He was found to have three brakes out of adjustment on his tri-axle tractor and set of b-trains. According to the formula, the driver had only 17 percent of his brakes out of adjustment so they were simply marked as defects to be repaired later and he was told to have a nice day. But the driver, in accordance with Schedule 1, placed himself OOS because according to the schedule any brake out of adjustment is a major defect. Kudos to the driver but shame on us and the CVSA for allowing this conflict to be possible.

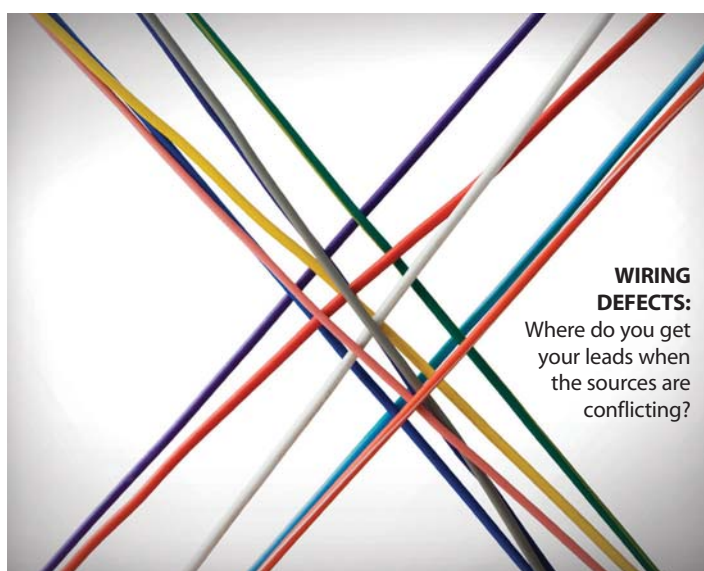
We truckers already have perfectly good wheels. We don't need to reinvent a single one of them to run safely.

Story number-two: I trained a group of drivers on proper pre-trips and Schedule 1. They got a lot from the training (okay, there was some complaining) but the following week, one of the drivers who had attended was following everything she was taught and yet was placed OOS during a roadside inspection.

Why? The supply line from the tractor to the trailer had a small wear mark from rubbing and the second color (white) was visible under the red color of the airline.

According to CVSA, this is an OOS defect but according

of those red and blue airlines and replace them with the black rubber. But also, train your people that a brake out of adjustment is a major/serious defect and the truck should be placed OOS until it is repaired. Just



to Schedule 1 as long as your air leak does not exceed the prescribed limit you are okay to drive on and have it repaired later. In fact Schedule 1 makes no mention of the second color showing through on an airline. So this driver was trying to do her job properly but was placed OOS for something that she was never trained on.

Naturally, the question arises: "How can it be safe to run with 17 percent of your airbrakes out of adjustment but unsafe to run with a small rub mark on an airline?" If anyone has the answer, please email me.

What to do? Maybe your first step should be to get rid

because the CVSA says it's okay does not make it right.

Set your standards higher than what is required.

Meantime, maybe we need to take a step back and look at the flaws that are in this legislation and fix them. Maybe it would have been better just to use the CVSA OOS Criteria for Schedule 1. It could be that simple.

We truckers already have perfectly good wheels. We don't need to reinvent a single one of them to run safely. ▲

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



So... what's Lockwood's Product Watch?

Lockwood's Product Watch is a bi-weekly report on the industry's latest products and services collected and written by Canada's foremost trucking industry journalist, Rolf Lockwood. Lockwood's Product watch offers you an insider's analysis and opinion on some of the more important new products available in the market.

Subscribe today @ todaystrucking.com



**LOCKWOOD'S
PRODUCT WATCH**

www.todaystrucking.com



Your Secret Trust Fund

strategies *This could be the one account you'll draw on most reluctantly. Make sure it's there when you need it. By Rebecka Torn*

Do you have a good balance in your trust account? No, not THAT trust account. I'm talking about the level of trust in your company's business relationships.

Trust is an important part of any business relationship. Whether you're talking about employees, customers, regulators or your community, without trust the relationships shatter.

The trust of your key stakeholders is like an asset in a trust account. You build the balance by being a good partner, and you have to draw on the account, too. In times of corporate crisis, or an economic downturn, you may need to rely on that balance to sustain relationships.

My point is, if your company's communication strategies do not actively target building and maintaining the balance in your trust account, you might not be getting the best return on your efforts.

Here are eight strategies to help you build the capital you need in your trust account.

Be Visible. The CEO and executive team are part of a company's corporate brand. Do employees, customers, regulators and other key audiences know who you are? Trust is built in people, not institutions or logos.

Spread The Word. Do your key audiences know what is being said about the company

in the public arena? If you get any media coverage, bring it to the attention of your employees, customers and others.

And make sure that information communicated to external audiences is also known to employees. Does the mechanic working on your trucks know how the company positions itself in front of customers?

Have employees outside of your sales and marketing team seen the printed materials your sales reps leave behind at shippers?

Be Distinctive.

Build trust by sharing your company's story. How your company got its start can be an essential part of what makes you stand out from the crowd.

Be Consistent. Speak with one voice. When there is a crisis or important message to tell make sure company leaders are telling that story and that the story remains consistent. Appoint a primary spokesperson to deliver key messages so that your company is associated with a single recognizable face. This helps reinforce the trust relationship and builds the company's profile. Consistency is huge in building trust.

Giving Back. Let people know what your company does for the community and

why. The founder of Wendy's restaurants, Dave Thomas, was adopted, and Wendy's advocates for adopted children. The personal nature of this corporate giving helps grow and maintain trust.

Be Clear and Authentic.

Public trust of businesses and institutions is in steep decline because people feel their



trust has been abused. Make sure that your company's messages are clear and simple; and that they are expressed in language that makes the audience feel that they are being spoken to directly. Check that your messages are rooted in the company's vision and culture and that they reinforce the company's values.

Be Reachable. Make it easy for your customers to find the right person to speak with at your terminal or head office. While technology such as automated phone systems can provide many advantages, it can also alienate stakeholders and "de-humanize" the company. It is very important to have a real person easily available at all times.

Be Transparent.

This is tough for most companies. In a crisis, ensure that key audiences learn about the situation from your senior leaders and not from the media. Never forget employees are a very important audience in a crisis. Trust can actually be enhanced in a time of crisis when communications are

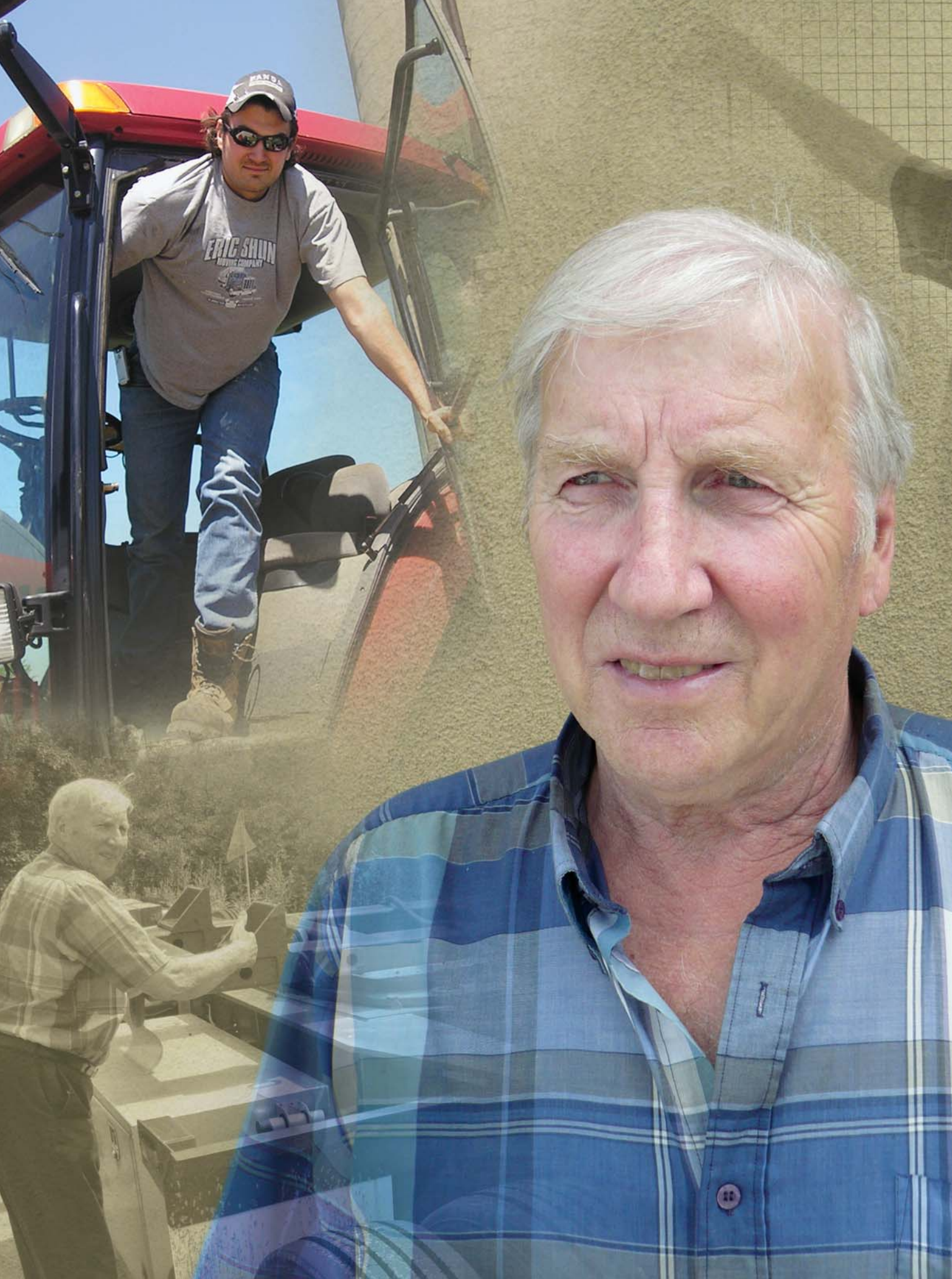
handled well and the company appears to be open and honest.

Don't leave your audience to speculate about how your company compares with competitors when news coverage

points blame, especially if there's a high-profile wreck. Communicate the steps that your company takes to maintain a safe workplace and operate safely by providing details about your maintenance, driver training and safety initiatives.

Take the time to help your company build and maintain the balance in its "trust account". With luck you'll never have to draw on the account, but, in fact, you probably will. ▲

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@beyondwordcommunications.com.





MINORITY REPORT

Meet two industry leaders at either end of the demographic spectrum. They have tons in common. Mostly, that this industry could use a lot more like 'em. | **BY PETER CARTER**

FIXIN' TO BE BUSY

Canada's top fleet maintenance guy is 75. He could teach us all a thing or two.

FRESH-FACED FARM BOYS:
That's who Vandespyker would hire, and it's what Mazurka is.

The average age of retirement in Canada is 62. Only six percent of the population continues working full-time after 65. Ten years ago, when Active Transport Ltd.'s mechanic-in-chief Ben Vandespyker turned that age, instead of retiring he started a new job and only this month, shortly after his 75th birthday, is he starting to take it easy, by cutting back to four days a week.

"I wouldn't know what to do if I retired," Vandespyker says as he leans back in his office chair, "I'd miss dealing with people. Being home alone, I'm really glad to come in and stay busy."

And stay busy he does.

At the moment he oversees the fleets of two companies; Active Transport and its subsidiary, Grant Haulage. Active runs about 76 trucks and 310 trailers. Grant Haulage has 162 trucks.

There are 10 mechanics in the Grant Shop, and they're unionized.

The Active Ltd. shop employs seven (non-unionized) mechanics, and the two garages keep seven apprentices busy. (The apprenticeships are key to smart maintenance management, Vandespyker says. More on that later.)

Most of the Active trailers are flatbeds, and many of them do extra long, extra-complicated loads so the shop does a lot of custom building.

"Spec'ing equipment is the most important part of my job," Vandespyker says without a moment's hesitation.

He also like specing his staff.

If it were up to Vandespyker, he'd hire fresh-faced farm kids.

A ONE-DAY EVENT YOU CAN'T AFFORD TO MISS THURSDAY NOVEMBER 19, 2009

2009 OTA CONVENTION | NOV 19 | DOUBLETREE - BY HILTON - TORONTO AIRPORT

> **Seminars for CEOs, Senior Managers and Operations Staff**

Business Sessions to Inform and Provoke

- Economic & Financial Outlook for Trucking
- State of the Industry: Carrier Perspectives
- Fatigue Management & Sleep Disorders
- Electronic On-Board Recorders

> **Convention Sponsor Hosted Hospitality Suites**

> **Early Bird Registration** (Save additional 10% on Recession-Busting Prices)

LEADERSHIP IN ACTION



General Rick Hillier

LAUGH AND STOMP YOUR FEET WITH:



Tim Nutt

The Good Brothers

IN TOUGH TIMES

LEADERSHIP

OTA
Convention
2009

"They can fix just about anything; they are happier kids and they usually have that willingness to get their hands dirty and be a mechanic."

After three months on the job, he helps laborers start apprenticeships and he'd rather take on complete newbies than hire somebody from another shop "before they've picked up bad habits."

"We'll even help them out financially if we have to," he says. And the learning extends to his staff. He says he pays them their wages to attend sessions provided by suppliers such as ArvinMeritor or Bendix.

"This helps us tremendously."

Guido Groppini, the General Manager of Fort Garry Industries in Mississauga, says everybody who knows Vandespyker realizes how much he cares about training.

"He's always teaching them everything and has schooling for them. He wants all his guys to be on top of everything."

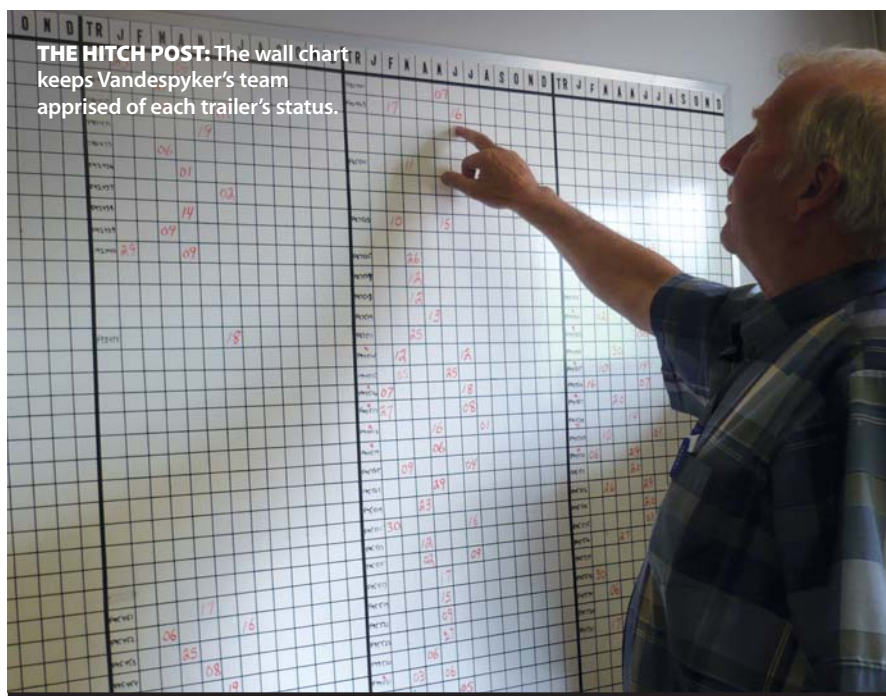
Earlier this year, his colleagues recognized Vandespyker's remarkable career when he was named the Volvo Canada Fleet Maintenance Supervisor of the Year. Anybody you talk to about the award says the recognition is long overdue.

When Volvo Trucks Canada District Service Manager Don Coldwell presented the award at the Canadian Fleet Maintenance Seminar (CFMS) in May, he described Vandespyker as "caring, generous, reliable, fair, with a good ability to listen."

Vandespyker wasn't on hand at the Toronto ceremony to hear the kind words. He was visiting his ailing sister, back in Holland, the country he left to come to Canada 52 years ago.

Vandespyker's daughter Lisa accepted the trophy on his behalf. He also has a son, Jamie. As you read this, there's a good chance Jamie and his dad are fishing, in Northern Ontario, which they do for a week every August. ("For as long as I can remember. It's just the two of us," he says.) Vandespyker also lost his wife, Carolyn, earlier this year, after a particularly aggressive and brief battle with cancer. His sister has recovered, by the way.

"There are not too many people like Ben," says Groppini, who met Vandespyker when the mechanic worked for D&W Forwarders, which is where he was working when turned 65. "He's a straight shooter, and he doesn't tell you any stories."



THE BEN COMMANDMENTS

Vandespyker's pals call him a straight shooter. They say he really believes in the value of sharing knowledge with the mechanics who work for him. At 75, he's also seen a thing or two and when *Today's Trucking* asked him to share a few of the values he takes to work with him every day, Vandespyker produced the following:

1. Treat people with respect and they will do the same to you.
2. If you do something, do it right the first time.
3. If you're dealing with people look at it from their point of view.
4. Don't change suppliers on price only or you will be changing them every week.
5. Don't lie. And if you were wrong, admit it and apologize.
6. Don't ignore your gut feelings when making decisions.
7. It is much easier to get forgiveness than permission.
8. Most problems don't look half as bad the next day.
9. If you have to make a big decision, try to sleep on it first.

EDITOR'S NOTE:

When asked to produce this list, Vandespyker slept on it.

What he will give you, however, is solid advice on making your shop serve your fleet efficiently.

Vandespyker has a chart on the wall outside his office on which every Active Trailer is listed. They all get complete PMs, every four months. Who in this industry even knows where all their trailers are at any given moment, much less when they were last PM'd?

All his vehicles are outfitted with automatic slack adjusters and he says his trailers use grease in their wheel bearings. ("All of Europe uses grease and they don't have any leaking seals like we do here.")

He's thorough.

"When we do a brake job, we do every-

thing, cams, bushings, the whole works," he says. "It's the same with everything we do."

"Like my late father used to say, there's no sense doing anything if you don't do it right."

Groppini also notes that Vandespyker's ahead of most technological curves. And practical.

While the Active fleet typically purchases 40 new tractors a year, this year he's buying 40 2010 tractors but he's going to use 2007 engines in them. "We can let somebody else try the new engines for a year."

During a tour of the Active shop, Vandespyker points to a diagnostic desktop computer that can be toted around the shop as needed. "I know you can buy

Minority Report

smaller laptops, but you can also use laptops and then put them on the fender of a truck where they'll be driven away and you'll never see them again." That's practical.

While Vandespyker's quick to agree that today's trucks are significant improvements over the iron that he used to run, there are some things that haven't gotten better.

"It's nothing to see a truck go a million clicks without touching the engine," he says. "And the warranties are much better.

"But I find now that it's harder go get a mechanic who likes to fix things. We're all getting to be parts-replacement people."

"You get more satisfaction at the end of the day if you actually find a problem, figure out a way to fix it and then do the repair yourself than if you just replace a part."

And for his part, Vandespyker has no plans to be replaced for a long time to come.

JUST A GOOD OLE (rather, young) BOY

Imagine him with all that education, driving truck

Andrew Mazurka drives a 2006 Pete 379 with a 550 Cat and it's a beaut. It's mostly champagne colored; the fenders and roof are metallic green. It's got a shiny bow-tie drop visor, 7-in. stacks and he says its special no-polish rims "make it easier to keep looking good."

The truck has a coffin bunk and one of those low-down broad chrome bumpers that is engineered to flip up in case he has to drive over any obstructions or particularly rough roads. The bumper's an innovation from the team that customized Mazurka's truck—12 GA Customs, in Guelph, Ont.

Mazurka pilots the rig around the Ottawa-Windsor, Ont., corridor under contract to Kleen Transport, a four-truck family-owned fleet based in Norwich, Ont.

Mazurka actually bought the Pete from fleet-co-owner Brian Kleen, and that comes in very handy because not only is Mazurka an owner-operator, he's also a farmer.

He and a friend, Peter Snyder, take cash crops off 100 acres near Guelph and sometimes, especially this time of year, farming takes a lot of extra energy. So when Mazurka's haying or spraying, he can rely on Brian Kleen to keep the truck earning.

"I think about 80 percent of my life's spent trucking; 20 percent farming."

The thing about Mazurka is, he's also 24 measly years old.

"I'll be 25 in October," he says.

That puts him into the endangered-species category. Most long-haul drivers saw their 40th birthdays years ago.

Only about 17 percent of Canadians who take their commercial licence tests are under 25.

An even smaller group than that actually want to drive for a living. The question is, where does a guy like 6-ft, 5-in., 250-lb,

half-farm-boy half-gear jammer and good-with-equipment Andrew Mazurka, B.A., come from? And are there more like him? Wouldn't fleet owners like to know?

Mazurka was first brought to the attention of *Today's Trucking* by his friend, the country singer Brittany Brodie.

Brodie's father Al is a driver with Labatt's and Brittany knows that when the economy's in better shape, fleets itch for drivers like Mazurka. "Andrew's an excellent truck driver and a hard



Andrew Mazurka

worker," she says. "And he's also a terrific communicator. You know how they're always saying 'drivers are your best ambassadors?' Andrew would make a good ambassador for anybody he works for."

He's also a pretty capable rep for the industry in general. Proud of his truck, careful, and above all, optimistic.

"They say you have to be optimistic to be a farmer; and that you have to be just as optimistic to be a trucker, so I have to have that double ray of sunshine, I guess," Mazurka says.

One thing Mazurka's quick to point out is the positive reinforcement he received from his parents. Mazurka's father is a physician. His mother's a stay-at-home mom. They were both raised on farms, so when he was a kid, Mazurka and his brother and sister spent a lot of time around his grandparents' places. If you had asked Mazurka, when he was a seven-year-old, what he wanted to be, he would have said farmer.

An honor-roll student in high school, Mazurka also loved trucks and other big machines. And in 1989, a cousin, Henryk Wenzel, immigrated from Germany. A few years later, Wenzel started driving long haul.

He was with L.E. Walker on a trip south when his young cousin Andrew asked to tag along. Wenzel obliged and the ride proved to what you might call a gateway trip. The boy got hooked.

"I didn't know I created such a monster," Wenzel says.



SHOW'N'SHINING: Says Mazurka: It take optimism to be a farmer and optimism to be a trucker. He's both.

"He just fell in love with it," says Wenzel. "I let him drive the Pete when he was about 16 or 17 and he took to it as if he'd had 10 years under his belt. He's a smart kid.

"Needs a haircut though."

When it came time to choose a university course, Mazurka was naturally drawn to agriculture.

"Everybody told me not to be a farmer because there's no money in farming, but we knew there's lots of money in the agricultural business," he says.

During the summer after his first year at university Mazurka landed a job in agricultural research, and the position required a commercial truck licence. "We were just driving 30-ft. gooseneck single-axle trailers around, but I thought it was a great opportunity. You never know when your A/Z will come in handy."

The next year, when he was all of 18, he got a part-time job with Guelph-based Transport and Service. "They had one of the nicest fleets in Guelph," he says, "When I first started they said 'we don't have anything for you to drive per se but we can put you to work on the docks.'"

There, Mazurka paid close attention to how things worked. Because the company runs LTL and has to be very cautious about axle weights, Mazurka found himself shunting trailers down the road to the scales at MacKinnon Transport. Then it was some local hauling around Kitchener and into Toronto.

"Everything evolved from there. Before long, I was doing some team long hauls."

"I turned 21 while on a run in the States," he says.

They key to success, he says, is starting on the dock and working one's way up to solo driving, slowly. So by the time he took his first trip to California on his own, he wasn't intimidated. "I still find going into Toronto at certain times is more stressful than driving across the continent.

"That's why I'd rather get up at 3:00 a.m. to beat the Toronto traffic rather than sleep in and fight my way through it."

Immediately after university, Mazurka signed on with the marketing department of the agricultural giant Monsanto. It suited his academic training perfectly.

The only thing it didn't suit was Mazurka. "Who wanted to be in an office all the time?"

At church, he got to know farmer Peter Snyder, who told Mazurka he was looking for somebody to farm some cash crops with, and Mazurka leapt at the chance to purchase a partnership. "I needed a way to generate enough revenue to fulfill my share of the farming expenses and decided trucking would be a good option so started looking for a truck that would be suitable."

He purchased the truck from Brian Kleen. Kleen had already completed much of the custom work, but Andrew returned to the shop for a few more touches, including the bow-tie visor. And he impressed the owner, Jeff Battler.

"That Andrew's a smart operator," Battler says. "And to think of him, with all that education, driving truck. He must really like it."

He does.

Mazurka says if things work out as planned, he might purchase another rig. "I think there's a bright future in the transport industry," he says, adding, "if you play your cards right."

He's a canny operator. Under his current contract, he purchases his own fuel and drives slowly for conservation purposes and he is very particular about keeping the truck in good shape.

Not too many years ago, not too many clicks from where young Andrew Mazurka farms and drives, another Canadian kid financed his trip through university by driving tractor-trailer. Now, Dan Einwechter runs Challenger Motor Freight, one of the biggest carriers in the country. It's hard not to draw comparisons. ▲

If you look closely at the Dionisio (Dennis) Di Franco's little handheld calculator, you'll see that several of the digits are so worn down from daily punching that the numbers are almost invisible. "This," says a smiling Di Franco, pointing to the in-need-of-a-retread keypad, "is the most trustworthy person here. It never lies, and there's no politics." He has a thing about accuracy in numbers.

Di Franco has been fixing, building and customizing trailers for 59 years.

He started with Brantford Coach & Body in 1958, opened his own business in 1971, and now oversees the Peel Truck & Trailer Equipment Inc., empire.



TRANSFORMERS: The TRAILER

In addition to the 40-bay repair and customizing shop based in Mississauga, the 120-or-so-employee conglomerate includes Innovative Trailer Design Industries (ITD), Innovative Chassis and Container Design Industries (ICD), and finally, Innovative Trailer Design of America, (ITDA), based in Annapolis, Maryland.

Even though he's handed over the administrative reins to others, including his son Benny, you'll still find Dennis out in the shop, in coveralls, inspecting the handiwork of his army of welders, machinists, body experts and technicians.

And robots.

He may have arrived from Southern Italy with barely more than a grade-four education and a knack for fixing things six decades ago, but there's nothing old-

The Di Franco family's biggest hits are coming to a theater of operations near you. | **BY PETER CARTER**

world about his present-day operation.

In fact, in shockingly marked contrast to so many companies in the country, Peel has the hammer down. As his son Benny (the President and Design Engineer) puts it, "this down-market is the time for expansion."

Expansion has quite a few connotations around the Di Franco factory. For starters, they're transforming the Mississauga factory to accommodate their new chassis-building robots. The goal: Be ready to increase their trailer production when the market returns as well as meet the expected demand for long-combination vehicles at the same time as they compete with offshore manufacturers.

"The only advantage the Chinese have over us is labor costs and nobody in China is trying to manufacture chassis with robots," says ICD Vice President Jimmy Zbrowsky.

Adds Benny Di Franco: "We know the market will change, and now's a good time to set up a new line for manufacturing.

"That's why we're buying all-state-of-the-art equipment"

And they wouldn't be spending on robots if they didn't eye the American market as avidly as they do the Canadian business.

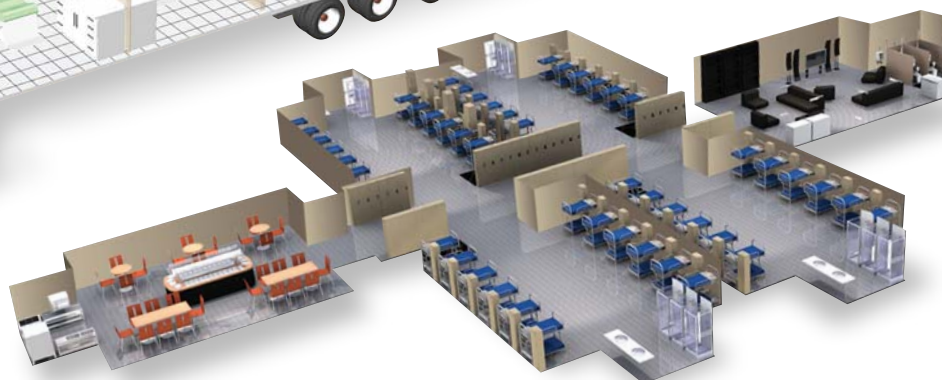
Hence the Maryland operation.

Says Benny Di Franco, "If the Americans



TRAILING TECHNOLOGY:

Seventy seconds is how long it takes an average ITD unit to morph from trailer to functioning workshop.



insist their suppliers employ American citizens, we'll be accommodating."

Most recently, he and his team have been treating American military officials to sneak previews of what has to be the Di Franco family's wild card—the mobile expanding trailer.

You have to see this thing to believe it.

The heart of the technology is a 53-ft trailer that transforms within mere minutes into a 1,200-sq.ft. facility, complete with power, heating, a/c, satellite communications and/or internet access—basically anything you'd need to run a small school, hospital, casino, airport, training facility or—because the units can be quickly subdivided into little rooms with, say beds in them—any kind of operation you might imagine.

The basic unit expands seven feet out on each side and the open or closed trailers remain within one-eighth-of-an-inch

variance. And it takes, literally, one minute and 10 seconds to completely open the trailer to its full institutional size.

It's self-powered and easily transportable. And yes, it's much like one of those toy transformers that they just made a movie about.

Benny Di Franco, who learned his craft from his father, invented the expandable unit in 2002, in response to an appeal from the Grasslands School Division school board in Brooks, Alberta, which was looking for a mobile shop class.

Domenic Alvaro, general manager of ITD, says his company has produced almost 20 of the units, with most of them going to rural publicly funded institutions such as school boards and health-care units.

Cigar Lake, in the far northern reaches Saskatchewan, is the home of one of the biggest uranium finds on the continent.

There, the Saskatchewan Institute of Applied Mining and Technology employed a Di Franco trailer to train local mining technicians so they wouldn't have to go far from home to learn the skills they need to work in the local mine.

The Rwandan government, too, is looking at using several ITD units to house a tower, radar equipment, and offices for an airport. And finally, the Di Francos are in the middle of a huge pitch to the Obama regime. (These ITDs would make picture-perfect M*A*S*H units.)

Maybe you've seen one of Budweiser's three Big-Rig Barbeque trailers at a local fair, or a Sony PlayStation promotional vehicle. They're ITD products.

Or put it this way. If you haven't seen a Di Franco trailer, you will.

As Benny says, "When everybody else is shutting down, the Di Francos are growing strong." ▲



Today's Trucking went to the field to observe the first hours of speed limiter enforcement. What we noticed is that the policy sort of doesn't work.

BY MARCO BEGHETTO

Catch

Someone, it sure seems, didn't do his homework. Other than what's perhaps an uptick in so-called "elephant races" on two-lane stretches of 400-series highways, the first week of hard speed-limiter enforcement in Ontario and Quebec was relatively incident free.

But while some of the more overheated predictions of truck transport coming to a standstill on July 1 didn't materialize, there's still clearly a handful of significant enforcement problems that need to be ironed out if the spirit of Bill 41 is going to be upheld going forward.

For one thing—as this writer first reported online at *todaystrucking.com* after spending an afternoon with a group of friendly truck inspectors at the Trafalgar scale in Milton, Ont.—it appears that some truckers may still be able to travel faster than the mandated limit of 105 km/h, even if their maximum engine speed is properly programmed.

Here's why: In order to quell carrier anxiety that inspectors might have the ability to affect engine settings or view competitively sensitive data when checking for speed compliance, both the Ontario and

Quebec Ministries of Transport opted for simple, EZ-Tap ECM readers, which, we learned, are limited to reading and displaying only a handful of engine parameters, including engine speed, the cruise-control setting, and horsepower rating.

However, as the law itself acknowledges, in order to physically limit a truck's speed at 105 km/h, several other calibrations beyond engine speed must also be set in accordance to specific targets, such as the rolling radius of the tires, transmission and gear ratios, drive axle differential and other parameters the current ECM readers are unable to scan.

So, depending on those calibrations—altered either erroneously; as an attempt to tamper; or even innocently in order to get back the fuel economy that could be lost by limiting speed out of an engine's "sweet spot"—a truck can physically reach road speeds above 105 km/h and the current EZ Tap reader could still determine the truck is technically compliant.

(Incidentally, we also learned that not every weigh scale in the province will be equipped with an ECM reader right away, although MTO staff declined to say how many are currently deployed.)

At the time, MTO senior enforcement policy adviser Mike Dodds acknowledged much of this, but said these ECM

readers aren't necessarily "the be all and end all" solution. He hinted that in time more advanced readers could be more widely available.

Besides, says Dodds, if it's suspected the speed-limiter system has been "tampered" with, officers have the authority to detain the vehicle for a more comprehensive inspection.

Plus, says inspector Jason Leeman, OPP officers still have the power to fine drivers under the speed-limiter rule without hooking up an ECM reader if the truck is clocked on the highway going over 115 km/h. This so-called "deeming provision" allows police to legally assume that a vehicle moving at that speed does not have a speed limiter set. Though, that doesn't do much to restrict those carriers who can undermine the law and unfairly avoid the costs of compliance by flying under the radar, so to speak, between 105 and 115 km/h.

A subsequent request by *Today's Trucking* for a follow-up interview with MTO officials to clarify some of these issues was denied. However, a ministry spokeswoman offered to respond in writing to emailed questions. She too says the MTO is "monitoring all the new technologies" and will "further adjust the speed limiter program if necessary and as appropriate."

As for the potential loophole, she wrote that “most professional drivers will not risk their investment in their vehicle and its performance by tampering with these kinds of settings,” and that any changes could “contradict protocols of engine manufacturers that lay out for mechanics how things should be properly set.”

Although, as the Owner-Operators Business Association of Canada (OBAC) counters, for many drivers, not adjusting

41

settings on engines (mainly new ones) in certain applications to achieve maximum fuel economy might instead contradict their cost-per-mile protocols.

Based in part on a series of Transport Canada studies on speed limiters, OBAC executive director Joanne Ritchie says, “we’ve known for some time that the only way the speed-limiter law can actually be enforced is by a full interrogation of the engine’s ECM.” She says the MTO and MTQ are in a Catch-22 because the current policy can’t properly ensure full compliance for all trucks fairly, but advanced ECM readers equipped with frequently updated OEM software are cost-prohibitive, not to mention impractical as they would delay trucks for up to 40 minutes. That’s something not even fleets in favor of the rule would be happy to see happen.

“Although they’d deny it, I think regulators had their backs up against the wall with July 1 looming and no real enforcement solution in sight,” she says. “They paraded out their [EZ-Tap] gizmo and started the charade of ‘hard enforcement’ hoping no one would notice.”

What MTO’s next move will be remains unclear. Ritchie guesses that the ministry is in no hurry to plug the hole, at least not until it’s motivated to do so by a court or politicians.

Good luck on the latter. In fact, oppo-

nents’ best political hope to have the law repealed probably died with the Ontario Tory leadership hopes of Frank Klees, who came in second to Tim Hudak in a party-wide vote last month. As reported in the last issue of *Today’s Trucking*, Klees—a longtime critic of speed limiters—promised to launch a comprehensive review of the program and ditch it if necessary if he were to become Premier. Hudak, who reportedly criticized the proposal when the governing Liberals first tabled it, has since avoided making the issue part of his platform.

AT THE COOP

Meanwhile, despite the continuing controversy, there are few fireworks on the ground.

Back at the Trafalgar facility, inspector Jason Leeman—a mild-mannered truck cop with an obvious respect for the drivers he deals with daily—is the guy trained to check for speed-limiter compliance. Mostly, he’s writing tickets to the companies that own the vehicles, directing non owner-ops to pass the whopping \$390 fine to their boss.

In the first 36 hours since the rule took effect, Leeman checked between 30 and 40 trucks for speed limiters. About 30 percent of them had not been compliant.



RED BETWEEN THE LINES: These ECM readers transport officials in Ontario and Quebec deployed to ensure speed limiter compliance are, it turns out, quite limited themselves.

(That sounds about right, as anyone who scoots across Hwy. 401 can tell you, there’s still more than a few trucks going faster than they are). The majority of the violators were owner-ops or delivery drivers for small private fleets, says Leeman.

Seemingly, it should be noted, there’s an awareness gap between the smallish, private fleet driver and your typical over-

the-road trucker.

One cheese delivery driver—whose straight job was escorted into the MTO yard by an OPP officer who paced him doing over 105 km/h—seemed genuinely oblivious that the rule took effect the day before. While he “may have heard rumblings,” over the last few months, he says he hasn’t paid close attention to the enforcement schedule. The same, obviously, goes for his bosses back at the office in Woodbridge, Ont., who (to the driver’s relief) will get the fine.

The rule doesn’t bother veteran owner-op Cecil Burry, though. He had his Detroit Diesel programmed just over a month ago and can’t say his life has changed much at all.

He’s also a heavy-hauler pulling precast concrete and reports no significant degradation in towing power—although he admits he doesn’t travel along many steep grades. “I could see where you might have a problem on some steep hills because sometimes you need that extra speed to get over a hill and not hold up traffic.”

That said, he thinks mandatory limiters are a good idea and, generally, he hasn’t witnessed any more tailgating or frustration directed at slower truckers from four-

wheelers as some detractors have been predicting—at least not any more than usual.

Still, that doesn’t mean that a few non-compliant drivers haven’t tried to curtail the rule and then plead ignorant when they’re caught. One guy, Leeman says, unscrewed the access point of the ECM port and pushed it up into his dashboard so the ECM reader couldn’t reach it. When asked about it, he shrugged his

shoulders and blamed the mechanic. In case anyone is thinking it, be warned: “It only makes our job easier,” says Leeman. “We don’t even have to spend time plugging [the reader] in. We can still fine you for not being able to provide access to an ECM port.”

That’s one loophole you won’t get away with. ▲

Spring Loaded

BY JIM PARK

Steer axle suspensions will have much more work to do in the coming years.

We'll forgive you if you haven't noticed steer axle loads creeping upward over the past few years. While we weren't watching, those zealous sorts over at the EPA heaped nearly 1,000 lb of gear onto our trucks, leaving our steer axles close to being overloaded before we've even hooked up to a trailer.

Back in the carefree pre-EPA-2004 days, static steer axle loads hovered around the 10,500-lb mark—bobtail and full of fuel, but with no driver and with none of the gear they usually cart around. When the EPA-2010 trucks hit the road later this year, static steer axle loads will be close to 11,500 lb, generally speaking. Some will be lighter, many even heavier.

Keith Herrington, product marketing manager for highway trucks at Daimler Trucks North America, says steer-axle loads are indeed on the rise, and while EPA-related emissions hardware is partly to blame, the revised hours-of-service rules and even high fuel prices have also had an impact.

"The latest version of the hours-of-service rules changed the duty cycle of a typical over-the-road truck to where it has become more of a commercial RV,"

Herrington told us. "Drivers are spending more time sitting in their trucks [reset time, and 10 hours off], so they are packing more entertainment devices and appliances to support the downtime. That has increased the demand for storage space and larger sleepers, which all adds weight to a vehicle. And much of that extra weight sits on the steer axle."

Even the tire people were caught a little off guard. Michelin's product marketing manager, Don Baldwin, says back in early 2008, his company began getting calls from customers looking to go from load range G to load range H with their steer tires.

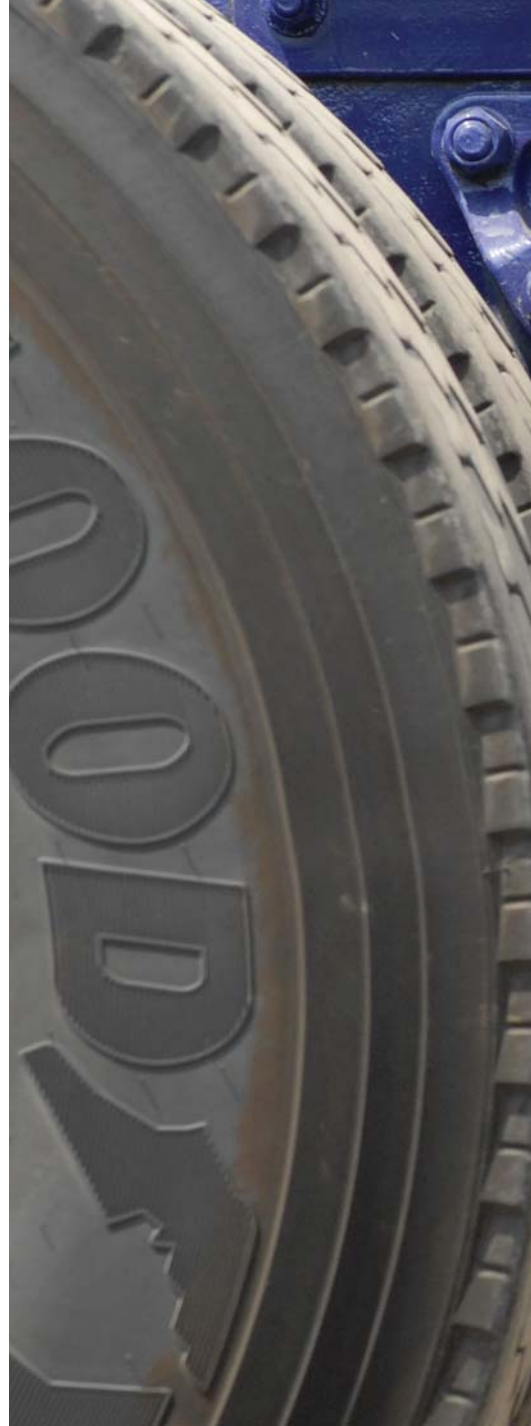
"As fuel prices were spiraling upward, customers started paying more attention to the gap between the tractor and trailer in trying to reduce fuel consumption," Baldwin says. "They were looking for the heavier rating on the tires to accommodate the extra loads on the front axle resulting from shifting the load toward the front."

If you missed all the excitement, don't feel bad, even the fleet council that sits with the engineers at Hendrickson weren't really aware of the impact that EPA, HOS, high fuel prices, and every-

thing else had on steer axle loads.

"At the meeting we had in the fall, we asked our fleet participants if they were aware of what was happening on the front axles of the vehicles and the weight changes," explained Hendrickson's director of sales and marketing, Sean Coleman. "None of them were really aware of what was going on."

While there are many variations across the different OE brands, models, configurations, engine sizes, etc., many trucks spec'd today for delivery after Jan. 1, 2010 will need steer axle weight ratings ranging from 12,350 up to 13,200 lb.





CARRYING CHARGES: Suspension spec'ing considerations will now have to include extra weight added by EPA 2010 and the proposed stopping distance requirements.

WIDE-BASE WEIGHT SAVINGS

Wide-base single tires can save about 100 lb per trailer wheel-end in most cases, but there could be a cost—particularly if you're planning a retrofit.

Michael Lynch, product manager for North America Trailer Systems at ArvinMeritor Commercial Vehicle Systems, suggests fleets work not only with the tire manufacturer, but with the axle- and wheel-end maker, too.

"One very important item to consider is the axle track length. On new equipment spec'd for wide-base singles, the axle track length can be



increased to eliminate any wheel outset. The elimination of the wheel outset can increase the overall wheel-end life," Lynch says. The downside to the increased axle track length is the inability for the fleet to convert back to a dual tire setup.

Fleets considering retrofitting wide-base singles should contact their axle and wheel-end manufacturer. Adding wide-base singles to a trailer that previously had dual tires will increase the wheel outset.

"Depending on the axle and wheel-end spec, this change in outset may lead to a reduction in trailer-axle load capacities or increased wheel-end and spindle wear," Lynch advises.

ArvinMeritor provides a trailer axle application guide (SP-8320) as a free download from www.MeritorHVS.com to help fleets and dealers properly spec trailer axles in their application.

Suspensions

STOPPING DISTANCE & STEER AXLE WEIGHT

The next issue coming straight at truck makers is a proposal by NHTSA to reduce truck stopping distance by 20 or 30 per cent. This, too, will have an impact on steer axle weight as many suspensions and axles will need to be upgraded to handle the additional brake torque.

"It's not just an issue of whether disc or

drum brakes will do the job," explains Coleman. "Industry will choose the option that works best for them, but either way, the requirement will add more pounds to that suspension."

Coleman advises truck owners to pay close attention to axle load ratings in relation to the position of the fifth-wheel. They should be looking at the base weight of existing vehicles and comparing that to

post-2010 vehicle weights, and then determining what might need to be done to take weight off the vehicle.

At several dollars per pound cut from the tare weight, trimming can get expensive. Coleman says Hendrickson is working with various alloys and other materials to find an efficient balance between cost and weight, but it's never a slam dunk.

"You can go from a three-leaf to a two-leaf front spring, and then to a leaf-and-a-half, but the jump to a mono-leaf spring is quite a leap in terms of technology and cost," he says. "At some point, you approach the point of diminishing returns."

TRAILER AXLES

While trailer suspensions won't directly help take weight off the steer axle or the front suspension, some weight savings can be had in trailer suspensions—and some of that can be seen on the drive axles—but beware of under-spec'ing axles used in Canada-only service. Higher Canadian weight allowances and our relatively crummy roads may push U.S.-spec'd suspensions to their limit.

Bill Hicks, director of product planning and market development for the trailer business unit at SAF-Holland, cautions that while there are similarities in trucks intended for international service, spec'ing for our northern needs might demand a different airbag, different shock locations, or maybe a different beam or a more robust axle.

"That might add weight and cost that the typical U.S. over-the-road carrier wouldn't need and wouldn't pay for," he says. "That's the challenge we have as suppliers: trying to mainstream the products and standardize components, yet serve two slightly different markets."

So, while the temptation might be there to push a lighter suspension into heavier service, beware the possible consequences (see sidebar 'Spec the Truck, Truck the Spec').

While new regulations are forcing more weight onto our trucks, an old adage gains increasing relevance today: you can't put 10 lb of potatoes into a five-lb sack. But that's what everyone is trying to do. Maybe it's time lawmakers took a serious look at some meaningful weight tolerances to accommodate all the gear they're forcing us to use? ▲

ONE STOP SHOP | Design | Manufacturing | Service | **We Build To Your Specs**

ICD is the...
piece
to your
puzzle



icd **INNOVATIVE**
CHASSIS & CONTAINER DESIGN
A Division of Innovative Trailer Design Industries Inc.

ICD manufactures Chassis, Heated Container Boxes & FRP (Fibre Glass Reinforced) Vans to your specifications and to the new Ontario LCV programs including B-Trains, A-Trains, B-Bogies, Pintle Hooks for Chassis and Vans and much more.

Call Jimmy Zborowsky at 905-670-1780, ext. 14
or email jimmyz@itdtrailers.com
Toll Free: 1-877-448-3462

itdtrailers.com



In Business Since 1971

SPEC THE TRUCK, AND TRUCK THE SPEC

People usually don't order heavier axles unless they plan to haul heavier loads. Sometimes, the need to maximize payload can push the spec'ing decision towards lighter-weight components, and sometimes that decision can have unexpected consequences.

Four or five years ago, truck alignment specialist Mike Beckett of MD Alignment in Des Moines, Iowa, started hearing complaints about excessive wear along the inside edge of the inside tires on dual-wheel assemblies. After loose bearings had been ruled out, Beckett narrowed the problem down to axle flex. He



further narrowed it down to a particular make and model of trailer axle, and two brands of drive axle when fitted only with two types of drive tire.

"We started checking and found people who were having the inside-edge wear problems on trailers had that model of axle—consistently," he says. "Trailer makers would call me up and describe what was happening to all these tires, and I'd tell them what axles were installed. I didn't even have to go and see it. And I was right every time."

The drive-axle issue was a bit more puzzling. None of the drive-axle manufacturers had changed their spec, but something had certainly changed. Turns out, it was the tires.

"Those fleets were running one of two types of fuel-efficient, low-rolling-resistance tires that have more casing flex. Combine that with standard 20,000-lb axles under high-axle load conditions, and you get a little more flex than usual. That causes wear on the inside edge of the inside tire," Beckett says. "We switched those customers back to conventional dual tires, and the problem went away."

Beckett stresses that there's nothing wrong with any of the components in question; it's more a case of an unexpected but predictable reaction between two or more components.

"When combined with the flex in a standard 20,000-lb highway drive-axle housing, the extra flex in the tire casing caused the inside edges to wear. With a 24,000-lb, 11mm axle housing,

you don't have the problem," says Beckett.

"Same with the thin-walled trailer axle. If you load at or close to the axle weight rating, do not order that model of axle. If you're light most of the time, it's no problem. The axle is perfectly suited to a high-cube, light-weight operation."

Spec'ing a suspension is a balancing act in more ways than one. Spec for the intended operation, or for the worst-case scenario, and you'll hardly ever go wrong.



He Drives the Rig. She Drives the Budget.

On the road, he commands nothing less than peak performance. At the desk, she works hard to stretch every dollar. Together, they get the most mileage from Howes Meaner Power Kleaner, for all these road-proven reasons:

- ✓ Increases Power and Fuel Economy - Guaranteed!
- ✓ Safely Removes Water
- ✓ Enhances Lubricity of Ultra Low Sulfur Diesel Fuels
- ✓ Particulate Filter Friendly and Warranty Safe
- ✓ Effective for All Diesel and Biodiesel Blends



FREE Collectible Belt Buckle
when you purchase 3 bottles of Howes Products
See stores for details or visit www.howeslube.com
Offer ends: 9/30/09, available while supplies last.



HOWES LUBRICATOR
PRODUCTS
Professional Grade Performance Since 1920

1-800 GET HOWES (438-4693) • www.howeslube.com

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



MANHATTAN PROJECT, 2009: The New York sanitation department is in the forefront of hybrid use.

German Hybrids Planted in North America

hybrids *Does arrival of Friedrichshafen on our shores signal green shoots in alt-fuel land? By Rolf Lockwood*

The growing ranks of hybrid trucking enthusiasts (they're out there) have been waiting for this one for some time; namely the entry of ZF Friedrichshafen into the North American hybrid truck market.

Nearly a household name in Europe, with a long history of supplying driveline components, steering systems and other chassis components to car, bus and truck manufac-

turers there and elsewhere, it's nowhere near as well known on this side of the fat pond.

One of its divisions, ZF Sachs, supplies the tiny clutches used by Formula One race cars, indicating that the company is always at or near the cutting edge. It's based in Friedrichshafen, Germany but has interests and facilities worldwide.

You'll most likely know it in the context of the ZF Meritor FreedomLine transmission.

And now we have the announcement that ZF and California's ISE Corporation (ISE), which designs and manufactures series hybrid propulsion systems and components for heavy-duty vehicles, plan to collaborate on the development and supply of a complete line of parallel-electric hybrid drive systems and components for North American vehicle markets.

The combined expertise of the two companies will result in a broad product portfolio of series and parallel hybrid-electric drive systems and components.

Collaboration details of their recently signed MOU (memorandum of understanding) include ZF's intention to utilize ISE expertise for integration engineering, sales, subsystem assembly, and service support for ZF hybrid systems and

components for North American commercial vehicles. ZF's parallel-hybrid configurations for various applications in the transit bus and truck industries will be sold through ISE and jointly marketed by both companies.

ZF has already developed several parallel-hybrid configurations for various applications in the transit-bus and truck industries. I've driven a couple of them in European trucks, and they performed like, well, like hybrid-electric drive-trains do. Tons of torque off the line and all that. The real test of such things, of course, is in the realm of efficiency proven over time, so a seat-of-the-pants impression isn't worth much.

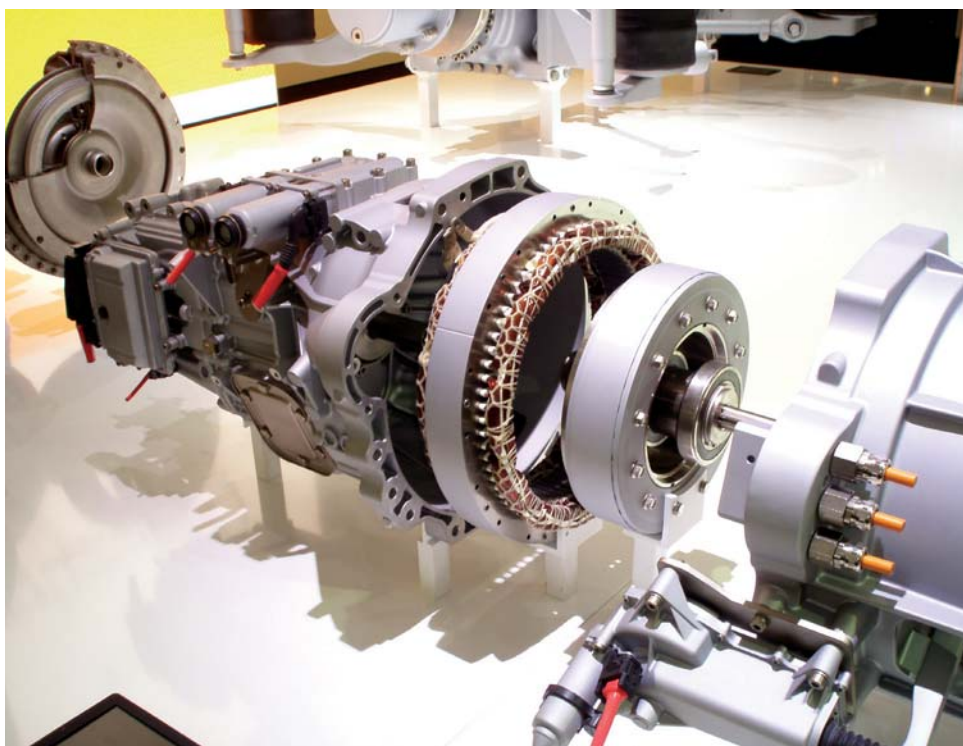
As well, ISE also plans to develop and market an ISE-branded parallel hybrid drive system that incorporates ZF hybrid systems and components in North America.

ISE is an interesting little outfit, dwarfed by ZF—136 employees vs. 61,000, for example—but it's successfully working in the area of heavy-duty electric series hybrid

This joint effort will make the North American hybrid scene even more interesting than it already is. And the extra competition seems likely to accelerate the commercialization process which has

And here's something you'd have to label counterintuitive. New York City is presently a hotbed of hybrid activity.

Specifically, the New York Department of Sanitation (DSNY), which is testing



ALPHABET CITY: The transmission experts at ZF are teaming with ISE; and NYC is proving ground for several hybrids.

drive systems, with offerings including gasoline hybrid, fuel-cell hybrid, diesel hybrid, and battery-dominant drive systems. The 2010 Olympic Winter Games will be a showcase for ISE technology, as we'll see several ISE-developed vehicles in use there.

been slowed by the recession, of course, but not destroyed. Interest remains high on both the user and the builder fronts, and it seems to me that few other corners of the commercial vehicle world have as bright a future as this one.

See www.isecorp.com and www.zf.com.

refuse trucks of several sorts. Among them a Mack TerraPro low-entry truck with Mack/Volvo hybrid-electric technology and two Crane Carrier units with Heil bodies. One of the latter sports Bosch Rexroth's HRB (Hydrostatic Regenerative Braking) parallel hydraulic hybrid system and the other is powered by ISE's series hybrid-electric setup.

Sponsored by the New York State Energy Research and Development Authority, they're part of an evaluation project that aims to identify fleets that can exploit alternate drive technologies to reduce fuel consumption and emissions.

Mack says its TerraPro is the first production-intent parallel diesel-electric hybrid truck in the U.S. designed specifically for class 8 heavy-duty applications and meeting the EPA 2010 emission standard.

It has a rear-loading refuse packer body moved along partly by a 325-hp Mack MP7 diesel with SCR exhaust



So... what's NewsFirst?

NewsFirst is a weekly newsletter full of the latest and most important industry news. For busy managers who need to stay on top of the developments that affect the trucking industry, NewsFirst is a must read.

Subscribe today @ todaystrucking.com



aftertreatment technology. The diesel-electric hybrid part of the powertrain features an integrated starter, alternator, and electric motor.

Bosch Rexroth's HRB tester (pictured here) is in use now, a Crane Carrier LET2 truck. In fact, two identical HRB-equipped trucks will be part of the evaluation.

The system uses a hydraulic pump/motor connected to the driveline to capture kinetic energy during vehicle braking. When braking, the pump/motor acts as a pump, absorbs energy from the driveline and delivers a retarding force to the drive wheels, pumping hydraulic fluid into a nitrogen-pressurized accumulator. During acceleration, the pressurized gas pushes fluid out of the accumulator, and the

conventional transmission. The refuse trucks are also equipped with ISE's onboard Remote Diagnostics System (RDS), which includes GPS and allows for real-time performance monitoring through a web-based interface.

ISE says series hybrid electric systems offer the potential to operate accessories such as air conditioning and hydraulics in all-electric mode, without the need to run

the diesel engine, providing a pathway to battery-dominant vehicles operating in zero-emission, all-electric mode. ISE also says such an electric vehicle is capable of providing emergency backup power and could eventually have a plug-in feature enabling 'vehicle to grid' capability.

ISE's hybrid propulsion system is powering more than 200 vehicles with more than 9 million miles of accumulated driving. ▲

FOR MORE INFO 

www.boschrexroth.com

www.macktrucks.com

www.isecorp.com

www.zf.com

pump/motor then acts as a hydraulic motor, assisting the engine and reducing the fuel required to launch the vehicle.

Not only is there fuel to be saved when using such regenerative braking, but the brakes themselves end up with longer lives—there's less brake dust strewn about too. The New York sanitation folks replace brakes about once a year, which takes the truck out of service for at least two days. The hope is to extend brake life by some "50 percent or more."

The ISE modular hybrid drive system is in three evaluation trucks for DSNY, tests with the first vehicle have just started. The Crane hybrid rear loader is the first of its kind in the refuse and heavy truck market, with a rated GVWR of 72,000 lb. The electric drive system is self-contained in three separate modules. The hybrid drive cabinet with ultracapacitor energy storage and overall system controls, together with the engine-driven generator assembly, are mounted behind the cab. The electric traction motor is mounted between the frame rails of the truck chassis and takes the place of the truck's

You Can't afford to lose

\$6000.00*

with unnecessary idling

Keep your drivers **warm** tonight...



IDLING TRUCK	GEN SET	ESPAR HEATERS
\$ 600.00	\$ 12,600	\$ 2,520

*Based on 10 hrs idle time @ \$1.05/litre

for LESS.



For information on how you can start your savings today

800.387.4800 espar.com

Espar Heater Systems
a member of the Eberspächer group of companies





PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



Online Resources:

For more new product items, visit
PRODUCT WATCH
on the web at todaystrucking.com

KW VOCATIONAL TRUCK

KENWORTH EXPANDS ITS LINEUP WITH THE NEW T470



Targeting vocational and municipal applications, **KENWORTH** has expanded its product range in the vocational and municipal markets with the introduction of the new T470 model. It will see duty in snowplow, dump, mixer, winch, refuse, and other heavy front-axle vocational and municipal applications. It's powered by a 9-liter Cummins ISL engine with 345 hp and 1,150 lb ft of torque. Other features include a range of manual and automatic

transmissions; 12,000 to 22,000-lb front axles; 21,000 to 26,000-lb single rear axles, and 40,000 to 46,000-lb tandem rears.

The fixed grille hood has a 50.5-in. bumper setting for easy installation of a front engine PTO. The hood allows for full extended rails on a heat-treated, 120,000-psi steel frame without the need for cutouts. Halogen projector headlamps are standard equipment.

The T470's interior features the same

multiplexed dash seen in Kenworth's class 8 product line with a large panel for installation of body controls and gauges. The Kenworth Driver Information Center is standard in the T470. An extended day cab is available as an option, offering an additional six inches of length and five inches of cab height compared to the standard day cab.

Production is scheduled to begin in July.

See www.kenworth.com

WIDE-BASE TRAILER TIRE

CONTINENTAL INTRODUCES THE HTL1 FOR WEIGHT AND FUEL SAVINGS

Continental Tire North America says the HTL1 wide-base trailer tire, available as of today, can offer “significant weight savings and fuel efficiency.” The new HTL1 (Heavy Trailer Long-Haul) replaces duals on highway or regional trailer, featuring 13/32-in. tread depth. The six-rib



design evenly distributes the load over the crown of the tire to protect the tread pattern from irregular wear, the company says, and a decoupler rib provides better irregular wear resistance at the shoulder.

Weight savings, as with all wide singles, can mount up. Continental says changing from steel-rim dual tires to an aluminum-rim wide base configuration on the drive and trailer axles can save up to 1,022 lb—and many kilograms.

The HTL1 is said to provide greater fuel efficiency through advanced compounding and reduced rolling resistance. With only two sidewalls and beads instead of four with a dual set of tires, there's less energy generated in flexing. As a result of a wider axle track, drivers can also expect improved vehicle stability when the HTL1 is integrated into new equipment.

By using wide-base tires on all available positions, the EPA SmartWay Transport Partnership estimates that a combination long-haul truck could save more than 400 gallons of fuel per year.

Other key features of the HTL1 include a unique pyramid stone bumper/ejection

system to reduce stone retention and casing penetrations and scuff ribs to protect the sidewall from curbing and cutting.

Maximum load capacity of each HTL1 is 10,200 lb at 120 psi and the tires can be used at a maximum sustained speed of 75 mph. It's available in a 445/50R22.5 size.

See www.continental-truck.com

DRIVE-ON LIFT

NEW ROTARY LIFT MACH 4 PLUS CONVERTS MOBILE COLUMN LIFT INTO DRIVE-ON MODEL

Rotary Lift's Mach 4 Plus is a new runway system for the Mach 4 mobile column lift that's claimed to provide the benefits of a heavy-duty four-post drive-on lift in a more versatile package.

The system is used with a set of four Rotary Lift Mach 4 mobile column lifts. Once it's connected to the columns, vehicles weighing up to 60,000 lb can be driven onto the runways and raised to a comfortable working height. Up to two optional 25,000-lb-capacity rolling bridges can be added to lift the vehicle's

wheelbases up to 33 ft, including heavy-duty trucks, RVs and buses. Its claimed advantages over traditional four-post models include, for example, being able to replace the columns with jack stands once a vehicle is raised for service. The mobile columns can then be used to lift another vehicle elsewhere in the shop.

It can be relocated as needed, and because the Mach 4 is battery-operated and recharged using standard 110-volt power, no high-voltage electrical installation is required. It will also continue to operate in case of a power failure.

The Mach 4 Plus can be purchased by itself as an accessory for existing Mach 4 mobile column lifts or ordered with a set of Mach 4 mobile columns.

See www.rotarylif.com

GROTE CATALOG

GROTE RELEASES 266-PAGE 2009 PRODUCT CATALOG

The 2009 product catalog from **Grote Industries**, just published, is available both in print and online. Its 266 pages



Rotary Lift's Mach 4 Plus

wheels off the runways, enabling technicians to perform brake, tire and suspension service.

Rotary claims it can double technician efficiency. The runway system expands that further by allowing the technician to use the same lift to do wheels-free work.

The Mach 4 Plus can lift vehicles with

feature more than 2,800 parts and 452 new products and it's organized into color-coded sections, including three new ones: Tools and Repair, Military Lighting and European-Approved Lighting. There's also a non-12-volt index for products that operate with 6-, 24- or multi-volt amperages.

Along with the printed catalog, an electronic (PDF) version of the 2009 catalog is also available on Grote's website at <http://grote.com/marketing/LiteratureRequest/Catalogs/index2.html>.



The web-based catalog offers users a lot of flexibility. Users can click on the color index bar to go to the first page of the section; on the part number in the index

to go to that page; or on the colored side bar in each section to be moved to the index. Individual catalog sections can be downloaded in a high-resolution version as well.

Grote's entire product line, as well as in-depth product information, is also available at <http://grote.com/prodcat>, where you can search for products by Grote part number, by competitor part number, by keyword/description and by part category.

See www.grote.com

FAN-CLUTCH REPAIR

HORTON EXPANDS KLONDIKE SERIES WITH REPLACEMENT FAN CLUTCH AND REPAIR KITS FOR KYSOR K26RA

Horton's Klondike Series line of products has grown to include a replacement fan clutch and repair kits for Kysor's K26RA.

The line extension includes Klondike 26, a rear-air replacement fan clutch for Kysor K26RA, as well as kits for repair of Kysor K26 fan clutches. They include

rear-air major and seal kits; a lining kit for rear air and front air; and a hub bearing kit. The Klondike 26 fan clutch fits most competitive applications and will engage without air pressure, keeping the engine cool until the vehicle can get serviced.

All Horton Klondike kits and components are interchangeable with the original-equipment fan clutches. Horton also provides kits to repair Kysor K22RA and K22FA.

www.hortonww.com/k26

FUEL-FILTER ELEMENTS

CELLULOSE AND SYNTHETIC ELEMENTS FROM LUBER-FINER

Luber-finer now offers replacement elements for its line of DAVCO fuel/water separator fuel filters across all current



applications, including on- and off-highway, gen set, construction and others.

The fuel filters are available in two media types: cellulose, with micron ratings between 2 and 50 and capacities of 37 to 52 grams; and synthetic, with micron ratings between 2 and 50, and capacities of 60 to 63 grams. The synthetic filters also feature a pressure differential valve.

See www.luberfiner.com

SLIDER LIFT

AUTOMATIC STOWING ON MAXON'S LATEST LIFTGATE

Maxon Lift's latest product is the GPSLR Series liftgate. It's a slide-type liftgate that rides level from bed to ground and features what the company claims is an industry first: a 'SmartStow' function

LUCAS OIL

FUEL TREATMENT

- Cleans and lubricates the fuel system
- Increases the life of pumps and injectors
- Solves low sulfur fuel problems
- Causes fuel to burn more efficiently for greater MPG's and fewer emissions

Increases FUEL MILEAGE and PERFORMANCE!

www.LucasOil.ca 888-878-6973

that enables the gate to stow automatically. Rather than needing multiple steps when being stored, the GPSLR is quick



and easy—press one button and everything else is done automatically, detecting correct height, stowing securely, and locking in place.

The platform allows for ease in movement of loads because it sits completely flat on the ground. It also features a stress-optimized lift arm design that minimizes arm deflection.

The GPSLR works with all different types of rear doors and is securely stowed away during dock loading operation.

See www.maxonlift.com

HIGHWAY TIRE

NEW FROM TOYO, TWO M154 SIZES

Two new sizes of the M154 “ultra-premium” regional highway tire are now offered by **Toyo Tire U.S.A. Corp.** The two new sizes are 265/75R22.5 and

245/75R22.5, both in load range G.

First released last year, the M154 incorporates Toyo’s proprietary ‘e-balance’ design technology which is said to improve both endurance and resistance to irregular wear. Ideal for steer applications,

but well suited for use in any position, it’s said to help reduce fuel consumption.

The M143 is an all-position, all-steel low-profile radial designed with a special ‘Belt-Defender’ compound to increase durability and casing life by fighting heat and stress.

See www.toyocanada.com

HYDRAULIC BRAKE PARTS

FORMULA BLUE CATALOG FROM BENDIX SPICER OFFERS ALL-MAKES COVERAGE INCLUDING THE 2009 MODEL YEAR. The 2009 supplement to the Formula Blue master catalog from **Bendix Spicer Foundation Brake** is now available. It includes model year coverage up to 2009 for the all-makes product line of replacement hydraulic brake parts for medium-duty and commercial light-duty vehicles.

The supplement provides updated parts information for more than 150 of the most popular vehicle applications, more than 100 new part numbers, and a complete illustrated parts guide with more than 80 new pages of key parts identification information. The company says it provides a quick reference and allows users to easily identify replacement parts on even the latest model year vehicles. Bendix Spicer says it’s “virtually unheard of” for application data to be this make and model-year current, covering more than 7,000 parts.

A “smart part number” system is said to make it easier and faster for counter personnel to discern the correct part and the type of vehicle it fits. For a typical eight-character part number, the first three digits uniformly refer to the product group, the next two to the vehicle make, and the final three to the part number, making this a more user-friendly resource.

See www.foundationbrakes.com

STABILITY CONTROL FAMILY

MERITOR WABCO INTRODUCES SMARTTRAC SYSTEM WITH INTEGRATED STABILITY CONTROL SUITE OF PRODUCTS **Meritor WABCO Vehicle Control**

Systems has introduced SmartTrac, an integrated suite of anti-lock braking, automatic traction control, and stability control systems for commercial vehicles.

It integrates the company’s active safety systems technologies:

- Electronic Stability Control (ESC) combines Roll Stability Control (RSC)



TRANSCORE
linklogistics

loadlink®

The Exclusive Freight Matching Solution

Detailed Member Listings
Prescreened accounts - Validation on NIR, Legal & DBA Name,
Business Incorporation
Quick Pay Loads
Non-Recourse Factoring
Quality Credit Reports
Weekly Updates, Daily Alerts, Detailed Credit History
Customer Service
Unlimited Training, Support & Technical Assistance, Prompt
Complaint Department



The right match - since 1990

1-800-263-6149

www.3sixty.ca

A MUCH-STORIED MUSEUM

HERE'S A B.C. TRUCKER SHRINE THAT'S AS MUCH ABOUT THE TRUCKING CAREER AS IT IS ABOUT OLD TRUCKS

It was 47 below and trucker Norm Lynch was hauling a giant crane along Highway 29 when he came to the suspension bridge across the Peace River in this little community 90 km southwest of Fort St. John, B.C. Hudson's Hope is the third oldest community in the province, incidentally, dating back to the fur-trading days of the late 1700s

Lynch took one look, sighed, and hoped he'd get his high, wide and heavy load across. He inched forward, hardly daring to breathe for 12,912 long, slow inches. A surveyor later told him the two-lane concrete bridge sagged seven inches during the crossing.

That's the kind of story you hear, often, from the retired truckers and mechanics who run the Teamsters Freight Transportation Museum and Archives in Port Coquitlam, B.C.

They enjoy reminiscing about the good old days of trucking in western Canada, but what they really do here is restore and display old trucks, like the bodyless 1935 Diamond T that just came in.

My grandfather, Gord Henry, a long-haul truck driver for 52 years, mentioned this museum to me three years ago—it opened in 1997. When I finally visited the place, I was immediately won over by this community of men still as passionate about trucks as they were in their heydays.

Most of the guys who hauled freight over the west's perilous back roads and shoddy highways in the old days knew each other, but staying in touch was impossible before cell phones and computers.

Now they have this terrific museum where they can shoot the breeze all they want.

With Norm Lynch as president and curator, the members painstakingly restore vehicles from as far back as 1914. Standing between a 1935 red Chevrolet Maple Leaf and a 1929 White Shell tanker, Norm talks about the time he was stuck in a whiteout coming back from Faro, Yukon, with only a CB radio and another driver reporting he was completely lost (he later turned up safe and sound.). Paddy O'Brien recalls his yearlong stretch of waking up at 5:00 a.m. to make the first of two daily trips to Victoria, getting home at 1:00 a.m., and loading up to do it again the next morning.

The museum took root in 1996, when Garnet Zimmerman, then president of Teamsters' Local 31, asked Norm to find a 1936 truck to commemorate the Local's 60th anniversary. Norm immediately thought of the late Aubrey 'Bob' King's collection of vintage trucks, which were wasting away in warehouses throughout B.C.'s Lower Mainland.

King, a trucking magnate, owned most of the trucks on the

road in the early 1900s. His dispute with the Teamsters in 1958 over a proposed two-cents-an-hour raise led him to shut down his businesses and seal up the trucks. After his death, the collection was given to the government and housed in Chilliwack. Norm negotiated a deal with them to take the trucks for two



DIAMONDS IN THE ROUGH: Working on a 1935 Diamond T are, left to right: Norm Lynch, Dick Parton, Doug Mattock, Paddy O'Brien, Mac Robinson, Bob Nairn, and Tom Cuthbertson.

years and start restoring them. If the government was happy with the work, he could keep them for a dollar. Norm still owes the government that loonie.

He and the guys continue to find old trucks and fix them up with the financial backing of the union. About 10 volunteers arrive every Thursday at 7:00 a.m. to drink coffee and catch up. Work starts at 9:00. When I walk in at 9:30, their hands are already dirty and they're grinning from ear to ear.

"Some of the humor that goes on in here is classic, brilliant," says head mechanic Bob Nairn. "Nobody is immune, not even Norm," he jokes as Norm walks by.

But the work is serious. Some of the trucks are old friends. When the vehicles won't start, the guys will figure out how to coax them to life; when the trucks are shown in parades or featured in movies, they act like proud fathers.

And so the day continues. Past co-workers stop by, as do occasional visitors with stories of their own lives on the road. Groups of kids are greeted with pleasure.

This working museum is a hub for the old truckers to stay connected. Along the walls are photos of some of the old drivers. The whole place is a living history of trucking in western Canada.

For more information, call 604-472-1647.

—by Lori Henry

with the added capability of yaw or rotational control. If loss of stability is detected, as in an evasive maneuver, speed is automatically reduced and the engine brake as well as tractor and trailer foundation brakes are applied.

- Roll Stability Control (RSC) is vehicle rollover stability with the fewest components and maintenance requirements, as well as the lowest cost. It continually monitors lateral acceleration conditions that can lead to a rollover and automatically de-throttles the engine and applies all brakes as required.

- RSSplus is a trailer-only stability control system with a two-modulator valve, that integrates with trailer ABS. It continually calculates the trailer's roll-stability threshold based on load and measures actual lateral acceleration and individual wheel speeds. When a rollover is imminent,

stability control events and create a record of accurate, detailed information that fleet managers can use to identify trends and build more effective driver training programs.

The SmartTrac family is available as a factory-installed option at several truck, tractor and trailer OEMs.

See www.meritorwabco.com

CNG-FUELLED MIXER

MCNEILUS OFFERS INDUSTRY'S FIRST COMMERCIAL MIXER FUELLED BY COMPRESSED NATURAL GAS

The new **McNeilus** CNG-powered mixer is said to be the first commercially manufactured concrete mixer running on compressed natural gas (CNG). It meets EPA 2010 heavy-duty engine emission standards for nitrogen oxides (NOx) and particulate matter (PM). McNeilus Truck and



it cuts engine torque and applies all braking systems. Retrofit is readily possible.

- Monitoring and telematics means communicating over the tractor's data bus, such that status messages can be relayed to an on-board computer and fleet managers at home base can correlate stability control and braking events with precise time and location data.

- Improved diagnostics and event recording: The SmartTrac family of ECUs can capture data about braking and

Manufacturing is a subsidiary of Oshkosh.

These CNG mixers, compared to their diesel counterparts, are claimed to offer lower fuel costs and reduced noise pollution while being six times cleaner. They'll be fitted with 8.9L Cummins ISL G engines developed by Cummins Westport of B.C. and will use cooled exhaust gas recirculation (EGR).

McNeilus did the development work on the mixer by way of a grant from the California South Coast Air Quality

Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



Espar Heater Systems
a member of the Eberspächer group of companies



WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of July 7, 2009 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	102.4		86.3
VANCOUVER *	100.4	2.1	66.6
VICTORIA	98.9	1.6	67.6
PRINCE GEORGE	91.2	1.6	63.8
KAMLOOPS	93.9	1.4	66.4
KELOWNA	96.2	0.7	68.6
FORT ST. JOHN	97.4	1.0	69.7
YELLOWKNIFE	99.9		82.0
CALGARY *	84.6		67.5
RED DEER	82.9		66.0
EDMONTON	82.2	0.5	65.3
LETHBRIDGE	83.9		66.9
LLOYDMINSTER	86.4		69.3
REGINA *	89.9	1.3	66.6
SASKATOON	89.4		66.1
PRINCE ALBERT	87.4		64.2
WINNIPEG *	88.7	0.4	69.0
BRANDON	88.9		69.2
TORONTO *	91.6		68.9
OTTAWA	89.8	0.3	67.3
KINGSTON	90.1	-0.4	67.5
PETERBOROUGH	93.9		71.1
WINDSOR	88.6	-0.6	66.1
LONDON	89.7	-0.8	67.2
SUDBURY	91.4	-0.5	68.7
SAULT STE MARIE	90.9		68.3
THUNDER BAY	92.3		69.6
NORTH BAY	91.8	0.3	69.2
TIMMINS	94.5		71.7
HAMILTON	90.5	-0.2	67.9
ST. CATHARINES	89.7		67.1
MONTRÉAL *	100.4	0.5	68.7
QUÉBEC	100.1	0.2	68.5
SHERBROOKE	97.2	-1.8	65.9
GASPÉ	99.4		71.7
CHICOUTIMI	98.1		70.5
RIMOUSKI	99.4	-0.5	69.8
TROIS RIVIÈRES	99.2	-1.2	67.7
DRUMMONDVILLE	95.9		64.8
VAL D'OR	99.4		71.7
SAINT JOHN *	98.0	0.1	65.9
FREDERICTON	97.5	-0.9	65.3
MONCTON	99.3		67.0
BATHURST	101.6		69.0
EDMUNDSTON	99.6		67.3
MIRAMICHI	99.7		67.3
CAMPBELLTON	99.7		67.3
SUSSEX	98.4	0.1	66.2
WOODSTOCK	99.9		67.5
HALIFAX *	95.5		65.1
SYDNEY	99.1		68.3
YARMOUTH	97.5		66.9
TRURO	96.2		65.7
KENTVILLE	96.4		65.9
NEW GLASGOW	98.3		67.6
CHARLOTTETOWN *	96.7	3.6	68.1
ST. JOHN'S *	105.1		72.5
GANDER	101.6		69.4
LABRADOR CITY	112.4	-0.1	79.0
CORNER BROOK	103.8		71.4
CANADA AVERAGE (V)	92.6	0.5	67.9

V-Volume Weighted

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

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

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

www.espar.com





So... what's The Full Story?

The Full Story offers a deeper look at the industry's most important issues such as border-crossing, hours-of-service legislation, the upcoming diesel emission regulations and much more.

To keep on top of these and other issues, you'll want to check out The Full Story next time you visit todaystrucking.com.



THE FULL STORY

www.todaystrucking.com

AL WRIGHT ON BRAKE ESSENTIALS

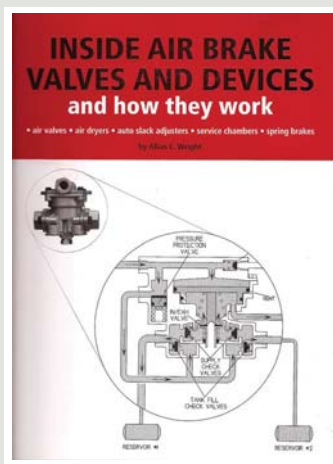
A NEW BOOK FROM B.C. EXPERT AL WRIGHT IS A MUST-READ FOR TECHNICIANS

The recent publication of a third Allan C. Wright book is cause for celebration. This one is called "Inside Air Brake Valves and Devices, and How They Work". With his usual clarity and economy, Al explains key components like air valves, air dryers, auto slack adjusters, service chambers, and spring brakes with the aid of many large, clear diagrams and photos.

It's not a service or repair manual, the foreword says, rather the book simply aims to illustrate the main design features of various valves and other brake components to help technicians with diagnostics and troubleshooting. The book is a packed 117 pages.

Al cares deeply about the way brakes are understood by drivers and technicians, not to mention by the enforcement community. Having started working with brakes way back in 1951, in 1972 he originated a course to train air brake instructors in B.C.—and the basic course is still in use. It's no coincidence that the province was the first jurisdiction in North America to require all new truck drivers to attend a 16-hour air-brake course in order to get a class 1 licence.

Al is also the author of two other definitive books on air brakes, "Air Brakes From the Driver's Seat II" and "The Air Brake Connection" (both published by Wright himself—see below). He's also our resident expert in the Braking Systems Decision Center on todaystrucking.com.



The second one was published in 1991, revised in 1999, a mechanic's manual that's still a standard text used in B.C.'s Commercial Transport Mechanics Apprenticeship Program. It's still in print and available.

'The Air Brake Connection' and the new book are available for order from Presto Print in Richmond, B.C. Call them at 604-278-2428 or send a fax to 604-278-8549. You might also send an e-mail to prestprint@shaw.ca.

He wrote the first of those books in 1985 and it was adopted as a standard text by the Canadian Armed Forces. He revised it in 1999, and it remains our military's brake bible. In 2004 he assigned the book's copyright to the Insurance Corporation of British Columbia, and it's since been incorporated into the ICBC publication "Driving Commercial Vehicles".

Management District, the governing agency on air pollution for the Los Angeles South Coast Air Basin. The company already has experience as the only in-house manufacturer of CNG-powered refuse trucks.

McNeilus first plans to offer both Bridgemaster and Standard mixers on either the Kenworth W900 or T800 chassis. Other chassis manufacturers' CNG platforms are pending.

See www.mcneiluscompanies.com and www.oshkoshcorporation.com

VOCATIONAL BRAKES

HALDEX OFFERS SPRING BRAKES FOR VOCATIONAL APPLICATIONS

Haldex Commercial Vehicle Systems now offers Gold Seal and Life Seal double-diaphragm spring brakes for vocational applications including refuse haulers, cement mixers and dump trucks.

The heavy-duty service housing, dust boot and Neoprene service diaphragm are said to be well proven for tough truck applications. It's made from 8-gauge steel that's 10-percent thicker and stronger

than standard housing, Haldex says. The black powder coating provides corrosion protection. The dust boot prevents the entry of damaging contaminants and also offers protection from water ingress for applications with upward pointing pushrods. The Neoprene service diaphragm offers resistance to chemicals, oil and garbage waste, and it's nylon-fabric-reinforced for durability in harsh conditions.

Haldex offers a four-year/unlimited-mileage warranty on Life Seal and a one-year/100,000-mile warranty on Gold Seal.

See www.haldex.com

COMPACT WORK LAMP

HELLA'S NEW MODULE 70 LED WORK LAMP LINE ALSO INCLUDES HALOGEN AND XENON HID POWERED MODELS

Hella says its new Module 70 LED work lamp is designed specifically for use in tight spaces, and can easily be surface-mounted upright.

It provides uniform close-range illumination at 550 lumen with a minimum power consumption of only 15 watts. The lamp is built with four

high performance, solid state white LEDs, and incorporates Hella's Free-Form reflector technology to deliver precise beam placement and high output.

Hella Module 70 LED lamps are encased in an aluminum diecast housing with a stainless steel bracket. They feature a dust-free and waterproof design and come in 12 and 24V versions, with complete multi-voltage (9–33 V), over-voltage, and reverse battery protection.

The Module 70 is also offered in halogen and Xenon HID versions. The halogen lamp features an easily accessible 55W H3 bulb. The Xenon version delivers 2.5 times more illumination than a halogen yet consumes only 42 watts of power.

See www.hellausa.com ▲



MARKETPLACE

C L A S S I F I E D A D V E R T I S I N G S E C T I O N

TRANSPORTATION REAL ESTATE



MARK CASCAGNETTE

VICE PRESIDENT, INDUSTRIAL

905-501-6426

800-870-5862

mark.cascagnette@ca.cushwake.com



CANADA'S LEADING
TRANSPORTATION & LOGISTICS TEAM

BRAMPTON - WAREHOUSE - SUB-LEASE

■ 122,917 sq.ft. on 6.69 acres, M2 ■ 20 truck level & 2 drive-in doors
■ \$4.25 per sq.ft. net rent + taxes \$1.42 ■ Ideal warehouse/mfg. facility

WELLAND - DISTRIBUTION CENTRE - FOR SALE

■ 27,513 sq.ft. on 11.71 acres ■ 21 truck level doors ■ 24' Clear ■ Recently built
■ Excellent expansion potential ■ Price reduced to \$1,450,000

WHITBY - TRANSPORTATION TERMINAL - FOR LEASE

■ 33,915 sq.ft. on ±12 acres, zoned M1
■ Includes cross-dock, office, garage & yard ■ Options available, space is divisible

BRAMPTON - DISTRIBUTION CENTRE - FOR SUB-LEASE

■ 75,889 sq.ft. ■ 8 truck-level doors ■ 30' Clear ■ EFR Sprinklers - Air Conditioned
■ Asking \$5.50 per sq.ft. net - TMI \$2.28 per sq.ft. (2008)



\$2,800,000

ETOBICOKE - CROSSDOCK - FOR SALE/LEASE

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



\$1,650,000

AYR - CROSSDOCK - FOR SALE

■ 13,400 sq.ft. on 6.55 acres, zoned Z11 ■ 16 doors with levellers
■ Full service repair shop with 2 DI doors (drive-thru) ■ Minutes from Hwy 401

Apply today for all jobs in transportation.
Go where the jobs are.



Dispatcher,
Dock & Warehousing,
Operations Manager,
Fleet Manager,
Traffic Manager,
Truck & Trailer Technician,
Truck Mechanic,
Truck Body Repair Specialist,
Parts Technician,
Claims Specialist,

Administration,
Rate Clerk,
Licence & Permits Specialist,
Sales and Marketing,
Information and Technology,
Safety & Compliance,
Border Service Specialist,
Wheel and Tire technician,
Customer Service,
And more....

TRANSPORTPLANET

Find it all at transportplanet.com

1-800-263-6149

ADVERTISING



Let the **MARKETPLACE**
Move Your Business Forward

To advertise in MARKETPLACE call

Craig Macpherson • 416-614-5804

craig@todaystrucking.com

www.todaystrucking.com

YOU'RE IN A NICHE BUSINESS.
SO ARE WE.



Heavy Duty Truck Repair insurance and so much more.

Hallmark specializes in insurance for your unique marketplace. With a thorough understanding of your industry, we are able to provide a program tailored to your needs which includes a host of value-added services identifying potential risks and outlining a plan to address them.

Comprehensive. Customized. Competitively Priced.



HALLMARK

THE TRANSIT AUTHORITY

www.hallmarkins.com/hdtr

Contact Derek Lachapelle at
dlachapelle@hallmarkins.com or call (416) 490-6013

I'm Currently Looking
to Purchase a
Small Cartage Company
in the
Greater Toronto Area



Please Call: 514-924-0399

COASTAL Blending & Packaging 4

www.irvingoil.com

Cummins Inc 2

www.cummins.com

Cushman & Wakefield LePage 52

1-800-870-5862

Espar 43, 49

www.espar.com

Great Dane Trailers 55

www.greatdanetrailers.com

Hallmark Group 52

www.hallmarkins.com/transit

Howes Lubricator 39

www.howeslube.com

Innovative Chassis Design 38

877-448-3462

International Truck & Engine 18

www.internationaltrucks.com

J.J. Keller 15

www.jjkeller.com

J.D Factors 16

www.jdfactors.com

Lucas Oil 46

www.lucasoil.ca

Megaliner 52

www.titangroup.ca

Ontario Trucking Association 28

www.ontruck.org/longdistance

Peterbilt back cover

www.peterbilt.com

Shell 12

www.shell.ca/rotella

Simard Suspensions 17

www.simardsuspensions.com

Sirius 6

Today's Trucking

website 24, 42, 50

www.todaystrucking.com

Transcore 47

www.3sixty.ca

Truck & Trailer 22

www.truckandtrailer.ca

Western Star 10, 11

www.westernstartrucks.com

Let Our Work Be Your Best Promotional Tool!

Order reprints from
Today's Trucking.

Call Lilianna Kantor
416/614-5815

COMPANIES IN THE NEWS

A

Active Transport27

Agrifoods International Co-op16

ArvinMeritor42

B

Bendix Spicer47

Bonduelle Amerique du Nord16

C

Challenger Motor Freight31

Complete Innovations20

Continental Tire45

D

Daimler Trucks NA36

Descartes47

E

Erb Group54

F

Ford17

Formula Blue51

Fort Garry Industries29

Freightliner17, 38

G

12 GA. Customs31

General Motors17

Global Driver Services16

Gowling Lafleur Henderson9

Grant Haulage27

Grote45

H

Haldex51

Hella51

Hendrickson36

Hino17, 46

Home Hardware16

Horton46

Huron Services Group16

I

Innovative Chassis Design32

Innovative Trailer Design32

International17

ISE Corporation40

K

Kenworth17, 44

Kleen Transport30

L

L.E. Walker31

Labatt's30

Load Solutions Inc.14

Loadsurfer14

Luberfiner46

M

Mack17, 41

MackKinnon Transport31

Maxon Lift46

McNeilus49

MD Alignment39

Meritor Wabco47

Molson Canada14

P

Peel Truck & Trailer32

Penner International16

Peregrine Financial20

Peterbilt17

Presto Print51

Pro Trucking Systems16

R

4Refuel20

Rotary Lift45

S

SAF Holland38

Saputo Dairy16

Sterling17

T

Tata Daewoo11

Tata Daewoo11

The Fuel Lock20

Tona Transport16

Toyo47

TransCore Link Logistics14

Transport and Service31

TruckProtect20

V

Volvo17, 27, 41

W

Western Star17

Z

ZF Friedrichshafen40



By Peter Carter

Life in the Food Chain

Sure the competition's tougher these days, but doesn't that sweeten the taste of victory?

On Sunday, June 21, the *Toronto Star* ran a delightful story called "From West to Feast" by a reporter named Catherine Porter in which she described in tasty detail how those humungous Crayola-red strawberries get grown, picked and then trucked from the fruit orchards of California to the kitchens of downtown Toronto.

Just to give you a taste—get it?—of her story, here're the last three paragraphs.

"The California strawberries look glamorous too. Which is astounding, given what they've just been through.

"Think: Since they were picked two days ago, those berries have been helped to Toronto by more than 15 hands. They've crossed eight state lines and one federal border, riding in a dozen vehicles, including two trucks, a car, a pickup and eight forklifts. They've seen fog, rain and now, bright sun."

Finally, she points out that your average city dweller can have California berries on the table, "all for the price of a ride on the subway."

The next few days, several angry letters appeared in the paper. The readers didn't like many things about the piece, and a few mentioned that even though they're bigger and firmer and available year-round, California berries don't taste as good as the locally grown jobbies.

Them's tastin' words, I thought. So I set up the ultimate strawberry smackdown right in my kitchen.

It was two batches of locally produced berries vs. two from California.

Before I share the results of this highly unscientific taste test, I have to confess that I was really cheering for the Canadian berries. As my wife Helena, who is not what you would call a huge sports fan, once said, "Pete, you're always rooting for the underpuppies."

I also believe there's something in each of us that wants to believe that local everything is better. "You blossom where you're planted," a friend once told me.

Another put it this way. For every town on the planet, there's a village on the other side of the mountain where the houses are more run-down, cars are rustier, the women are looser and the men drink way too much.

But once again, real-world events conspired to shatter Peter's fanciful rose-colored-lens view of how things ought to be.

The fat California berries were bigger, more consistently firm, easier to pluck the green leaves out of, and just as tasty as the local ones. Berry for berry, they were quite a bit sweeter.

It was like comparing Peaches&Cream corn to that other kind we used to eat, back when Peaches&Cream was still a rare treat and not the market dominator that it is today.

Is it just me, or does the world seem to be increasingly unforgiving?

Rate cutting has reached the pandemic stage. Business after business is moving off shore (Except trucking, that is. No way can a van in India cart strawberries from Big Sur to Hogtown.) And big food conglomerates are eclipsing the little guys.

In early June, I had the good fortune to share a lunchtime hot



SCHMECKDOWN TIME:
Ontario went berry to berry against California.



dog with Vern Erb, founder of the Erb Group. It was at a picnic celebrating that fleet's 50th anniversary, and he was not only very generous with the food and drinks, he also doled out stories about life before deregulation, back when Erb had exclusive rights to provider reefer service throughout Northern Ontario.

Now Erb, like everybody else who was once cosseted by provincial regulations, must compete for every contract they get. Erb's only protection is their combination of excellent service and competitive pricing.

Shortly after that Erb picnic, I attended a conference on international manufacturing in Detroit. It featured dozens of of highfalutin' speakers like the CEOs of UPS, FoMoCo and ArvinMeritor, and every last one of them agreed that protectionism is outdated and only with global competition will the cream really rise.

Nothing goes with cream better than strawberries. Never mind where they were planted. ▲

shield your green FROM GETTING BLACK AND BLUE



*A key component of Great Dane's
Total Protection Package*

Protect your investment from corrosion with Great Dane's exclusive **CorroGuard** with Technology by GatorHyde. This extremely durable undercoating creates an impact-resistant barrier that helps melt away the snowball effect of equipment deterioration and increased maintenance costs caused by untreated chips to paint on a trailer's undercarriage. By withstanding even today's more powerful de-icing chemicals, road debris, climate fluctuations, and ice and snow, **CorroGuard** equals the most comprehensive corrosion fighting solution available.



Great Dane

For more about how to *shield your green*, visit www.greatdanetrailers.com/corroguard

NOVA ENTERPRISES LTD.
Truro, NS
(902) 895-6381

LIONS GATE GREAT DANE
Coquitlam, BC
(604) 552-0155

PIERQUIP, INC.
Mirabel, PQ
(450) 438-6400
St. Nicolas, PQ
(418) 836-6022

MAXIM TRAILERS
Calgary, AB
(403) 571-1275
Edmonton, AB
(780) 448-3830
Brandon, MB
(204) 725-4580
Winnipeg, MB
(204) 790-6500
Regina, SK
(306) 721-9700
Saskatoon, SK
(306) 657-5600
South Prince Albert, SK
(306) 922-1900

GLASVAN GREAT DANE
Alliston, ON
(905) 625-8441
Mississauga, ON
(905) 625-8441
Putnam, ON
(905) 625-8448
Whitby, ON
(905) 625-8441

TWO POWERFUL EXPRESSIONS
OF FUEL EFFICIENCY.



PETERBILT MODELS 386 AND 387



PACCAR
FINANCIAL

PACLEASE AND PACCAR FINANCIAL
PLANS TAILORED TO YOUR NEEDS.

FOR MORE INFORMATION, CALL 1-800-552-0024. BUCKLE-UP FOR SAFETY. 



A PACCAR COMPANY