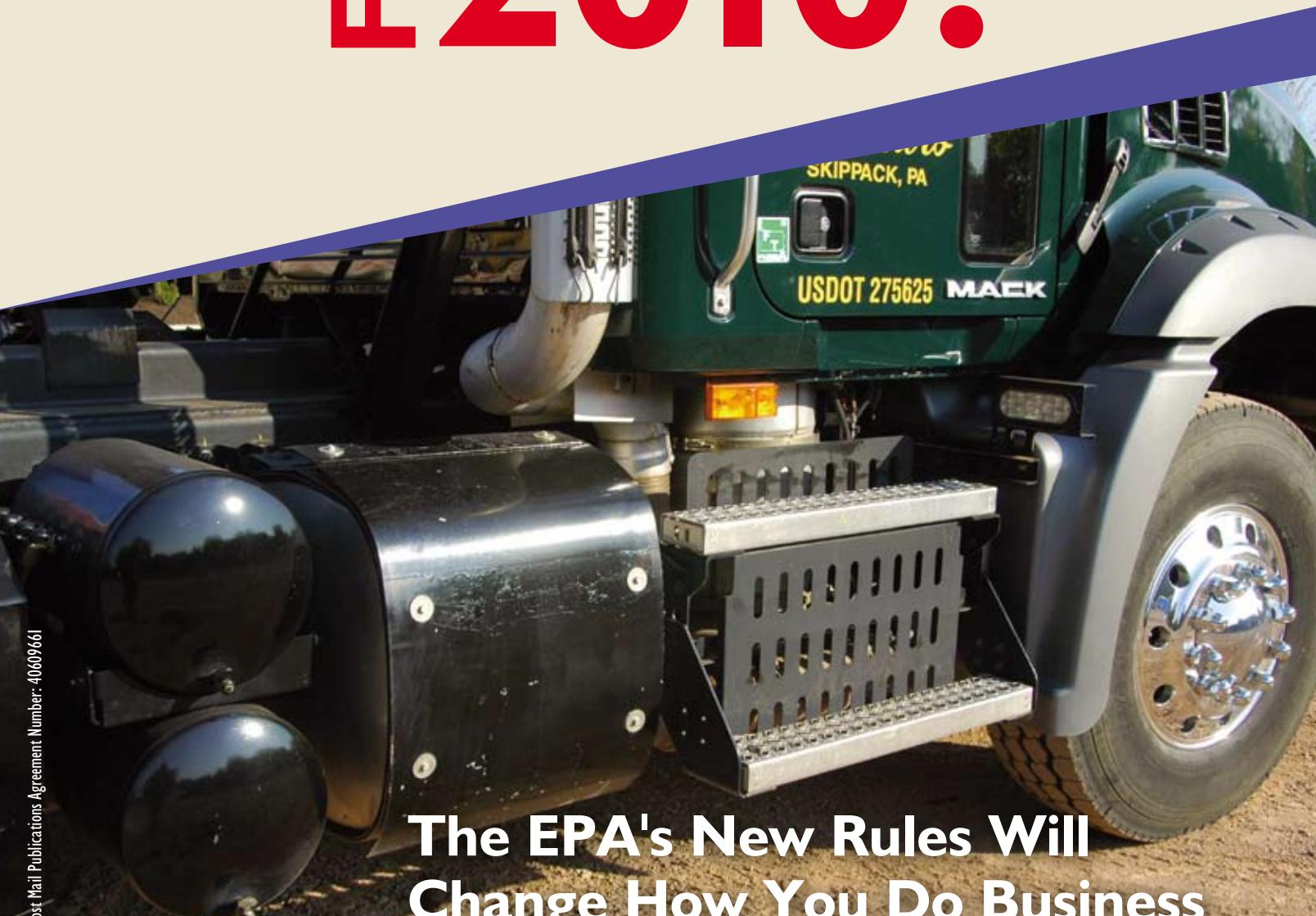


Fall 2009

# CTEA Today

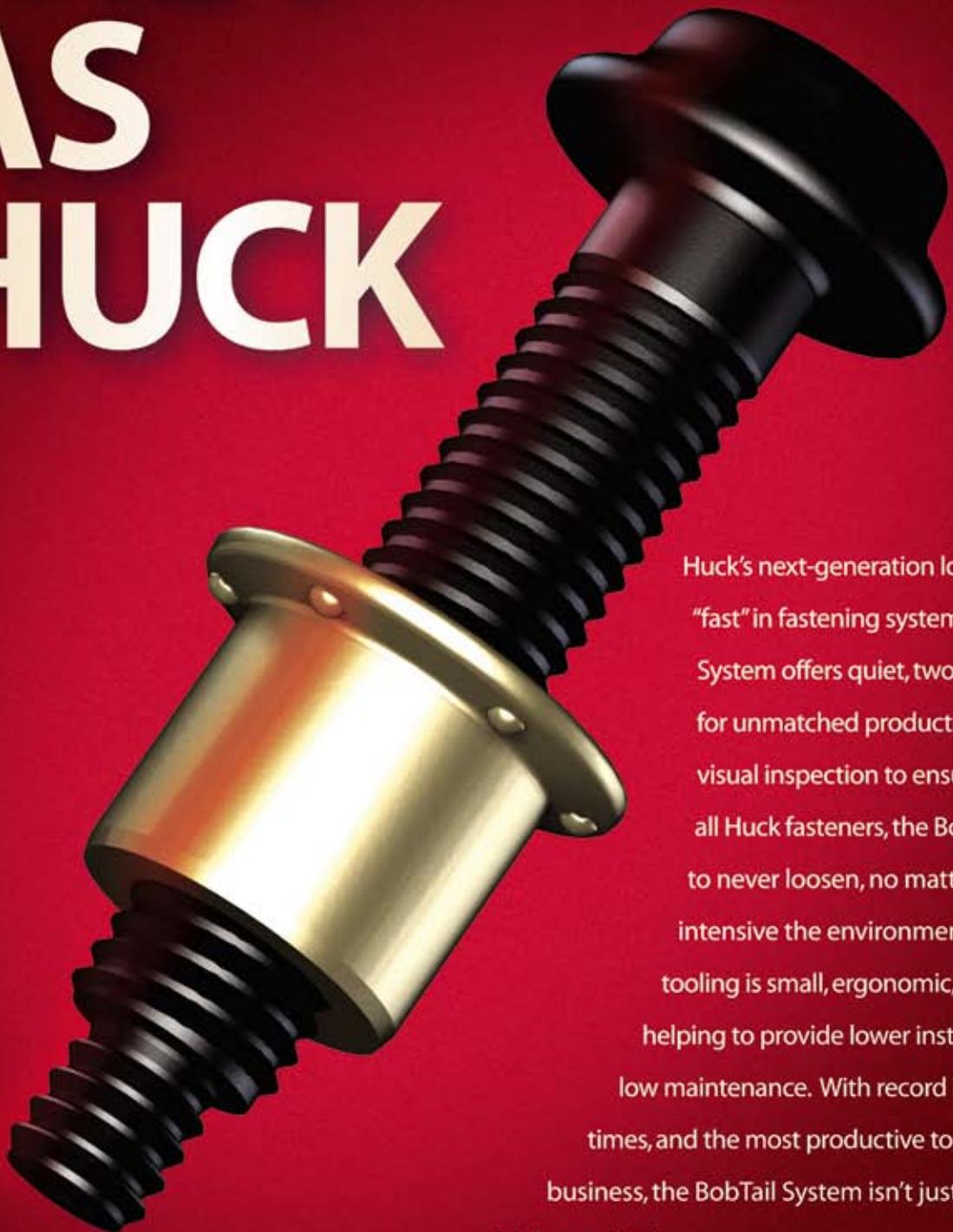
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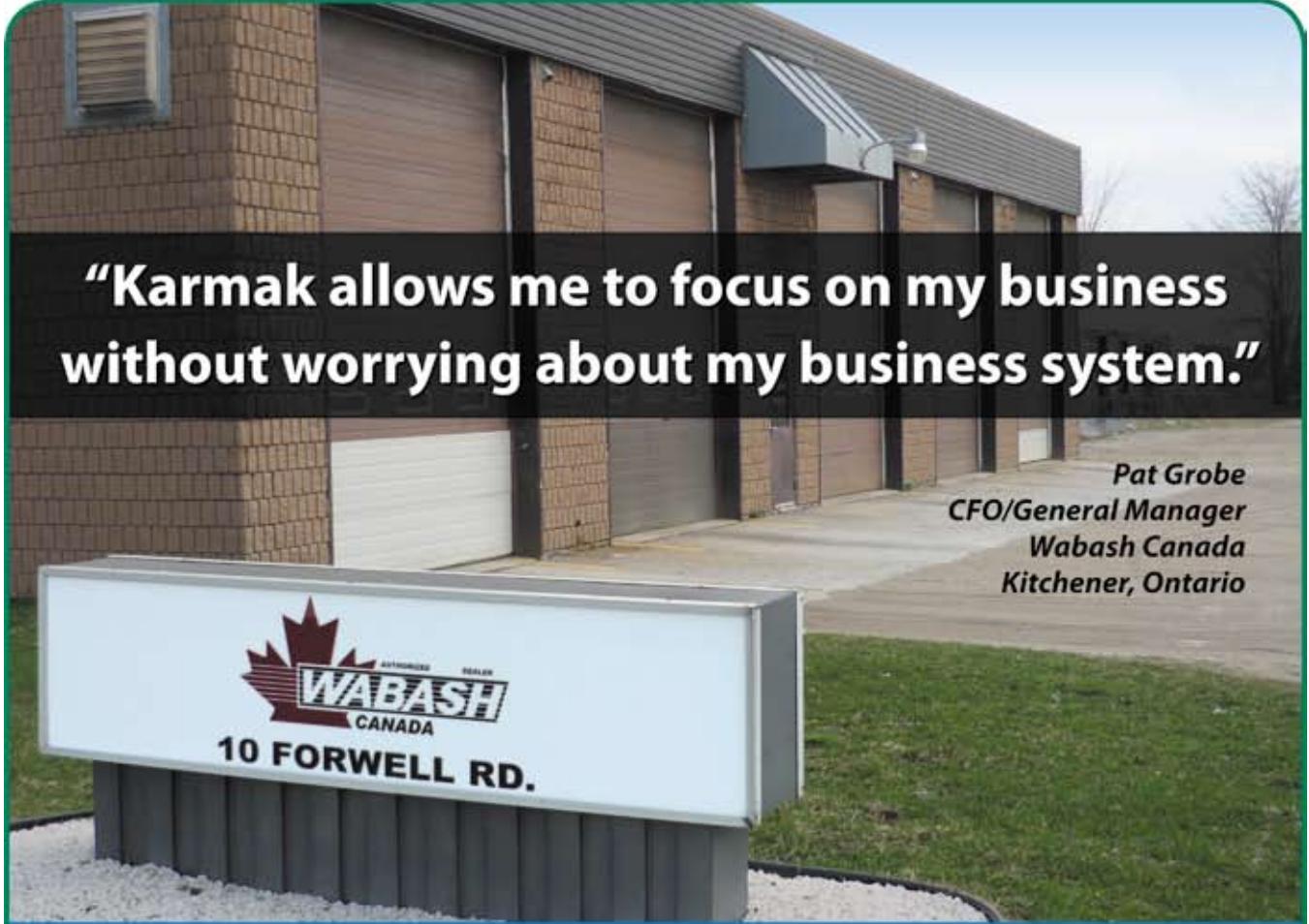
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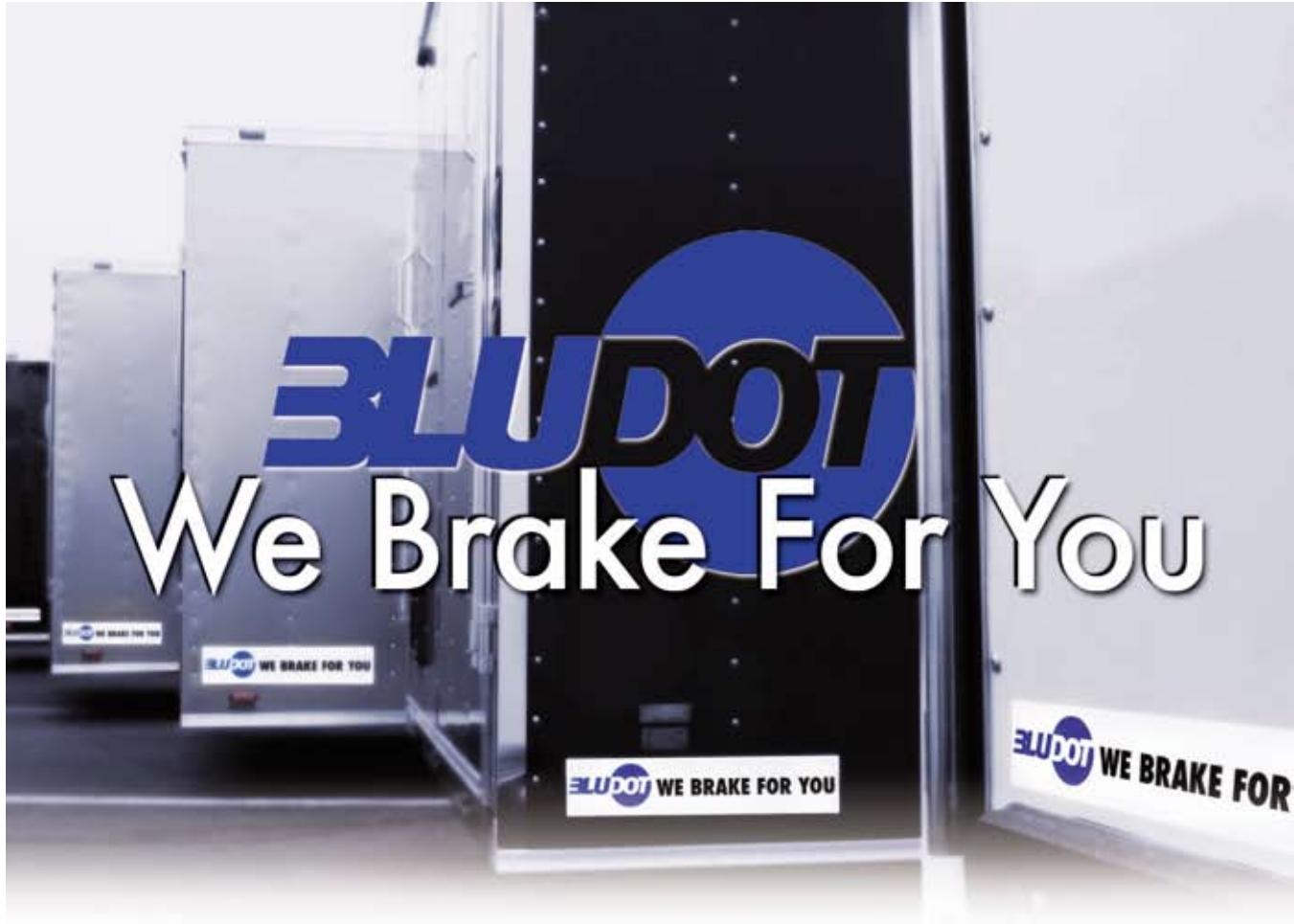
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**On the cover:** Mack's EPA 2010 setup includes a DPF mounted under the cab, and an SCR catalyst mounted directly aft of the DPF. This is a pre-production prototype, but Mack says the look hasn't changed.  
Photo courtesy of Jim Park.

## ON THE COVER:

### 21 Square Peg, Round Hole, Etc.

In 2010, the exhaust coming out of a muffler will be virtually as clean or cleaner than the air people breathe in Southwestern Ontario. The problem is that some of the new technologies take up real estate along the chassis frame, getting in the way of what up-fitters have typically mounted. In this article author Jim Park will discuss how the U.S. EPA's 2010 emissions reduction mandates have forced changes to the basic chassis configuration of every truck on the road.

### 24 La quadrature du cercle

En 2010, les gaz d'échappement à la sortie du silencieux seront quasiment aussi purs sinon même plus purs que l'air que les gens respirent dans le sud de l'Ontario. Le problème est que certaines nouvelles technologies prennent de la place le long du cadre du châssis, faisant obstacle à certains éléments qui sont traditionnellement installés au même endroit. Dans cet article, Jim Park explique que les mandats de réduction des émissions en 2010 décrétés par l'EPA aux Etats-Unis ont forcé de changer la configuration de base des châssis de tous les camions qui circulent sur les routes.

## FEATURES:

### 30 How to Survive a Transport Canada Road Safety Audit

### 32 A "Primer" For Manufacturers: How to Mitigate Liability in the Context of Product Recalls

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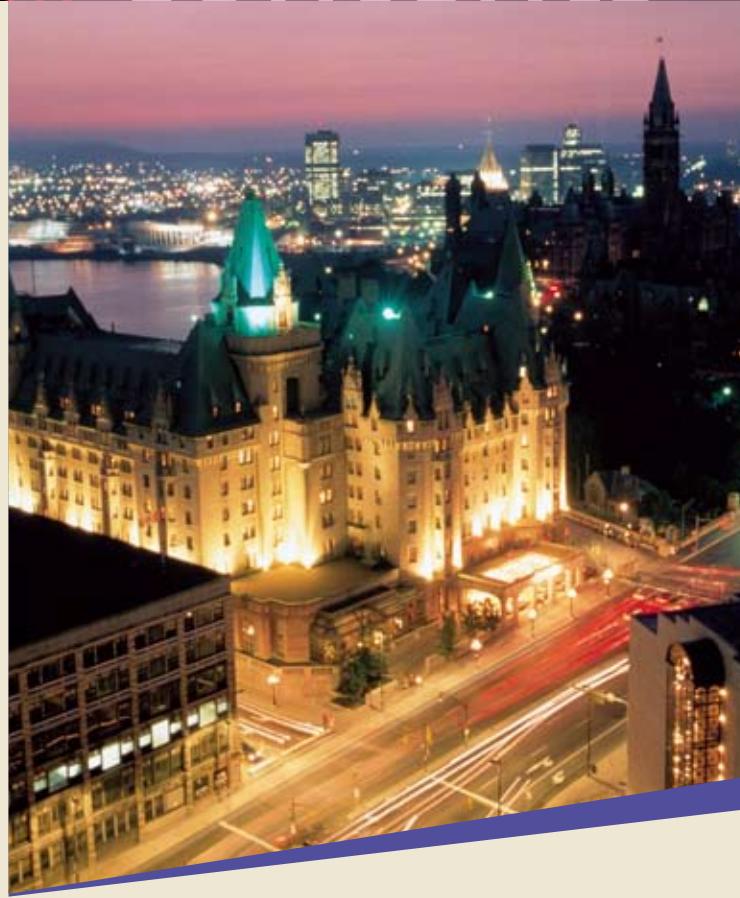
## MESSAGES:

- 11 A Message from the  
CTEA President, Butch  
Medemblik | *Message du  
Président l'AETC  
Butch Medemblik*

- 14 A Message from the  
CTEA Executive  
Director, Don Moore  
| *Message du Directeur  
exécutif l'AETC Don  
Moore*

## SPECIAL SECTION:

- 18 CTEA's 46th  
Manufacturer's  
Conference - Preliminary  
Program



## DEPARTMENTS:

- 35 Regulatory Report | *Rapport sur la  
réglementation*

- 42 Member Profile  
Phil Larochelle Équipement Inc.

- 44 Tools of the Trade

- 46 News and Views

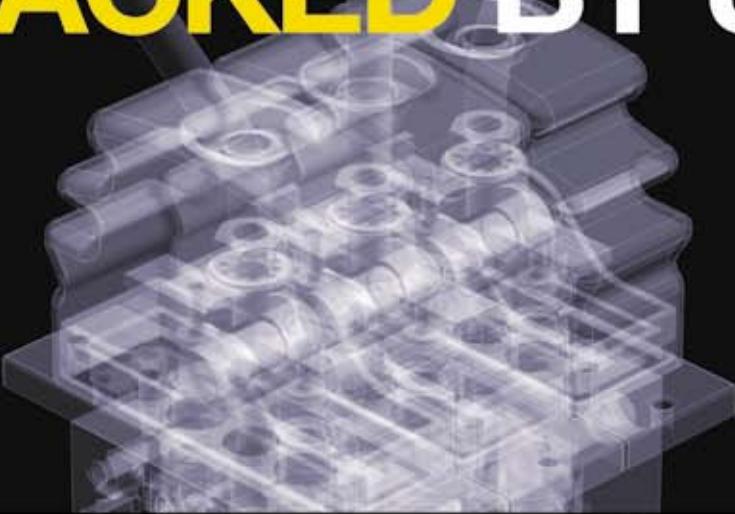
## ABOUT CTEA:

- 48 The Benefits of a CTEA Membership

- 51 CTEA Membership Application

- 52 Buyer's Guide

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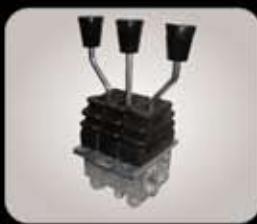
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## For the Good of the Industry

**WELCOME TO THE** third edition of CTEA Today. Our magazine, actually *your* magazine, gives this industry a solid look at the issues of the day. Once again, this issue has achieved this desired effect. In it you will find a look at audits, legal liabilities and recalls, regulatory issues, a member profile, the latest products on the market, and member's news and views.

This last item is what you are going to get from me this time—my view. The view I want to discuss is my view on collaborative testing and how it is, “for the good of the industry”. Since the early 1990s, a large part of the Association’s resources have been dedicated to collaborative testing. This group testing has defined who we are to ourselves, to our government partners and to our business partners to the south.

Wikipedia defines collaborate as either:

1. To work together, especially in a joint intellectual effort, or;
2. To cooperate reasonably, as with an enemy occupation force in one's country.

While some may feel that at times a company could be inviting an enemy (i.e. the competition) into dangerous territory when sharing information, I firmly believe that we can follow the first point above when collaboration is managed properly. We can work together in a joint intellectual effort for the good of the industry when we work under the direction of the CTEA.

In fact, the way I see it, had we not been able to pull together under the group testing umbrella, many of our member companies would not legitimately be in business today or, at the very least, they would not be doing business to the extent that they are. One only has to think of all the testing that has been done and the resulting certification that has been achieved as proof of this. Together we have achieved a fantastic generic trailer air brake program, an engineered trailer rear impact guard program, the load securement program, and the dynamic truck testing program, along with the resulting validation of intermediate and final stage GVWR changes.

The Association’s databases are bursting with valuable resources for all our members. None of it is competitively



Butch Medemblik  
President, CTEA

## Pour le bien de l’industrie

**Bienvenue à la** troisième édition de AETC Aujourd’hui. Notre magazine, qui est en fait *votre* magazine, donne aux acteurs de l’industrie une information solide sur les grandes questions du jour. Une fois de plus, le présent numéro remplit ce rôle. Vous y trouverez des articles sur les vérifications,

les responsabilités juridiques et les rappels, la réglementation, le profil d’un membre, les derniers produits sur le marché, et les nouvelles et les points de vue des membres.

C’est justement ce dernier point que vous obtiendrez de ma part : mon point de vue. Je veux en effet vous faire part de mon point de vue sur les essais menés en collaboration, dont j’affirme qu’ils sont « bons pour l’industrie ». Depuis le début des années 1990, une grande partie des ressources de l’Association a été consacrée aux essais en collaboration. Cet exercice d’essais de groupe a défini ce que nous sommes à nos propres yeux, pour nos partenaires du gouvernement et nos partenaires d’affaires au sud de la frontière.

On peut définir la collaboration de deux manières :

1. Travailler ensemble, en particulier dans le cadre d’un effort intellectuel conjoint;
2. Coopérer de manière raisonnable, par exemple avec l’armée ennemie qui occupe un pays.

Certains ont peut-être l’impression qu’une compagnie pourrait justement inviter l’ennemi (c.-à-d. un concurrent) à occuper son territoire en partageant de l’information, mais je suis fermement convaincu que nous respectons la première définition ci-dessus quand la collaboration est bien gérée. Nous pouvons travailler ensemble dans le cadre d’un effort intellectuel conjoint pour le bien de l’industrie quand nous travaillons sous l’égide de l’AECT.

En fait, de la manière dont je vois les choses, si nous n’avions pas réussi à conjuguer nos efforts dans le dossier des essais en groupe, beaucoup de compagnies membres de notre association ne seraient plus en affaires aujourd’hui, ou tout au moins, leurs affaires ne seraient pas aussi prospères qu’elles le sont. Il suffit pour s’en convaincre de jeter un coup d’œil à l’ensemble des essais qui ont été menés et des homologations qui en sont résultées. Ensemble, nous avons mené à bien un remarquable programme d’essai de freins à air comprimée pour les remorques, un programme

*Continued on page 12*

*Suite à la page 12*

# CTEA staff do a great job ensuring that each member company's data is well protected and that members do not cross the line.

*Continued from page 11*

confidential and all of it is necessary for our member companies to address their legal responsibilities under the Canada Motor Vehicle Safety Standards.

Does this mean that we do not ever run the risk of sharing too much information? I know for me, that thought has crossed my mind over the years more than once. However, it has been proven to most of us that with due diligence and awareness, each company can participate in the process without letting out trade secrets and giving confidential information away. Further to this, the CTEA staff do a great job ensuring that each member company's data is well protected and that members do not cross the line.

One way this is done, is that at the beginning of every committee meeting Don Moore is very particular that the following anti-trust statement is read:

*"This meeting involves members of the Canadian Transportation Equipment Association. Nothing shall be discussed or agreed upon, either at this meeting nor before or after it, which would in any way interfere with or affect free competition in the marketplace. To that end, there will be no discussion of prices, market areas or segmentation, boycotts or any other matter, which might constitute an illegal or monopolistic act or restraint of trade."*

The minute our staff senses that we are getting close to that line, we are promptly redirected to the need

to work together in a joint intellectual effort without trying to share or obtain that confidential or competitive information.

There is a challenge though with collaborative testing. Having ownership of a test report does not automatically enable a company to produce certain vehicles. There is much more to it than that. Applying the report to your business is where the individual company's work starts. It begins with having all the necessary technical resources to do the job and complete the high degree of engineering required to implement that testing into a unit's design. Just because I have bought and paid for a report does not give me the right to blindly use it. It must be implemented into our designs based on our own Engineering analysis and calculations.

Ultimately, each company is responsible for the compliance of the vehicles that they produce. Then, and only then, can we legitimately make use of the information provided by the Association's programs. In future editions of CTEA Today we hope to deal with this matter further.

In being part of the CTEA in 2009 you are one of those who need to "capitalize on change" in order to position yourself for the future. For that reason we hope to see you in Ottawa from October 28 to 30. We hope to have a strong representation from our members on Parliament Hill! ●

*Suite de la page 11*

d'essai d'un dispositif de protection contre l'impact arrière des remorques, le programme d'arrimage des cargaisons, et le programme d'essai dynamique des camions, de même que la validation des changements des PNBV aux étapes intermédiaires et finales.

Les bases de données de l'Association sont pleines à craquer de ressources précieuses pour tous nos membres. Rien de tout cela n'est confidentiel pour la compétition et toutes ces données sont nécessaires pour que nos compagnies membres puissent assumer leurs responsabilités imposées par la loi au titre des Normes de sécurité des véhicules automobiles du Canada.

Cela veut-il dire que nous ne courrons jamais le risque de partager trop d'informations? Je sais que, pour ma part, cette idée m'a effleuré plus d'une fois au fil des années. Cependant, il a été prouvé pour la plupart d'entre nous que toutes les compagnies, pourvu qu'elles fassent diligence et qu'elles soient attentives aux problèmes éventuels, peuvent participer au processus sans divulguer de secret commercial et sans donner des renseignements confidentiels aux concurrents. De plus, le personnel de l'AECT fait de l'excellent travail en s'assurant que les données de chaque compagnie soient bien protégées et que les membres ne franchissent pas la ligne de démarcation.

Pour s'en assurer, au début de chaque réunion de comité, Don Moore prend bien soin de lire la déclaration suivante :

*"Les participants à la présente réunion sont membres de l'Association d'équipement de transport du Canada. Rien ne sera discuté ou convenu, que ce soit durant, avant ou après cette réunion, qui pourrait d'une manière ou d'une autre nuire à la libre concurrence sur le marché. Dans ce but, il n'y aura aucune discussion portant sur les prix, les secteurs ou la segmentation des marchés, les boycotts ou toute autre question qui pourrait constituer une restriction illégale du commerce ou une action monopolistique."*

# Le personnel de l'AECT fait de l'excellent travail en s'assurant que les données de chaque compagnie soient bien protégées et que les membres ne franchissent pas la ligne de démarcation.

Dès l'instant où notre personnel a le sentiment que nous nous rapprochons de cette ligne de démarcation, on nous rappelle rapidement la nécessité de travailler ensemble dans le cadre d'un effort intellectuel conjoint sans essayer de partager ou d'obtenir de tels renseignements confidentiels ou affectant la concurrence.

Les essais en collaboration présentent toutefois une difficulté. Le fait d'être propriétaire d'un rapport d'essai ne donne pas automatiquement à

une compagnie la capacité de produire certains véhicules. C'est beaucoup plus compliqué que cela. Il faut appliquer le rapport au cadre d'activité de la compagnie et c'est là que commence le travail à l'intérieur de chacune des compagnies. Il faut pour commencer posséder toutes les ressources techniques nécessaires pour faire le travail et compléter l'ingénierie complexe nécessaire pour intégrer les résultats de ces essais dans la conception d'une unité. Le simple fait d'avoir acheté

et payé un rapport ne me donne pas le droit de l'utiliser à l'aveuglette. Il faut en appliquer les résultats dans le cadre de nos propres designs fondés sur nos propres travaux d'analyse et de calcul d'ingénierie.

En fin de compte, chaque compagnie est responsable de la conformité des véhicules qu'elle produit. C'est à ce moment-là et à ce moment-là seulement que nous pouvons en toute légitimité utiliser l'information fournie par les programmes de l'Association. Dans les futurs numéros de *AETC aujourd'hui*, nous espérons traiter de cette question de manière plus approfondie.

En étant membre de l'AECT en 2009, vous faites partie de ceux qui doivent « capitaliser sur le changement » pour vous positionner pour l'avenir. Pour cette raison, nous espérons vous voir à Ottawa du 28 au 30 octobre. Nous espérons que nous pourrons compter sur une solide représentation de nos membres sur la Colline du Parlement! ●

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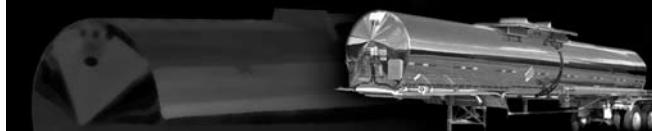
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### THE CANADIAN TRANSPORTATION

Equipment Association's (CTEA) Annual Manufacturers Conference and Trade Fair has, for over 44 years now, been an important event in the Association calendar. It provides an important forum for members to network and learn. It has also provided a time for the important Annual General Meeting, which, although it does not take up a large time slot, does serve an extremely important purpose, as this is when those legally required pieces of business, like Board elections, confirmation of auditor, etc., get done. I know that to many, the AGM is pretty dry, but none the less, the continued existence of the CTEA is dependent on it.

The CTEA staff and Board of Directors always try to keep the program pertinent and fresh. This isn't easy as there are always conflicting desires, with limited time and budget. We strive to have solid technical content that is useful to those coordinating activities on the shop floor, as well as good business content that can assist managers and owners in running their operations and planning their next move.

Every second year we coordinate our program with the local trade college wherever we happen to be. This allows for hands-on instruction relating to technical content, such as welding techniques, choosing materials and making sure the end product is roadworthy. It is also hoped that this provides an opportunity with delegates to network with potential future employees from the student body.

We also want to make sure that there is ample opportunity to network with suppliers, associates and old friends during the trade fair and social functions. Having a large reception to start off the conference, in the trade fair and prior to the banquet, are important elements of this. Over the past few years a number of members have related how these sessions generated answers to questions or problems, ideas for new business activities and relationships that have opened up new opportunities. These may be considered "intangible" benefits, but they can potentially generate very "tangible" dollars for the bottom line.

*Continued on page 15*



Don Moore  
Executive Director,  
CTEA

## Pourquoi assister à la Conférence annuelle des fabricants de l'AETC?

**LA CONFÉRENCE ANNUELLE** et foire commerciale des fabricants de l'Association d'équipement de transport du Canada est depuis plus de 44 ans un événement important dans le calendrier de l'Association. Cet événement offre aux membres une tribune importante permettant de faire du réseautage et de s'informer. En même temps, cela donne l'occasion de tenir l'assemblée générale annuelle,

laquelle ne prend pas énormément de temps, mais n'en est pas moins extrêmement importante, car c'est à cette occasion qu'on peut expédier les affaires légalement nécessaires, comme l'élection des membres du conseil, la confirmation du vérificateur, etc. Je sais que beaucoup trouvent que l'AGA est plutôt ennuyeuse, mais néanmoins, l'existence même de l'Association en dépend.

Le personnel et le conseil d'administration de l'AETC s'efforcent toujours de mettre au point un programme pertinent et intéressant. Ce n'est pas facile car il y a toujours des souhaits contradictoires, et le temps et le budget sont limités. Nous faisons des efforts pour mettre au point un contenu technique solide qui est utile pour ceux qui coordonnent les activités de fabrication des entreprises, ainsi qu'un contenu d'affaires intéressant susceptible d'aider les gestionnaires et les propriétaires à diriger leur entreprise et à planifier leurs décisions.

Tous les deux ans, nous coordonnons notre programme avec le collège d'enseignement professionnel de la ville où l'assemblée a lieu. Cela nous permet d'offrir une démonstration personnalisée du contenu technique, par exemple des techniques de soudage, le choix des matériaux et s'assurer que le produit fini est prêt à prendre la route. On espère également que cela donne aux délégués l'occasion de nouer des contacts avec des étudiants qui pourraient éventuellement devenir des employés.

Nous voulons aussi nous assurer qu'il y ait amplement l'occasion de faire du réseautage avec des fournisseurs, des associés et de vieux amis durant la foire commerciale et les activités sociales. C'est pourquoi il y a toujours une grande réception au début de la conférence, lors de la foire commerciale et avant le banquet. Ces dernières années, un certain nombre de membres de l'Association nous ont dit que ces sessions leur

*Suite à la page 16*

We strive to have solid technical content that is useful to those coordinating activities on the shop floor, as well as good business content that can assist managers and owners in running their operations and planning their next move.

*Continued from page 14*

On October 26, 27 and 28, 2009, the conference will be in Ottawa. First off, the location is always worth seeing, regardless of the time of year. Trust me, I have been there pretty much yearly over the past 20 years of

my career. The parliament buildings, Rideau canal, numerous museums, Sparks Street, 24 Sussex Drive and the Governor General's residence are all short distances from where we'll be, at the Chateau Laurier hotel (which is, in itself, something to see).

But don't get the idea we're going to just let you sightsee all day. No way. We will again have a full program. This year we will be at Algonquin College, so we will have a number of good hands-on type instructional technical sessions on the Tuesday. Wednesday will include more technical, as well as business and general interest sessions. We will be putting on multiple streams of sessions throughout, to ensure that we capture as many people's interests as possible. You may actually have to make some hard choices.

For more details please take a look at the program in this issue of CTEA Today and on our website at [www.ctea.ca](http://www.ctea.ca). You should also have received details on registration and the hotel in earlier emails, but if you need anything, please don't hesitate to call the offices at (519) 631-0414.

See you in Ottawa! ●

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Nous faisons des efforts pour mettre au point un contenu technique solide qui est utile pour ceux qui coordonnent les activités de fabrication des entreprises, ainsi qu'un contenu d'affaires intéressant susceptible d'aider les gestionnaires et les propriétaires à diriger leur entreprise et à planifier leurs décisions.

*Suite de la page 14*

avaient permis de trouver des réponses à des questions ou des solutions à des problèmes, des idées de nouvelles activités d'affaires et des relations qui ont pu ouvrir de nouvelles possibilités. Cela peut être considéré comme des avantages « intangibles », mais qui peuvent potentiellement se traduire par des dollars tout à fait « tangibles ».

Les 26, 27 et 28 octobre 2009, la conférence aura lieu à Ottawa. Disons tout d'abord que cette ville vaut toujours

la peine d'être vue, peu importe à quelle période de l'année. Croyez-moi, j'y suis allé presqu'à chaque année au cours des 20 dernières années de ma carrière. Les édifices du Parlement, le canal Rideau, de nombreux musées, le mail de la rue Sparks, le 24 Sussex et la résidence du gouverneur général se trouvent tous à proximité de l'endroit où nous serons, l'hôtel Château Laurier (qui vaut lui-même le détour).

Mais n'allez pas vous imaginer que nous allons vous laisser faire du

tourisme toute la journée. Pas question. Nous aurons encore une fois un programme chargé. Cette année, nous irons au Collège Algonquin et nous aurons donc le mardi un certain nombre de sessions techniques comportant des démonstrations pratiques. Le mercredi, il y aura encore des ateliers techniques, ainsi que des sessions sur les affaires et des questions d'intérêt général. Tout au long de la conférence, nous aurons de multiples catégories de sessions afin de nous assurer de capter l'intérêt du plus grand nombre de personnes possible. En fait, il vous faudra peut-être faire des choix difficiles.

Pour de plus amples détails, veuillez jeter un coup d'œil au programme dans le présent numéro de *AETC aujourd'hui* et sur notre site Web à l'adresse [www.ctea.ca](http://www.ctea.ca). Vous devriez aussi avoir reçu des détails sur l'inscription et l'hôtel dans des courriels précédents, mais si vous avez besoin de quoi que ce soit, n'hésitez pas à téléphoner à nos bureau au 519-631-0414.

Au plaisir de vous voir à Ottawa! ●

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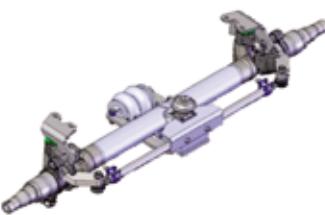
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# CTEA's 46th Manufacturer's Conference

## Fairmont Château Laurier, Ottawa, ON

"Capitalize on Change / Tirez profit des changements"

Preliminary Program - Information subject to change

### MONDAY, OCTOBER 26, 2009

<b>Board of Directors Meeting:</b>	<i>Room: Palladian</i>	1:00PM – 4:00PM
<b>Registration:</b>	<i>Room: Lobby</i>	2:00PM – 6:00PM
<b>CTEA's Town Hall:</b>	<i>Room: Canadian</i>	
<b>Confirmed Speakers:</b>	Dick Radlinski, Link Engineering; Wayne Duff, Transport Canada; Ron Madill, Province of Ontario; more TBA	4:15PM – 5:45PM
<b>Sponsors Welcome Reception:</b>	<i>Room: Laurier</i>	6:00PM – 8:00PM



### TUESDAY, OCTOBER 27, 2009

<b>Registration:</b>	<i>Room: Laurier Foyer</i>	7:00 AM – 6:00PM
<b>President's Breakfast:</b>	<i>Room: Laurier</i>	7:30AM – 8:40AM
<b>Welcome:</b>	Butch Medemblik, CTEA President & City of Ottawa Mayor, Larry O'Brien	
<b>Annual General Meeting:</b>	<i>Room: Laurier</i>	8:45AM – 9:30AM
<b>Demo Day at Algonquin College:</b>		11:00AM – 3:30PM

Demonstration	Presenters
<b>Welding Theory</b>	Mark Stone & Bob Partridge, Canadian Welding Bureau (CWB)
<b>Voltage/Amp Draw on Trailers</b>	Bob Blair & Vic Wentjes, Lite-Check, LLC
<b>Cylinder Repair</b>	Jean-Francois Gauthier, Industries Mailhot Inc.
<b>PTO Installation</b>	Leon Lukasik, Drive Products & Fred Feick, Muncie Power
<b>Axle Dimensions/Bearing Loading</b>	Rudy Wosing & Jules Guillemette, IMT Corporation
<b>Measuring Session</b>	Don Moore & Eddy Tschirhart, CTEA
<b>2010 Chassis Updates</b>	OEM Chassis Manufacturer representatives
<b>Chassis Frames</b>	Dick Toner, Toner Associates
<b>Fastening Systems</b>	Jim Wagner, ACE Rivets

<b>Technical Fair &amp; Information Exchange</b>	5:30PM – 7:30PM
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**WEDNESDAY, OCTOBER 28, 2009**

TRAILER MANUFACTURERS	8:00AM – 10:00 AM	TRUCK UP-FITTERS	8:00AM – 10:00 AM
<p><b>Workshop “A”</b>  <b>Trailers of the Future</b>  Our panel will discuss what has been successful to date, and then gaze into the future to see what will be required to stay competitive, lower operating costs and lengthen trailer life with the flexibility to meet changing operational requirements.</p> <p><b>Speakers:</b> Claude Robert, Robert Transport; Marc Berthiaume, Manac; Andrew Smith, ATDynamics; and John Pearson, Moderator, CCMTA</p>		<p><b>Workshop “B”</b>  <b>Record Keeping for Vocational Trucks (Modifications)</b>  The speakers will walk Members through the details and the rationale behind the required calculations to prove that vehicles built meet the requirements of the OEM and the law. Speakers will guide participants through a real example of a truck up-fit analysis for a vehicle seen at the College demo day.</p> <p><b>Speakers:</b> Yvon Morissette, Camtech Consultants Inc.; and Don Moore and Eddy Tschirhart, CTEA</p>	

## Coffee Break

10:00AM - 10:15AM

TRAILER / TRUCK	10:15AM – 11:55AM	TRUCK UP-FITTERS	10:15AM – 12:00PM
<p><b>Workshop “C”</b> <b>New Product Review</b></p> <p>Here's your opportunity to see the latest and greatest products and innovations from your fellow manufacturers and suppliers.</p> <p><b>Speakers:</b> Brian Rennie, Bridgestone Canada Inc.; Geoff Williams, Eveley International Corp.; Bill Sumner, Grote Industries Canada; Todd Bourque, Haldex Limited; Darcy Tallon, Hunter Engineering Company; Randy Baerg, Innovative Vehicle Testing Ltd. (IVT); Bob Blair, Lite-Check, LLC; Tom Parrott, Meritor Wabco; and Aaron Gorman, Waltco Truck Equipment Company</p>		<p><b>Workshop “D”</b> <b>JOB-FILE® III Tips &amp; Tricks</b></p> <p>Current users of JOB-FILE® III will learn to maximize the use and functionality of <i>LoadXpert™</i>. You will learn how to: customize the appearance of vehicles, loads and accessories (includes changing colour of vehicles); paste a picture or CAD (“dxf” extensions) drawing of components onto the diagram (such as a plow blade, propane or other tank or a particular model or type of crane, etc.); save the completed vehicle in a file to be emailed; etc.</p> <p><b>Speakers:</b> Stephane Aubin and Pierre Lavoie, CIETECH Inc.; and Eddy Tschirhart, CTEA</p>	10:15AM – 11:00AM
		<p><b>Workshop “E”</b> <b>Emissions 2010: Options/Solutions/Opinions SCR or enhanced EGR?</b></p> <p>Are there other alternatives on the horizon? The experts will explain what the acronyms mean and how the systems work and what that means to the truck up-fitter. Cummins and Navistar will talk us through their solutions and we may have a surprise too.</p> <p><b>Speakers:</b> Ben Macaro, Cummins; Joe Williams, Innovative Hydrogen Solutions Inc.; Dan Webster, Navistar; and John Procter, Moderator, Waycon International Trucks</p>	11:05AM – 12:00AM

**Sponsor's Luncheon**    *Room: Adam*

12:00PM – 1:10PM

**Luncheon Keynote Speaker:** Jean-Francois Carrey, Youngest Canadian to Summit Mount Everest

<b>Workshop “F”</b> <b>Product Liability in the Transportation Equipment Industry</b> Our presenters, a Forensic Engineer and a Lawyer, will walk participants through some the legal liabilities inherent in what Members manufacture, and discuss how to mitigate those liabilities when the “rubber meets the road”. <b>Speakers:</b> Sebastian van Nooten, P. Eng, Hrycay Consulting Engineers Inc.; and Patrick J. Monaghan, Black, Sutherland LLP	1:15PM – 2:45PM
<b>Coffee Break</b>	2:45PM – 3:00PM



*Photo courtesy of the Fairmont Chateau Laurier.*

## **WEDNESDAY, OCTOBER 28, 2009 CONTINUED**

<b>Workshop "G"</b> <b>Supply Chain Management: Managing Your Supply Chain During an Economic Downturn</b> SCL Canada President, Bob Armstrong and some of his colleagues will give us a brief seminar on the importance of managing your supply chain and how to deal with some of the tougher issues through the current poor economic conditions. <b>Speaker:</b> Bob Armstrong, Supply Chain & Logistics Association Canada	3:00PM – 4:00PM	<b>Workshop "H"</b> <b>Manufacturing Productivity Tips, Tricks &amp; Traps: Dealing with Change in Uncertain Times</b> Our presenter will show us how to manage drastic changes due to outside influences. <b>Speaker:</b> David Hall, P. Eng, ProSolve Consulting Ltd.	3:00PM – 4:00PM
<b>Workshop "I"</b> <b>State of Manufacturing in Canada</b> <b>The Economy: Where are we, how did we get here and where to from here?</b> Our panel will attempt to put our economic situation in perspective from the top down. <b>Speakers:</b> Jayson Myers, Canadian Manufacturers and Exporters/Canadian Manufacturing Coalition; Tina Kremmidas, Canadian Chamber of Commerce; Don Moore, P. Eng., CTEA		4:05PM – 5:05PM	
<b>Technical Fair &amp; Information Exchange</b> Room: Ballroom		5:15PM – 6:15PM	
<b>Sponsors Reception</b>		6:15PM – 7:15PM	
<b>CTEA/AETC 46th Gala Banquet</b> Room: Adam		7:15PM – 9:15PM	
<b>Special Guest: Dr. Brian Little</b> The award winning Psychology Professor is an expert in personality differences, group dynamics and project management. In his presentations, he takes the audience on a fascinating tour of the physiological differences determining personality and explores the impact on our daily business lives, showing what makes some people clash, while others work in productive harmony.		9:15PM – 10:15PM	

# Square Peg, Round Hole, Etc.

## The way we've always done it won't work anymore.

By Jim Park

**YOU CAN'T PUT** ten pounds of rocks into a five-pound bag, yet that's exactly what body builders and final-stage manufacturers face going into 2010. The U.S. EPA's 2010 emissions reduction mandates have forced changes to the basic chassis configuration of every truck on the road—not to such a great extent in the case of one OEM, but more on that later—and that is driving huge change at the final assembly stage, too.

We learned going into 2007 that altering OE exhaust configurations was out of the question. EPA 2010 brings two more components to the exhaust system whose chassis placement will be equally inflexible.

Body builders now need to work around the diesel oxidation catalyst (DOC) and the diesel particulate filter (DPF); collectively known as the DPF, a new device called the selective catalytic reduction (SCR) system, and a storage reservoir for the so-called diesel exhaust fluid (DEF) used to remove nitrogen oxide (NOx) from the exhaust stream. Not only do these components take up valuable frame space, their placement relative to each other and to the engine is not subject to negotiation with the customer or the OE.

"It's more complex in 2010. There are new components involved and they are bigger," says Patrice Gaudreault of Simard Suspensions of Baie-Saint-Paul, Que., specialists in twin-steer retrofits. The placement of the second steer axle conflicts with placement of the exhaust aftertreatment system.

"And then there's the DEF tank," Gaudreault adds. Because DEF is susceptible to freezing, OEs use engine coolant lines to provide heat for the DEF tank, and the lines from the tank to the injection meter and nozzle are electrically heated. "We don't have much flexibility as to where we can put the tank. Some OEs

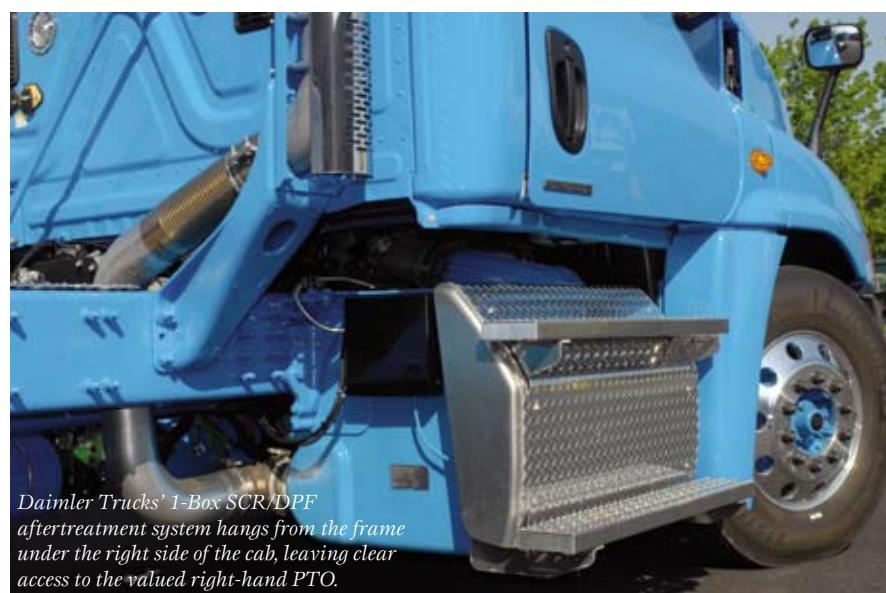
have plans for tank relocation; others do not. That will be a problem for us."

And for many others. Some OEs are planning alternate placement for some components, but locations will be limited by the performance parameters of the

aftertreatment system imposed by EPA. High exhaust temperatures must be maintained throughout the exhaust system, so the DPF and SCR cannot be moved far from the turbocharger outlet, or from each other.



*Frame space will be at a premium in 2010. Axle spacing considerations, chassis equipment, and basic components like fuel tanks, battery boxes, etc. may need to be moved.*



*Daimler Trucks' 1-Box SCR/DPF aftertreatment system hangs from the frame under the right side of the cab, leaving clear access to the valued right-hand PTO.*

Compound these challenges with the fact that few of the OEMs have EPA 2010 (2011-model-year) chassis available for order—or even for hands-on inspection. Most of the body builders' manuals remain unpublished, too. We hear these will be available in October or November, leaving engineering staff little time to get up to speed before the orders start coming in.

The recession may prove somewhat of a blessing this time around by slowing order intake, and thus the pressure to begin building. It has had an impact at the engineering stage too. The farther your chassis installation is from the

### What can we do for each other?

Chances are the people buying your final product are very good at something other than spec'ing trucks. They don't follow the latest twists and turns in emissions reductions regulations and chassis configuration. You need to get the OE reps and the customers on the same page before inking the deal otherwise you wind up with a chassis you can't work with.

Customers often want the same truck they had last time, but technology evolves too quickly for that anymore. What worked five years ago, is probably obsolete today.

"Many of our customers learned back in 2007 that they cannot order a truck without consulting with us first," says Walinga's Butch Medemblick. "Those who bought back then know that the body builder has to be an integral partner in the ordering process."

The OE sales reps know the truck, you know the installation requirements, and the customer knows what he or she needs to do with it. It's a three-way party now.

"I would have the body builder, the customer, and the OE sales rep all sitting at the same table at the same time working from the same sheet of paper, drinking from the same pot of coffee," says Mack's Dave McKenna. "And I would have everyone sign off on the final order before it's submitted to the truck manufacturer."

mainstream, or the more complex, the fewer engineering resources the OEs have had to throw at it.

### Problems and solutions

The Class-8 on-highway crowd got off easy with EPA 2010. They have no worries about PTO access, hydraulic tanks and ram placement, under-chassis gear, or clear back-of-cab access. Body builders and final-stage manufacturers are faced with all these issues, and then some.

Butch Medemblick, Operations Manager at Guelph, Ontario's Walinga Manufacturing, for instance, has a problem with PTO access. "A lot of our product requires two PTOs. Most body builders require only one," he points out. "With 2010, a lot of the emissions control componentry has found its way to the right-hand side of the chassis, covering up the right-hand PTO opening."

He has yet to see a real 2010 chassis up close and personal, but he's seen drawings. He knows he has a problem, and he knows there's a solution.

"There is always a way around it, but it ends up costing the customer a lot more money," he says. "There's a special PTO with dual capabilities. It's elaborate and very expensive, and it costs more in maintenance and upkeep too."

Paul Martin, President of Diesel Equipment Limited (DEL) in Toronto, says the range of bodies he builds and installs all have to be engineered

separately, and there's very little room for compromise in any of them.

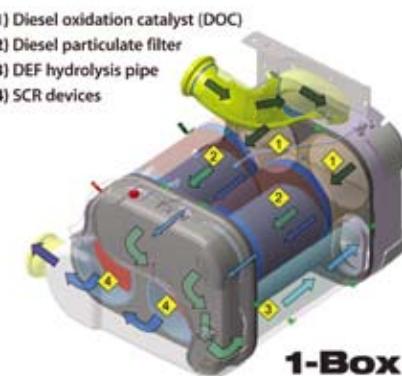
"From Class 6 through 8 tandem and tri-axle dump bodies, to roll-offs and van chassis, in each case we'll have to re-engineer the installation," he says. "The tri-axles will be particularly challenging, especially the roll-offs with hydraulic rams running along the frame. There's already so little room on the frame."

In twin-steer applications, like those offered by Quebec's Simard and Alberta's Raydan Manufacturing, the axle-spacing limits imposed by various weights and dimension regulations tighten the installers' options even further. Raydan's compliance engineer, Jeff Simms, says some OEs are better than others when it comes to chassis modifications. "Some are good about working with us on the modifications, others take the position that if you touch it, it's all yours," he says. "It's a matter of how much liability we're willing to incur and how we guarantee compliance."

All of the OEs must meet the same emissions standards, but their solutions and approaches vary. Daimler Trucks North America (a.k.a. Freightliner) has developed the industry's only (so far) combination aftertreatment unit. The DPF/DOC and SCR device are packaged in a single unit the company calls the 1-Box solution. It will be available only with the proprietary DD 13, 15, and 16 engines. Cummins-equipped Daimler trucks will have a Cummins-designed aftertreatment system.

Daimler has engineered various chassis placements for the 1-Box. With the aid of insulated piping to maintain exhaust temperature, the unit can be pushed up to 70 inches back on the frame. For other applications needing clear access to the under-cab and mid-ship chassis areas, Daimler offer two systems, one is called 2V2 (both the DOC/DPF and the SCR mounted vertically), and a 2HV system where the DOC/DPF is mounted horizontally, and the SCR is mounted vertically.

Randy DeBortoli, Daimler's project manager for EPA 2010, says the intent



*No larger than the toolbox formerly occupying the space, it features dual DOC/DPF units mounted in parallel, above a two-tube SCR catalyst. The tailpipe can be hung vertically or horizontally.*

was to design as much flexibility into these systems as possible from the start. "We've been working on the installations so we can deliver a pre-certified chassis in several configurations so body builders won't need to make the modifications themselves and then seek engineering approval," he says.

In order to preserve frame space, OEMs are changing the size, shape, and location of several components. Battery boxes, for instance, can be mounted between the frame rails, and in some cases, placed inside the cab under the passenger seat (advanced glass mat (AGM) batteries produce no fumes). Frame-mounted air tanks are finding new homes too, as are air dryers and other outboard components. And fuel tanks will change as well.

Mack Trucks' Director of Powertrain Sales and Marketing, Dave McKenna, says we will soon see D-shaped fuel tanks, which preserve fuel capacity while taking up less linear space on the frame. Other OEMs plan to increase the diameter of the tanks while shortening their length.

"Fuel capacity has always been an issue with truck owners. I've seen many

customers with dual 100-gallon tanks who use no more than 50 or 60 gallons a day," notes McKenna. "Most could get by with smaller or even single tanks, and in fact they may have to, come 2010."

Mack too, will offer a mid-ship after-treatment placement, intended for the twin-steer market, but that one is still in development.

The long and short of the 2010 debate is truck chassis will change. Much was learned in 2007 with regard to the emissions systems mounting requirements. Some turned out to be a little on the conservative side, DeBortoli says. This time around, there will be a bit more flexibility in some regard, but beware: the more complex the chassis installation, the more modifications will need to be made, both to the chassis and the body. And in some cases, to customer expectations. ●

*Jim Park is a freelance technical writer specializing in trucking. He is the former editor of highwaySTAR magazine and regular contributor to Today's Trucking and Heavy Duty Trucking. He can be reached via email at j.park@sympatico.ca.*

## Navistar's all-EGR solution

Absent from this discussion so far has been Navistar. Being the only original equipment manufacturer going with a non-SCR solution for EPA 2010, Navistar chassis will require few, if any, modifications from current configurations. The same DPF/DOCs that appeared in 2007 remain today. No further enhancements to exhaust systems are required.

"We will continue to offer the same 400 chassis layouts we always have across our severe service applications," says Dan Webster, Navistar Canada's senior sales specialist for engines. "Even the most sophisticated chassis, like an under-body scraper or a salt spreader with a walking floor and wing-plow setup will not have to be redesigned for our chassis."

But that's not the end of the story.

A tremendous debate rages today between SCR users and Advanced EGR proponents. While taking no sides in the debate, it must be pointed out—in the face of all the challenges experienced by the adopters of the SCR solution—that the A-EGR solution may come with fuel economy and performance penalties.

Both SCR and EGR have their upsides and downsides. Neither offers a get out-of-jail free card—yet. We know what we're facing with the chassis-fitting challenges of SCR. We do not know yet with demonstrated certainty, that Navistar's solution will not come with performance challenges, or how much they might ultimately matter to the end user. Some users might be prepared to sacrifice some fuel economy if it means a cleaner chassis installation. Navistar is still accumulating test and evaluation miles, and is reporting good results. The final proof won't come until customers get new trucks into their own hands.

on the cover


  
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# La quadrature du cercle

## On ne pourra plus faire les choses comme avant.

Par Jim Park

**ON NE PEUT** pas mettre dix livres de roches dans un sac de cinq livres, mais c'est pourtant exactement ce que devront faire les carrossiers et les fabricants de produits finis en 2010. Les règles de réduction des émissions établies par l'organisme américain EPA pour 2010 ont imposé des changements à la configuration de base des châssis de tous les camions sur la route—pas de manière très marquée dans le cas d'un certain fabricant d'équipement d'origine, mais nous reviendrons là-dessus tout à l'heure—and cela impose également d'énormes changements à l'étape de l'assemblage final.

Nous avons appris juste avant 2007 qu'il était hors de question de modifier la configuration des systèmes d'échappement d'origine. Les règles EPA 2010 ajoutent deux composants au système d'échappement dont l'emplacement dans le châssis sera également inflexible.

Les fabricants de carrosseries doivent maintenant composer avec l'existence d'un catalyseur d'oxydation diesel (COD) et d'un filtre à particules diesel (FPD), désignés collectivement sous le sigle FPD, ainsi qu'un nouveau dispositif appelé le système de réduction sélective catalytique (SCR), et un réservoir de stockage du fluide servant à éliminer l'oxyde d'azote des gaz d'échappement. Non seulement ces composants prennent beaucoup d'espace dans le châssis, mais leur disposition l'un par rapport à l'autre et par rapport au moteur ne sont pas négociables avec le client ou l'équipementier.

« C'est plus complexe en 2010. Il y a de nouveaux composants et ils sont plus gros », déclare Patrice Gaudreault de Simard Suspensions, à Baie-Saint-Paul (Québec), spécialistes de l'installation de la double direction. L'emplacement du deuxième essieu directeur entre en conflit avec l'emplacement du système de traitement des gaz d'échappement.

« Et puis il y a le réservoir de fluide », ajoute Gaudreault. Comme ce fluide est

vulnérable au gel, les fabricants utilisent les conduites de liquide de refroidissement du moteur pour chauffer le réservoir de stockage, et les conduites allant du réservoir jusqu'au dispositif d'injection sont chauffées électriquement. « Nous n'avons pas tellement le choix quand vient le temps de décider de l'emplacement de ce réservoir. Certains fabricants ont des plans pour la réinstallation du réservoir, mais pas tous. Ce sera un problème pour nous. »

Et pour bien d'autres. Certains fabricants d'équipement d'origine prévoient une solution de rechange pour l'emplacement de certains composants, mais le

choix de l'emplacement sera limité par les paramètres de performance du système de traitement des gaz imposé par l'EPA. Il faut maintenir une température élevée des gaz d'échappement tout le long du système d'échappement, de sorte que le filtre à particules et le système SCR ne peuvent pas être déplacés trop loin du turbocompresseur, ni l'un de l'autre.

Ces difficultés sont exacerbées par le fait que peu de fabricants d'équipement d'origine ont des châssis conformes à la norme EPA 2010 (année modèle 2011) disponibles pour commande ou même pour inspection. La plupart des



manuels des fabricants de carrosseries ne sont pas publiés non plus. On nous dit qu'ils seront disponibles en octobre ou novembre, ce qui laisse peu de temps aux ingénieurs pour mettre au point leur modèle avant que les commandes commencent à arriver.

La récession pourrait cette fois-ci comporter certains avantages du fait qu'elle ralentit les commandes et atténue donc les pressions quant au lancement de la fabrication. Cela a également eu un impact au niveau de l'ingénierie. Plus l'installation d'un châssis s'écarte des modèles de grande diffusion, ou plus elle est complexe, moins les fabricants d'équipement d'origine ont de ressources d'ingénierie à y consacrer.

### Problèmes et solutions

Les fabricants de véhicules routiers de classe 8 se sont bien tirés avec la norme EPA 2010. Ils n'ont pas à s'inquiéter de l'accès à la prise de force, de l'emplacement des réservoirs de fluides, des dispositifs sous le châssis, ou d'un accès libre à l'arrière de la cabine. Les fabricants de carrosseries et les assembleurs finaux sont confrontés à tous ces problèmes et bien d'autres.

Butch Medemblick, directeur des opérations chez Walinga Manufacturing, à Guelph (Ontario), par exemple, a un problème avec l'accès à la prise de force. « Beaucoup de nos produits exigent deux prises de force. La plupart des fabricants de carrosseries en exigent seulement une », fait-il remarquer. « Avec la norme 2010, beaucoup de composants de réduction des émissions se retrouvent du côté droit du châssis, obstruant l'accès à la prise de force du côté droit. »

Il n'a pas encore vu de près un châssis 2010, mais il en a vu des dessins. Il sait qu'il a un problème et il sait qu'il existe une solution.

« Il y a toujours moyen de moyennier, mais cela finit toujours par coûter beaucoup d'argent au client, dit-il. Il existe une prise de force spéciale à double capacité. C'est plus compliqué et très coûteux, et cela coûte aussi plus cher d'entretien. »

Paul Martin, président de Diesel Equipment Limited (DEL) à Toronto, déclare que la gamme de carrosseries qu'il fabrique et installe doivent être conçues

separément et qu'il y a très peu de place pour le moindre compromis.

« De la classe 6 jusqu'au châssis de classe 8 à double et triple essieu, en passant par les camions à bennes et les fourgons, dans chaque cas, nous devons reconfigurer l'installation du châssis », déclare-t-il. « Les châssis à triple essieu présenteront des difficultés particulièrement grandes, surtout les camions porteurs à faux cadres basculants comportant des bâliers hydrauliques le long du cadre. Il y a déjà tellement peu de place sur le cadre. »

Dans le cas des châssis à double essieu directeurs, comme ceux offerts par Simard du Québec et Raydan Manufacturing de l'Alberta, les limites quant à l'espacement entre les essieux imposées par les diverses réglementations relatives aux poids et aux dimensions limitent encore davantage les options qui s'offrent aux installateurs. L'ingénieur de conformité de Raydan, Jeff Simms, déclare que certains fabricants d'équipement d'origine sont meilleurs que d'autres quand il s'agit des modifications aux châssis. « Certains sont bons quand vient le temps de travailler avec nous à faire des modifications, d'autres adoptent comme position que si vous y touchez, c'est votre problème », déclare-t-il. « La question est toujours de savoir quelle responsabilité nous sommes disposés à assumer et comment nous pouvons garantir la conformité. »

Tous les fabricants d'équipement d'origine doivent respecter les mêmes normes en matière d'émissions, mais leurs solutions varient. Daimler Trucks North America (aussi appelé Freightliner) a mis

au point ce qui constitue (jusqu'à maintenant) la seule unité de post-traitement combiné de l'industrie. Le filtre à particules, le catalyseur d'oxydation et le dispositif SCR sont tous combinés dans une seule unité que la compagnie appelle la solution 1-Box. Celle-ci sera disponible seulement avec les moteurs DD 13, 15 et 16 de l'entreprise. Les camions Daimler munis de moteurs Cummins seront dotés

### Que pouvons-nous faire pour nous entraider?

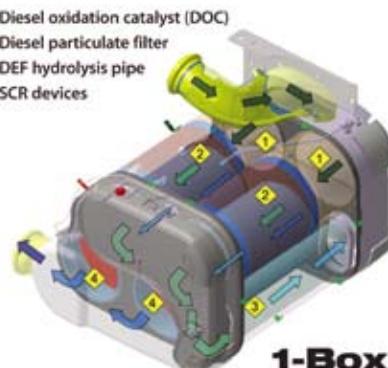
Il y a de bonnes chances que les gens qui achètent votre produit fini soient très bons dans d'autres domaines que la conception de camions. Ils ne suivent pas de près tous les détails de la réglementation sur la réduction des émissions et de la configuration des châssis. Il faut que les représentants des équipementiers et les clients soient à l'unisson avant que vous puissiez conclure un marché, autrement vous vous retrouvez avec un châssis avec lequel vous ne pouvez pas travailler.

Souvent, les clients veulent le même camion qu'ils avaient acheté la dernière fois, mais la technologie évolue maintenant trop vite pour cela. Ce qui fonctionnait il y a cinq ans est probablement désuet aujourd'hui.

« Beaucoup de nos clients ont appris en 2007 qu'ils ne peuvent pas commander un camion sans d'abord nous consulter », déclare Butch Medemblik de la compagnie Walinga. « Ceux qui ont acheté des camions à ce moment-là savent que le fabricant de carrosseries doit être un partenaire intégré au processus de commande. »

Les représentants des ventes des fabricants d'origine connaissent le camion, vous connaissez les exigences de l'installation, et le client sait ce qu'il doit faire avec ce camion. Il faut maintenant que les trois parties soient à l'unisson.

« Je voudrais que le fabricant de carrosseries, le client et le représentant des ventes du fabricant d'équipement d'origine s'assoient tous autour de la même table, penchés sur la même feuille de papier, en train de boire le même café », déclare Dave McKenna de chez Mack. « Et je voudrais que tous les trois ratifient la commande finale avant que celle-ci soit présentée au fabricant du camion. »



*Le système n'est pas plus grand que la boîte à outils qui occupait auparavant cet espace; on distingue les unités DOC/DPF montées en parallèle au-dessus d'un catalyseur SCR à deux tubes. Le tuyau d'échappement peut être monté verticalement ou horizontalement.*

d'un système de post-traitement conçu par Cummins.

Daimler a conçu diverses installations de châssis pour installer le système 1-Box. Avec l'aide de conduites isolées pour maintenir la température des gaz d'échappement, l'unité peut être repoussée jusqu'à 70 pouces vers l'arrière le long du cadre. Pour d'autres applications exigeant un accès libre au châssis sous la cabine et le milieu du camion, Daimler offre deux systèmes; le premier s'appelle 2V2 (le filtre à particules/catalyseur d'oxydation et

### La solution de Navistar comportant uniquement la recirculation des gaz d'échappement

Jusqu'à maintenant, il n'a pas été question de Navistar dans cette discussion. Comme il s'agit du seul fabricant d'équipement d'origine qui a adopté une solution ne comportant pas de SCR pour se conformer à la norme EPA 2010, le châssis Navistar exigera très peu sinon pas du tout de modifications par rapport aux configurations actuelles. Le filtre à particules et le convertisseur d'oxydation qui

sont apparus en 2007 demeurent tels quels aujourd'hui. Les systèmes d'échappement n'exigent aucune autre modification.

« Nous continuerons d'offrir les mêmes 400 options de châssis que nous avons toujours offertes pour l'ensemble de nos applications pour utilisation intensive », déclare Dan Webster, spécialiste principal des ventes de moteurs chez Navistar Canada. « Même l'installation la plus sophistiquée, comme une racleuse à lame inférieure ou un épandeur de sel doté d'une trappe mobile et d'une charrue, n'aura pas à être reconfigurée pour installation dans notre châssis. »

Mais ce n'est pas le fin mot de l'histoire.

Il y a tout un débat qui fait rage aujourd'hui entre les partisans du système SCR et ceux du système EGR avancé. Sans vouloir prendre parti dans ce débat, il faut souligner, compte tenu de toutes les difficultés éprouvées par ceux qui ont adopté la solution SCR—que la solution A-EGR peut comporter des pénalités sur le plan de l'économie de carburant et des performances.

Les critiques de la solution de Navistar disent que le niveau de recirculation des gaz d'échappement nécessaire pour se conformer à la norme d'émissions de 2010 diminuera l'efficience de la combustion. Navistar réfute cette affirmation, disant que cet obstacle sera surmonté grâce aux efforts d'ingénierie déployés pour mettre au point leur solution.

Autant le SCR que l'EGR comportent des avantages et des inconvénients. Ni l'un ni l'autre ne permet de s'en sortir sans aucun désavantage. Nous savons à quels problèmes nous sommes confrontés dans le cas de la solution SCR, en terme de modifications du châssis. Nous ne savons pas encore de façon certaine que la solution Navistar ne s'accompagnera pas de problèmes de performance, ni dans quelle mesure ceux-ci pourraient éventuellement compter aux yeux de l'utilisateur final. Certains usagers pourraient être prêts à sacrifier une certaine économie d'essence si cela veut dire une installation plus facile dans le châssis. Navistar continue d'accumuler les essais et les kilomètres d'évaluation et affirme obtenir de bons résultats. Nous n'aurons la preuve définitive que lorsque les clients utiliseront eux-mêmes ces nouveaux camions.



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le SCR sont tous les deux montés verticalement), et un système 2HV où l'ensemble filtre à particules/catalyseur d'oxydation est monté horizontalement, tandis que le dispositif SCR est monté verticalement.

Randy DeBortoli, gestionnaire de projet chez Daimler pour la norme EPA 2010, déclare que l'intention était d'intégrer dans ces systèmes la plus grande flexibilité possible dès le départ. « Nous avons planché sur ces installations de manière à pouvoir livrer un châssis précertifié dans plusieurs configurations, pour que les fabricants de carrosseries n'aient pas à apporter eux-mêmes de modifications et à demander ensuite l'approbation des ingénieurs », déclare-t-il.

Pour conserver de la place dans le cadre, les fabricants d'équipement d'origine modifient la taille, la forme et l'emplacement de plusieurs composants. Les casiers des batteries d'accumulateurs, par exemple, peuvent être montés entre les montants du cadre et, dans certains cas, placés à l'intérieur de la cabine, sous le siège du passager (les batteries scellées de type AGM ne produisent aucune émanation). Les réservoirs d'air comprimé montés sur le cadre sont également relogés ailleurs, de même que les échangeurs d'air et autres composants externes. Et les réservoirs de carburant vont changer également.

Selon Dave McKenna, directeur des ventes et du marketing des groupes moto-propulseurs chez Mack Trucks, on verra bientôt des réservoirs de carburant en forme de D qui auront une bonne contenance tout en prenant moins d'espace linéaire le long du cadre. D'autres fabricants d'équipement d'origine prévoient installer des réservoirs plus courts et de plus grand diamètre.

« Les propriétaires de camions ont toujours été préoccupés par la contenance des réservoirs. J'ai vu beaucoup de clients dont les camions sont dotés de deux réservoirs de 100 gallons et qui ne consomment pas plus de 50 ou 60 gallons par jour », fait remarquer McKenna. « La plupart d'entre eux pourraient se contenter de réservoirs plus petits ou même d'un seul réservoir et, en fait, ce choix leur sera peut-être imposé en 2010. »

La compagnie Mack offrira aussi un système de post-traitement placé au milieu du cadre, prévu pour le

marché des doubles essieux directeurs, mais ce système est encore en développement.

En bref, les châssis de camion vont devoir changer en 2010. On a beaucoup appris en 2007 pour ce qui est des exigences pour le montage des systèmes de réduction des émissions. En fin de compte, certains se sont montrés un peu trop conservateurs, selon DeBortoli. Cette fois-ci, il y aura un peu plus de souplesse à certains égards, mais attention : plus l'installation du châssis est

complexe, plus il faudra apporter de modifications, à la fois au châssis et à la carrosserie. Et dans certains cas, il faudra aussi changer les attentes des clients. ●

*Jim Park est un rédacteur technique pigiste spécialisé dans le camionnage. Il est l'ancien rédacteur en chef du magazine highwaySTAR et publie régulièrement des articles dans Today's Trucking and Heavy Duty Trucking. On peut le rejoindre par courriel à j.park@sympatico.ca.*



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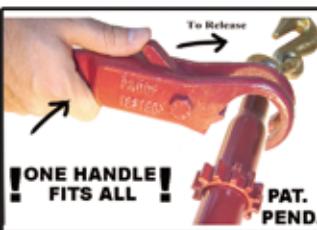
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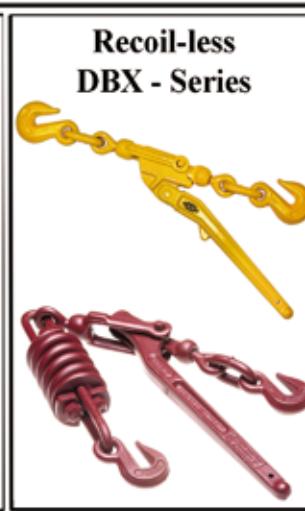
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# How to Survive a Transport Canada Road Safety Audit

By Eddy Tschirhart, C.E.T. and Wayne Duff, C.E.T.

**DO YOU KNOW** what vehicle compliance requirements need to be met if you're going to survive a Transport Canada (TC) audit? At the CTEA workshops, which have been on the go across the country since 2003, and in the JOB-FILE™ manual, we have tried to make manufacturers aware of their obligations.

However, while many organizations have become well organized and are readily meeting their obligations, others still have deficiencies. It doesn't matter if the records are kept electronically or in a filing cabinet. What does matter is the steps involved in the manufacturing process. One of these steps is the proper maintenance and upkeep of records. At the bare minimum, a company must ensure that each model of vehicle they manufacture is designed, built and tested in accordance with the requirements set forth within the Motor Vehicle Safety Act, Canada Motor Vehicle Safety Standards, and Motor Vehicle Safety Regulations. A company must also ensure that each model of vehicle they manufacturer has certification documents and test records to verify compliance.

For example, it is not necessary to duplicate records but it is necessary to maintain

vehicle VINs with specific models. This means that if you manufacture 15 models of the same chassis configuration, you must ensure that the 15 VINs are stored within your records for potential recalls or audits by TC.

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- Lighting with appropriate lens markings. If you don't have this, you must have test records to verify compliance. If the lamps or reflectors are not mounted as per the specified requirements, you must have test documents to ensure lighting compliance, if applicable;
- A CMVSS 121 - test report;

- The Air Brake Plumbing diagram must match the actual equipment on the trailer;
- The timing supply and release tests;
- The CMVSS 223 - test report, and CAD design with dimensions;
- You must provide physical test data. FEA not accepted;
- You must be able to prove that the axles on the trailer are the appropriate axles as required per their design. Use the axle chart from your axle manufacturer and compare that with the axle tag on each axle;
- The CMVSS 905 - test records and the minimum anchorage calculations; and
- For the CMVSS 906 - Snowmobile Trailer, you must provide evidence that the tie-down can withstand a force of greater than 500lbs in any direction.

If you don't have a trailer in stock for physical inspection, must be able to provide complete documentation as mentioned above

## What do you need to survive a truck audit:

- Photos of the front/side/rear;
- The information or compliance label;
- The tire placard if applicable (4536kg [10000lbs] or less - September 2009);
- Copies of the addendum to IVD (one copy should follow the truck and the other copy must be held in your records for a minimum of five years). Yes, five years meets the legal requirement, however, the CTEA suggests longer is better due to life expectancy of vehicles;
- The compliance calculations: body and equipment, payload, center of gravity and weight distribution;
- The compliance label/labelling to meet Section 6 / OR 9 of MVSA;



In regards to wheelbase alterations:

- An OEM letter allowing the final stage manufacturer to move the axle; and
- Timing tests to verify application and release.

In regards to GVWR increases:

- A letter from OEM stating that the chassis can handle the additional weight; and
- A complete re-certification test to comply with CMVSS 121.

### **So you're being audited...now what?**

If your company has been audited by Transport Canada, you need to be expedient in providing any additional documentation requested by the auditor. It is advised that you provide a calendar or critical path to TC to let them know what information they can expect to receive and by what date. Once a path has been set forth, keep to it and if problems result in keeping to the plan, discuss it with TC. Discussion can be verbal, but always follow up with written correspondence to confirm.

Recently, two CTEA members have shared similar stories with Association staff; both had performed final stage manufacturing on units that were later involved in a road accident. Both were contacted by the police investigating the mishaps. Both were asked if records from the production of the vehicles could be viewed. Luckily, in both cases compliance calculations and other documentations were properly filed, so investigating officers were able to receive the information they needed and our members were able to show due diligence.

These stories drive home the real need for proper records, paper work and vehicles that are properly labelled. Don't risk being caught unprepared. ●

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*This article is co-authored by Eddy Tschirhart, C.E.T., CTEA's Director of Technical Programs; and Wayne Duff, C.E.T., Importation and Audit Inspection Officer for Transport Canada (TC) Road Safety.*

## **It doesn't matter if the records are kept electronically or in a filing cabinet. What does matter is the steps involved in the manufacturing process.**

### **CTEA's experience with post audit queries regarding deficiencies**

The CTEA office has received the following post audit queries:

#### ***In regards to truck equipment***

- *Compliance calculations lacking or incomplete.* In some cases, the person responsible for the compliance documentation task has left the company and no one has been trained to take over the task. The CTEA can help you understand what you can do to pick up the pieces when you have had a key personnel change in this area. For example, we have helped many manufacturers understand the JOB-FILE™ software over the telephone.
- *Wheelbase and GVWR alterations not having the required written statements from the chassis OEM.* This could result in performing a recall. Assistance and guidance is available from CTEA personnel to guide you through the issue. Recently, in guiding a member with their NSM application for the purpose of wheelbase alterations, it was interesting to watch events unfold around the dialogue to obtain the written statements. The OEM contact asked the member to forward the compliance calculations for the proposed alteration. To do this, the member had to carry-out the payload analysis, the weight distribution and the vertical center of gravity calculations for the vehicle. The OEM suggested that the calculations be forwarded to them using the CTEA JOB-FILE™ format. Ironically enough, the concern came back from the chassis OE that if the vehicle wheelbase were lengthened to the proposed dimension, it would not be a candidate chassis. The reason for the concern was the stress on the chassis frame. The proposed wheelbase was four inches longer than the OE could feel comfortable with.
- *Labelling data incomplete.* If there are labelling issues, CTEA can help provide guidance with regards to any deficiencies. From experiences that have come to our attention, three of the greatest mistakes made with labels have been not having the tire load range included; having the dimensions of the rims reversed; and now with the recent regulations, tires not being designated as single or dual on the label.
- *Addendum information incomplete.* A complaint we hear about at the CTEA with regards to addendums, especially from the intermediate stage manufacturer, seems to be that data regarding what has been done by an intermediate manufacturer is not forwarded to the next manufacturer in the process towards vehicle completion.

#### ***In regards to trailer equipment***

- Members of the CTEA trailer parking brake test program may not be up-to-date with the test documents in their records, or data has been lost or misplaced. CTEA will replace such documentation for you, but it does take the effort of a call or an e-mail to request this replacement. If a company switches to other specifications, please make contact for the updated test reports.
- Rear Impact Guard (RIG if using the CTEA generic program) documentation has to be current and you must have your company copy in place.
- No up-to date schematics for air systems? Help can be found from your system supplier.
- No up-to date data or lack of for CMVSS 905 testing? This can result in a recall.

For guidance on air brake operating systems for trailers, get assistance from your suppliers. These people are very knowledgeable and willing to assist. If you need help finding a contact, call the CTEA.

**RECENT EVENTS INVOLVING**

certain products have reminded manufacturers of the need for effectively managing potential product recalls. The public perception and media coverage is often oversimplified into drawing battle lines, pitting corporations against consumers. It is important that a potentially affected manufacturer proactively handle the situation.

When a company learns of a potential defect in a product they are most often faced with a situation that may be considered to have no “good” options. If the company chooses to ignore the problem or delay a response, the potential defect may risk the safety of its consumers and third parties, severely damage the intangible goodwill that has been developed through years of positive business dealings, risk adverse government regulatory/civil action and could be a potential public affairs nightmare. On the other hand, carrying out a recall can be costly to a corporation and its shareholders, similarly damaging a

company’s reputation and creating a public affairs problem.

**Tylenol versus the Pinto**

These two cases are often cited as examples of what to do versus what not to do in a product recall context.

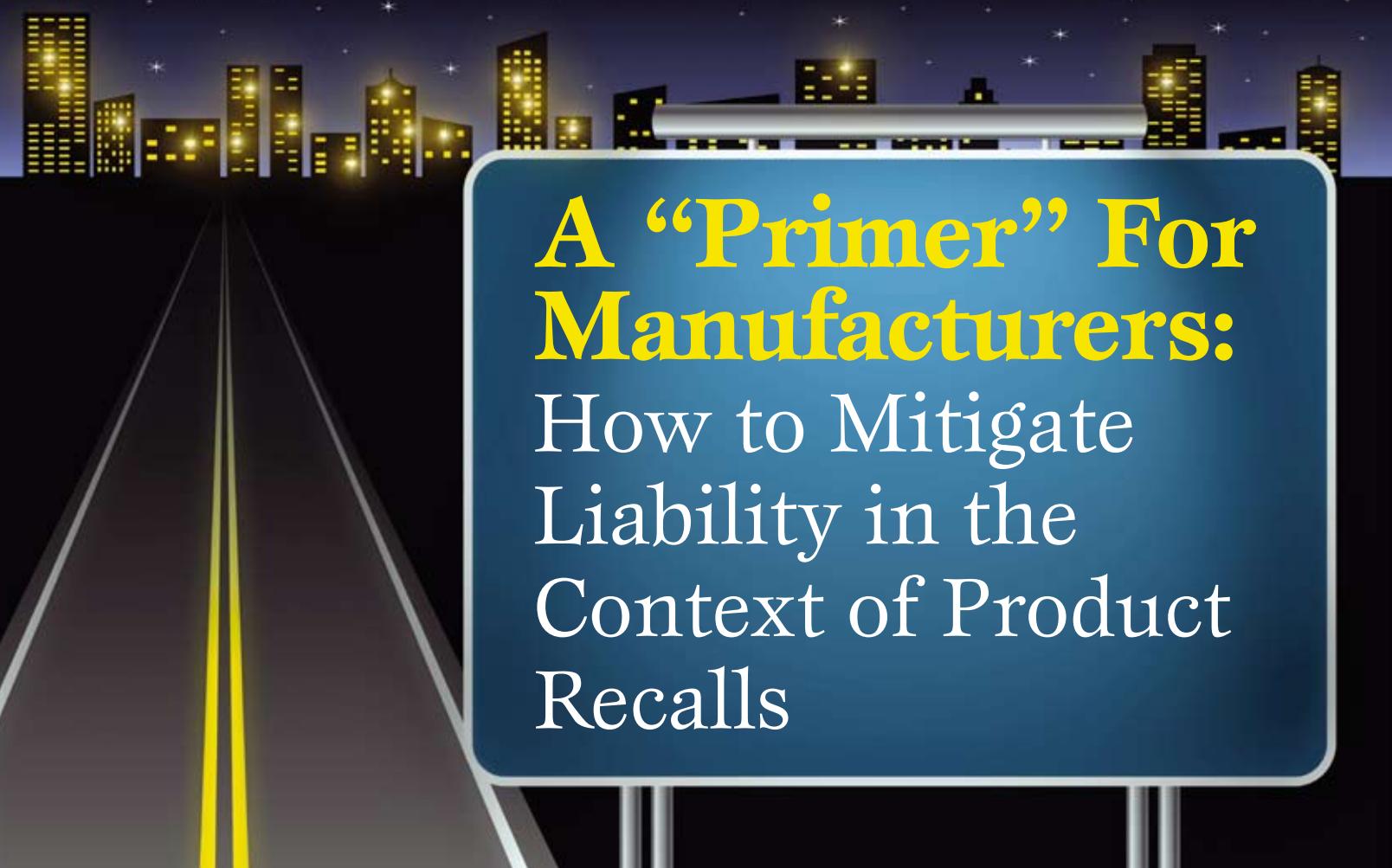
From 1970 to 1980, Ford produced the Pinto, a sub-compact automobile that has become synonymous with product liability and anecdotal evidence of a detached corporate perspective of consumer safety versus profit maximization. Following several accidents, it was alleged that the Pinto’s design was unreasonably susceptible to fire and explosion, along with jamming of the doors, in the event of rear-end collision accidents. The design defect was attributed to protruding bolts. This alleged defect, coupled with the problems of the door jamming, became a grim depiction of the vehicle’s overall safety. In addition, the proposed repair was a relatively inexpensive modification.

The public outcry over these allegations was exacerbated when an internal

memorandum surfaced in which the cost of a recall, through a cost-benefit analysis, was compared with the cost of handling potential lawsuits, where it was determined that it would be cheaper to not effect a product recall. The litigation which followed produced sizeable jury awards in favour of injured plaintiffs with exorbitant punitive damage awards designed to punish the corporation. These types of awards have contributed to the public perception and left an indelible mark in the context of products liability litigation.

By contrast, in 1982 seven people in the Chicago area died after ingesting tainted Tylenol, which had been contaminated with cyanide. The incidents caused a media frenzy, sales of Tylenol branded products plummeted and public confidence in the brand suffered dramatically. However, Johnson & Johnson, the manufacturer of Tylenol, acted almost immediately to mitigate damages by quickly recalling the product, effectively managing public relations and taking steps to protect

By Tom Kuzmick, Esq. and Lars Lederer, Esq., Rawle & Henderson ELP



# A “Primer” For Manufacturers: How to Mitigate Liability in the Context of Product Recalls

against similar cases in the future. The brand recovered and currently represents approximately one-third of the pain reliever market in North America. Moreover, many of the anti-tampering safety measures put in place by Johnson & Johnson have become the industry standard.

However, while instructive, the lessons learned in the Tylenol example are somewhat unique to the situation where an unknown element is interjected into the product line with no forewarning or explanation, requiring an immediate and broad response to a potential problem instead of a considered and narrowly designed solution that will protect consumers, your company and your reputation.

In the context of transportation equipment, the presentation of potential product defects is generally more gradual and subject to evaluation of empirical evidence obtained from a variety of sources, therefore it is evident that a more balanced approach is warranted. It is important that the potential problem be identified quickly, possible contributing factors delineated and the most effective solution pursued.

### **Practical advice about product recalls**

Two recent articles touch on the need for a proactive stance in this context. First, a study done by the University of Manitoba in conjunction with the Georgia Institute of Technology, illustrates the benefits of being proactive. The study evaluated 500 toy recalls between 1988 and 2007. From this study the authors concluded that product recalls can undermine consumer trust in a specific brand and it may take a long time for a brand to recover. Ultimately, product recall can result in long-term damage to reputation, however, these impacts can be reduced in both time and degree if a company institutes effective crisis management tactics.

The study also found that quick and decisive action coupled with engaging the public and immediately providing all relevant recall and replacement information was the most effective means for dealing with consumers. Following the acknowledgement of the problem,

it was imperative that the product was removed from the marketplace and a means by which to replace the product or provide a refund was implemented. If these aspects of the product recall were handled properly, a company could turn a recall crisis into a positive experience by showing customers a level of concern and competence when this type of problem does arise.

However, a 2008 article in the National Law Journal entitled *Recall-Related Evidence* also shows the potential pitfalls of such recalls in the context of a litigious society. The article notes that in several instances, consumer class actions were filed within days of issuing a product recall. While there are aspects of the Rules of Evidence which protect companies that engage in such subsequent remedial measures as product recalls, the rules are not absolute and their application is subject to interpretation. Thus, from a liability perspective, recalls can raise uncertainty as to the admissibility of certain types of evidence at trial and may present serious challenges in defending suits.

Furthermore, not only are companies at risk of consumer lawsuits, in some cases they may be subject to shareholder derivative lawsuits too. Once a recall is initiated, this essentially constitutes an admission that there is a problem with the product. This is why it is important to remember that an evidentiary record is being created in handling that problem and that it must be managed appropriately.

### **What to do, how to do it and why?**

***Identify the nature and extent of the problem:*** First and foremost, you need to identify the problem and the extent to which it may affect your customers. Set up a system with which to identify potential problems and keep track of the parts that go into your product. If the problem is a single widget that has been used across more than one product line, it will be important to identify all of the products which are affected. Furthermore, if a faulty part is involved you will want to know which of your suppliers is responsible so that

you can look to them to correct the problem.

***Form a crisis management team:***

Having a specific group of individuals charged with handling the information relative to a recall can have numerous benefits. In this regard, the information is being reviewed by people with a fuller understanding of the overall problem and various issues involved. Moreover, your crisis management team will provide a centralization of information and should be able to provide an extra layer of delicacy with regard to the manner in which your internal investigation is conducted. In the event that media management is necessary down the road, your communications personnel will have somewhere to turn if you need to counter public misconceptions.

***Find out who needs to know:*** As an initial matter, in an industry in which product recalls are a serious concern it is important to have a system in place to identify distributors, sellers and retailers, as well as vendors and suppliers. Not only does this allow for faster identification and communication to the end user about the product recall, it may also provide a system by which your exposure is minimized, the problems necessitating the recall may be addressed and/or appropriate warnings issued.

***Comply with applicable government regulations:*** Depending on the area of recall, particular government bodies (for example, the National Highway Transportation Safety Administration or the Consumer Products Safety Commission in the United States, or Transport Canada's Motor Vehicle Safety Act) will need to be notified in a timely fashion. Often there are civil and sometimes even criminal penalties imposed for failure to comply or wilful non-compliance with government regulations in this regard.

As set forth by the National Highway Traffic Safety Administration, the revised 2005 TREAD milestones, although predominantly geared towards tire manufacturers in the wake of the Ford/Firestone crisis, require vehicle and other vehicle equipment manufacturers to:

1. Report defects in motor vehicles or motor vehicle equipment (including tires), and which arise in foreign countries, within five working days, due to: (a) a manufacturers determination to conduct a safety recall or other safety campaign in a foreign country on a motor vehicle or item of motor vehicle equipment that is identical or substantially similar to a vehicle or item of vehicle equipment offered for sale in the U.S.; and (b) notification to manufacturer by a foreign government that a safety recall or safety campaign must be conducted in that country on a motor vehicle or item of motor vehicle equipment that is identical or substantially similar to a vehicle or item of vehicle equipment offered for sale in the U.S., with the Secretary of Transportation to prescribe the contents of the required notification;
2. Provide data for the purpose of establishing an Early Warning Reporting System. This requires manufacturers of motor vehicles and motor vehicle equipment to report, periodically or upon request, information received by the manufacturer from both domestic and foreign sources that may assist in the identification of safety defects in motor vehicles and motor vehicle equipment in the U.S. which concerns data on claims submitted to the manufacturer for serious injuries

(including death) and aggregate statistical data on property damage from alleged defects; or customer satisfaction campaigns, consumer advisories, recalls, or other activities involving the repair and replacement of vehicles or items of vehicle equipment. Furthermore, this section includes a provision which allows the Secretary to request additional information to further these purposes and it also requires manufacturers to report all incidents of which the manufacturer receives actual notice that involve fatalities or serious injuries which are alleged or proven to have been caused by a possible defect in the manufacturer's vehicle or vehicle equipment that is identical or substantially similar to one offered for sale in the U.S. Additionally, the TREAD Milestones place obligations on tire manufacturers, the Secretary of Transportation, and also enhances the civil for failure of compliance as well as imposing criminal penalties for falsifying or withholding information. Safe harbour and whistle blower provisions have also been included.

**Make a decision to effectuate the recall, should it be voluntary or government mandated:** The decision to initiate a recall in advance of, or prior to a government mandated requirement regarding the same must be done on a case-by-case basis.

In lieu of a full recall it may be possible to disseminate additional warnings to the consumer which will help to protect against potential injury. However, as the Pinto case study suggests, the decision in any given situation should be approached with an open mind. While it appears the facts and numbers in front of Ford may not have warranted a product recall, the public outcry, negative media exposure (whether accurate or exaggerated) and the relatively simple solution, albeit costly, may have necessitated it. Instead, the decision to institute a recall was left until it seems it was too late.

**Take affirmative steps to present the recall to the public in the best light:** Recalls involve a significant dedication of resources, capital and manpower. Additionally, a poorly managed recall can wreak havoc on intangibles such as good will and consumer confidence in a brand. Therefore, it would behove a manufacturer to incur all of the costs of a recall without attempting to retain some of the potential benefits of a well organized public relations effort. ●

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*Lars Lederer is an associate in Rawle & Henderson's Product Liability Department and practices in product liability litigation and premises liability. He is admitted in the state courts of Pennsylvania and New Jersey, the United States District Court for the Middle and Eastern District of Pennsylvania as well as the District of New Jersey. Lederer received his juris doctor from Villanova University School of Law in 2002. Lars Lederer can be reached via email at llederer@rawle.com or by phone at (215) 575-4362.*

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# regulatory report rapport sur la réglementation

## NHTSA ABS TRAILER LAMP RULE IS PERMANENT, CANADA IS EXPECTED TO FOLLOW SUIT

The National Highway Traffic Safety Administration in the USA has decided to repeal its decision to cancel the rule requiring that trailers with antilock brake systems be equipped with an external antilock malfunction indicator lamp. The repeal was scheduled for March 1, 2009 but NHTSA extended it to September 1, 2009.

The rule affects all air braked trailers and is a requirement in Federal Motor Vehicle Safety Standard 121. The decision was prompted by the Commercial Vehicle Safety Alliance that stressed the need to retain, not cancel, the rule.

The lamp's purpose is to alert the driver, federal and state roadside inspectors and maintenance personnel of a malfunctioning trailer ABS.

Canada's CMVSS 121 contains a similar provision in Section 5.2.3.3(a). The date referred to in our CMVSS 121 refers to the March 1st date. Transport Canada is expected to follow suit and retain the requirement. The CTEA will inform members and the industry when the time table for the change is published.

## MOTOR VEHICLE SAFETY ACT AMENDMENTS ADDRESS TSD NO. 118, THE DESIGNATED SEATING CAPACITY TO INCLUDE SPACE USED BY A WHEELCHAIR USER, AND OTHER MINOR CHANGES

The Department of Transport has revised Technical Standards Document (TSD) No. 118, *Power-Operated Window, Partition, and Roof Panel Systems*. This TSD stipulates that, as of October 1, 2008, every power-operated window system, power-operated partition system and power-operated roof panel system fitted on an enclosed motorcycle, a passenger car, a three wheeled vehicle or on a multi-purpose passenger vehicle or a truck with a GVWR of 4 536 kg or less shall conform to inadvertent actuation performance criteria.

Copies of Revision 1 of TSD No. 118 may be obtained on the Internet at [www.tc.gc.ca/acts-regulations/regulations/crc-c1038/menu.htm](http://www.tc.gc.ca/acts-regulations/regulations/crc-c1038/menu.htm). Any inquiries should be directed to Ghislain Lalime, Regulatory Development Officer, Standards and Regulations Division, Road Safety and Motor Vehicle Regulation Directorate, Department of Transport, 275 Slater Street, Ottawa, Ontario K1A 0N5, (613) 998-1959 (telephone), 613-990-2913 (fax), [ghislain.lalime@tc.gc.ca](mailto:ghislain.lalime@tc.gc.ca) (email).

This proposed amendment would introduce several minor amendments to the *Motor Vehicle Safety Regulations* to clarify and correct various existing regulations. In addition, this amendment would introduce a new means of calculating the

*Continued on page 36*

## LA RÈGLE DE LA NHTSA SUR LE TÉMOIN LUMINEUX POUR ABS DEVIENT PERMANENTE; ON PRÉVOIT QUE LE CANADA EMBOÎTERA LE PAS

La National Highway Traffic Safety Administration des États-Unis est revenue sur sa décision d'abroger la règle exigeant que les camions remorques dotés de systèmes de freins antibloquage soient munis d'un témoin lumineux externe indiquant un éventuel malfonctionnement du système ABS. La décision était prévue pour le 1<sup>er</sup> mars 2009, mais la NHTSA l'a reportée au 1<sup>er</sup> septembre 2009.

La règle touche tous les camions remorques dotés de freins à air comprimé et est une exigence de la norme FMVS 121. Cette décision a été prise à la suite des instances présentées par la Commercial Vehicle Safety Alliance qui insistait sur la nécessité de conserver cette règle et non pas de l'abroger.

Ce témoin lumineux a pour objet d'avertir le conducteur, les inspecteurs routiers fédéraux et d'État et le personnel d'entretien de l'éventuel mauvais fonctionnement du système ABS installé sur une remorque.

La norme CMVSS 121 du Canada renferme une disposition semblable à l'alinéa 5.2.3.3a). La date stipulée dans notre norme CMVSS 121 renvoie au 1<sup>er</sup> mars. On s'attend à ce que Transports Canada emboîte le pas aux autorités américaines et conserve cette exigence. L'AETC informera ses membres et les acteurs de l'industrie quand le calendrier du changement sera publié.

## LES MODIFICATIONS APPORTÉES À LA LOI SUR LA SÉCURITÉ AUTOMOBILE ET LE DNT 118, LE NOMBRE DE PLACES DEVANT INCLURE L'ESPACE OCCUPÉ PAR UNE CHAISE ROULANTE ET AUTRES CHANGEMENTS MINEURS

Le ministère des Transports a révisé le Document de normes techniques (DNT) n° 118, *Systèmes de glace, de séparation et de toit ouvrant à commande électrique*. Ce DNT stipule que, à compter du 1<sup>er</sup> octobre 2008, tous les systèmes de glace, de séparation et de toit ouvrant à commande électrique installés sur une motocyclette à habitacle fermé, une voiture de tourisme, un véhicule à trois roues ou un véhicule de tourisme à usages multiples ou un camion d'un PNV d'au plus 4 536 kilos doivent se conformer à des critères de performance d'activation involontaire.

On peut se procurer des copies de la révision 1 du DNT 118 sur Internet, à l'adresse [www.tc.gc.ca/acts-regulations/regulations/crc-c1038/menu.htm](http://www.tc.gc.ca/acts-regulations/regulations/crc-c1038/menu.htm). Toute demande de renseignements doit être adressée à Ghislain Lalime, agent de l'élaboration des règlements, Division des normes et règlements, Direction générale de la sécurité routière et de la réglementation automobile, ministère des Transports, 275, rue Slater, Ottawa (Ontario) K1A 0N5, 613-998-1959 (téléphone),

*Suite à la page 38*

Continued from page 35

designated seating capacity to include the space designed for use by a person in a wheelchair. This new means of calculating the designated seating capacity is required to properly establish the prescribed class of a vehicle that has several wheelchair spaces.

This amendment proposes a number of minor adjustments to the existing Regulations to correct inconsistencies between the English and French versions, make clarifications

of intent, and reflect new technology such as:

- Updating the references in several Canadian safety standards to allow manufacturers to use more recent versions of industry standards such as the American Society for Testing and Materials (ASTM) standards;
- Amending the Canadian safety standard 305, *Electrolyte Spillage and Electrical Shock Protection*, which prescribes crash testing requirements for electric vehicles, by clarifying the

minimum voltage to identify an electric vehicle which requires testing, distinguishing between direct and alternating electric circuits and also updating its expiration date for a further five-year period. This change would offer more flexibility to manufacturers to implement new technology; and

- Amending section 401 so that it refers to the definition “back door” (*porte arrière*) noted in the Technical Standards Document 401.

This amendment would introduce a new means of calculating the designated seating capacity of a vehicle to include the space designed for use by a person in a wheelchair. This would assist in properly classifying vehicles equipped with any space designed for use by a person in a wheelchair. The space required for a wheelchair limits the seating capacity of a vehicle, which is one of the variables used to determine its vehicle class. This amendment proposes that, for the purpose of calculating the designated seating capacity of a vehicle in order to establish its prescribed class, any space designed for use by a person in a wheelchair would be considered equivalent to four designated seating positions.

### BC CLAMPS DOWN ON ADDITIONAL COMMERCIAL VEHICLE LIGHTING

British Columbia's Commercial Vehicle Safety & Enforcement issued a bulletin May 19, 2009 regarding Additional Commercial Vehicle Lighting. It applies to commercial vehicles operating on highways and subject to British Columbia Motor Vehicle Act (MVA) and Motor Vehicle Act Regulation (MVAR) requirements.

Commercial vehicles are being equipped with additional or secondary brake, tail, and rear turn signal light devices installed higher than the permissible 1.83 m, as stated in Motor Vehicle Act Regulation Division 4 requirements for these devices. For the purposes of inspection and enforcement, vehicles must meet the minimum regulatory standards for all lighting in accordance with MVAR Division 4. There are

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circumstances where additional or secondary devices can be installed higher than 1.83 m, however, conditions do apply.

Contact Brian Kangas, Program Coordinator, Vehicle Safety & Standards at (250) 953-4008 or brian.kangas@gov.bc.ca for more information.

### BC'S LIFT AXLE & TRAILER CONNECTION REQUIREMENTS WERE AMENDED AS OF APRIL 30, 2009

**Lift Axles** - Vehicles with a control for varying the weight on an axle or group of axles cannot (without a permit) operate on a highway unless the control is an automatic lift axle. It must be equipped with an on/off control to operate the lift device and with a status light \*visible from the cab\* to indicate when the device is activated. The full version of BC Commercial Transport Regulation Section 7.11 can be viewed at the following web location. [www.bclaws.ca](http://www.bclaws.ca)

**Trailer Connections and Towed Vehicles** - Coupling devices connected to trailers and towed vehicles must now have a "breaking strength of not less than the gross weight of the vehicle or vehicles being towed" (except where the coupling device is a fifth wheel and kingpin assembly used to couple a semi-trailer to a truck tractor).

The full version of BC Motor Vehicle Act – Regulations Division 7 - Section 7.07 can be viewed at the following web location. [www.bclaws.ca](http://www.bclaws.ca)

### ALBERTA AMENDS SAFETY AND EQUIPMENT REGULATIONS

Alberta's new Commercial Vehicle Safety Regulation came into effect on July 1, 2009, and included changes to the Vehicle Equipment Regulation. Highlights of interest to CTEA members are:

- Modified vehicles (manufactured on or after January 1, 2012) will need a new compliance label or a mechanical fitness certificate issued by a qualified professional engineer;
- A commercial vehicle must have brakes on all wheels (including

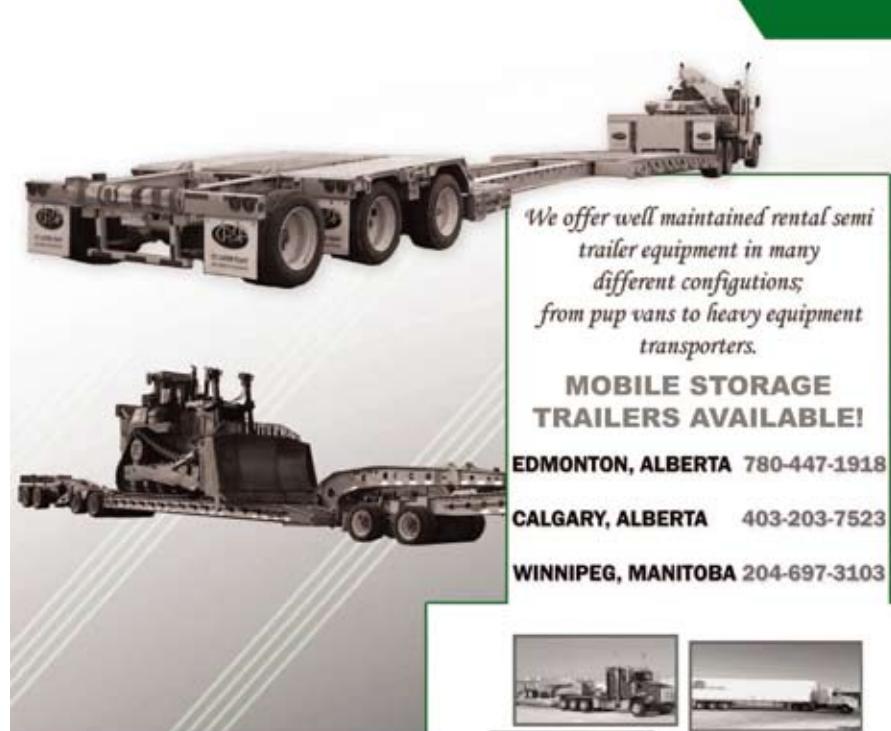
trailers) except where the vehicle is exempted by the Motor Vehicle Safety Act or the Traffic Safety Act; and

- A single-axle trailer (other than a semi-trailer) is prohibited from carrying petroleum products on a highway when the tank has a capacity of 3,000 litres or greater for flammable liquids or 450 litres or greater for flammable gas.

Go to [www.transportation.alberta.ca/3.htm](http://www.transportation.alberta.ca/3.htm) for more information.

### PROGRAM TO FUND RECYCLING OF TIRES AFFECTS ONTARIO VEHICLE MANUFACTURERS

Ontario's Tire Stewardship (OTS) program is a new mandatory requirement for all Ontario domiciled companies who import tires, whether for installation on new or used vehicles. This includes those who import vehicles with new tires installed into the province of Ontario. Note that this is for all new tires imported into Ontario, not

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just from outside Canada. It took effect on September 1, 2009.

Vehicle manufacturers, defined as Stewards in the program, have an obligation to collect a mandatory fee per tire, including GST, that must be remitted to the OTS along with a report each month. The fee is dependent on tire size, specified in a Guidebook.

Ontario Tire Stewardship (OTS) is an Industry Funding Organization implementing and operating the approved Used Tires Program (UTP), a province-wide scrap tire solution for on-road and off-road tires supplied into the Ontario market. The UTP diverts discarded tires away from burning for fuel and landfilling to 3Rs (Reduce, Reuse, Recycle) processing and uses. For details of this program please go to the OTS website at [www.ontariots.ca](http://www.ontariots.ca).

## ONTARIO'S LCVS HIT THE ROAD IN AUGUST

The first Long Combination Vehicles (LCVs)—tractors drawing two full-size trailers—began operating in Ontario in August, under a pilot program with stringent standards. The Ministry of Transportation has allowed this limited trial to protect other road users.

Ontario's LCV standards are described as the toughest in North America. There are regulations about inclement weather, for example. Only “gold-star” trucking company are considered and standards for driver training have to be upheld.

There are significant economic and environmental benefits to using two 16-metre trailers instead of one. Up to 100 LCVs will be allowed to operate during the pilot program.

## RED AND WHITE REFLECTIVE TAPE ON TRAILERS IS MANDATORY IN USA

June 1 was the final day of the “grandfathering” period that allowed older trailers to be marked by anything other than red-and-white tape or reflectors. The rules apply to any trailers over 80 inches wide, except mobile offices or homes. Any colors other than Red-and-white reflective materials on the sides and lower rear of trailers means you are non-compliant.

There is one exception; trailers built before December 1, 1993, still do not need conspicuity treatments on the rear underride guard.

## NHTSA RULE TO CUT TRUCK TRACTOR STOPPING DISTANCE BY 30 PERCENT

The National Highway Traffic Safety Administration will require a cut of 30 percent in the allowable stopping distance for the majority of new trucks beginning in 2011.

Heavy truck tractors will need to stop in not more than 250 feet when loaded to their gross vehicle weight rating and tested at a speed of 60 miles per hour. Currently trucks must stop within 355 feet.

Heavy tractors must stop within 235 feet at their lightly loaded vehicle weight, which is defined as, the weight of the unloaded vehicle plus 396 pounds for the driver and instruments.

NHTSA says three-axle tractors weighing less than 59,600 pounds must meet the new stopping distance by Aug. 1, 2011. Two-axle tractors and tractors weighing 59,600 pounds or more must meet the new standard by Aug. 1, 2013.

The rule applies only to truck tractors. Single-unit trucks, trailers and buses are not affected. ●

*Suite de la page 35*

613-990-2913 (télécopieur), ghislain.lalime@tc.gc.ca (courriel).

Cette modification proposée apportera diverses modifications mineures au *Règlement sur la sécurité automobile* en vue de clarifier et de corriger divers règlements existants. De plus, cette modification introduirait une nouvelle méthode de calcul du nombre de places de manière à inclure l'espace destiné à une personne en fauteuil roulant. Cette nouvelle méthode de calculer la capacité est nécessaire pour établir clairement la classe prescrite d'un véhicule qui comporte plusieurs espaces pour chaises roulantes.

Cet amendement propose un certain nombre de rajustements mineurs au Règlement existant de manière à remédier à des incohérences entre les versions anglaise et française, apporter des précisions quant à l'intention et tenir compte de nouvelles technologies, notamment :

- Mise à jour des références dans plusieurs normes de sécurité canadienne pour permettre aux fabricants d'utiliser des versions plus récentes des normes industrielles comme les normes ASTM (American Society for Testing and Materials);

- Modification de la norme de sécurité canadienne 305, *Déversement d'électrolytes et protection contre les chocs électriques*, qui prescrit des exigences relatives aux essais de collision pour les véhicules électriques, en précisant le voltage minimum pour identifier un véhicule électrique exigeant de tels essais, pour faire la distinction entre les circuits électriques à courant continu ou alternatif et aussi en faisant une mise à jour de la date d'échéance en reconduisant la norme pour une nouvelle période de cinq ans. Ce changement donnera aux fabricants une plus grande souplesse pour la mise en oeuvre de nouvelles technologies;

- Modification de l'article 401 pour intégrer la définition de « porte arrière » (*back door*) énoncée dans le Document de normes techniques 401.

Cette modification introduirait une nouvelle méthode de calcul du nombre de places d'un véhicule pour tenir compte de l'espace destiné à une personne en fauteuil roulant. Cela aiderait à établir la classification des véhicules équipés d'un espace conçu pour une personne en fauteuil roulant. L'espace nécessaire pour un fauteuil roulant limite le nombre de places assises dans un véhicule, ce qui est l'une des variables utilisées pour déterminer la classe du véhicule. Il est proposé, aux fins du calcul du nombre de places assises d'un véhicule en vue d'établir la classe du véhicule, que tout espace conçu pour être utilisé par une personne en fauteuil roulant soit considéré l'équivalent de quatre places assises.

## LA COLOMBIE-BRITANNIQUE LIMITÉ L'ÉCLAIRAGE ADDITIONNEL DES VÉHICULES COMMERCIAUX

Le Service de sécurité et de conformité des véhicules commerciaux de Colombie-Britannique a publié le 19 mai 2009 un bulletin sur l'éclairage

additionnel permis sur les véhicules commerciaux. Cela s'applique aux véhicules commerciaux circulant sur les routes et assujettis aux exigences de la *Loi sur les véhicules automobiles* et du *Règlement sur les véhicules automobiles* de Colombie-Britannique.

Certains véhicules commerciaux sont munis de dispositifs d'éclairage additionnels pour les freins, les feux de position arrière et les clignotants arrière qui sont installés plus haut que la limite admissible de 1,83 mètre, tel que prescrit dans le *Règlement sur les véhicules automobiles*. Aux fins de l'inspection et de la conformité, les véhicules doivent se conformer aux normes réglementaires minimales pour tous les dispositifs d'éclairage en conformité de la division 4 du *Règlement sur les véhicules automobiles*. Dans certaines circonstances, des dispositifs d'éclairage additionnels peuvent être installés plus haut que 1,83 mètre; cependant, certaines conditions s'appliquent.

Pour de plus amples renseignements, communiquez avec Brian Kangas, coordonnateur du programme, Sécurité et conformité des véhicules, au numéro 250-953-4008, ou à l'adresse [brian.kangas@gov.bc.ca](mailto:brian.kangas@gov.bc.ca).

## LES EXIGENCES DE COLOMBIE-BRITANNIQUE RELATIVES AUX ESSIEUX À DISPOSITIF DE LEVAGE ET AUX DISPOSITIFS D'ATTELAGE DES REMORQUES ONT ÉTÉ MODIFIÉES EN DATE DU 30 AVRIL 2009

**Essieux à dispositifs de levage —** Les véhicules dotés d'une commande permettant de faire varier le poids exercé sur un essieu ou un groupe d'essieux ne peuvent pas (en l'absence d'un permis) circuler sur une route à moins que la commande ne soit un dispositif automatique de levage d'essieux. Le véhicule doit être muni d'un interrupteur permettant d'actionner le dispositif de levage et d'un témoin lumineux visible de la cabine indiquant si le dispositif est activé. On peut lire le texte intégral de l'article 7.11 du *Règlement sur le transport commercial* de Colombie-Britannique à l'adresse Web location. [www.bclaws.ca](http://www.bclaws.ca).

**Dispositifs d'attelage de remorques et véhicules remorqués —** Les dispositifs d'attelage pour remorques et véhicules remorqués doivent maintenant avoir « une résistance à la rupture au moins égale au poids brut du véhicule ou des véhicules remorqués » (sauf si le dispositif est une sellette d'attelage servant à attacher une semi-remorque à un véhicule tracteur).

On peut consulter le texte intégral de l'article 7.07 du *Règlement sur les véhicules automobiles* de Colombie-Britannique à l'adresse Web [www.bclaws.ca](http://www.bclaws.ca).

## L'ALBERTA MODIFIE LE RÈGLEMENT SUR LA SÉCURITÉ ET L'ÉQUIPEMENT

Le nouveau *Règlement sur la sécurité des véhicules commerciaux* de l'Alberta est entré en vigueur le 1<sup>er</sup> juillet 2009 et comporte des modifications au *Règlement sur l'équipement des véhicules*. Voici les faits saillants susceptibles d'intéresser les membres de l'AETC :

- Les véhicules modifiés (fabriqués le ou après le 1<sup>er</sup> janvier 2012) devront être munis d'une nouvelle étiquette

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- de conformité ou d'un certificat de conformité mécanique émis par un ingénieur professionnel compétent;
- Un véhicule commercial doit être muni de freins sur toutes les roues (y compris les roues des remorques) sauf lorsque le véhicule en est exempté par la *Loi sur la sécurité des véhicules automobiles* ou la *Loi sur la sécurité routière*;
- Une remorque à essieu unique (autre qu'une semi-remorque) ne peut transporter des produits pétroliers sur une route lorsque la citerne a une

capacité de 3 000 litres ou plus de liquides inflammables ou 450 litres ou plus de gaz inflammables.

Pour de plus amples renseignements, consultez le site [www.transportation.alberta.ca/3.htm](http://www.transportation.alberta.ca/3.htm).

### LE PROGRAMME DE FINANCEMENT DU RECYCLAGE DES PNEUS TOUCHE LES FABRICANTS DE VÉHICULES DE L'ONTARIO

Le Programme sur la gestion des pneus de l'Ontario est une nouvelle exigence

obligatoire pour toutes les compagnies domiciliées en Ontario qui importent des pneus, que ce soit pour l'installation sur des véhicules neufs ou usagés. Cela comprend tous ceux qui importent des véhicules munis de pneus neufs dans la province de l'Ontario. À noter que cela s'applique à tous les pneus neufs importés en Ontario, pas seulement de l'extérieur du Canada. Cette exigence entre en vigueur le 1<sup>er</sup> septembre 2009.

Les fabricants d'automobiles, qualifiés d'intendants dans le programme, ont l'obligation de percevoir des frais obligatoires par pneu, y compris la TPS, qui doivent être remis au programme OTS chaque mois, de même qu'un rapport. Les frais dépendent de la taille du pneu, précisée dans un manuel.

Le programme Ontario Tire Stewardship (OTS) est une organisation financée par l'industrie qui met en oeuvre et exploite le Programme de pneus usagés(UTP), solution appliquée à la grandeur de la province pour la mise au rancart des pneus destinés aux véhicules routiers et hors route sur le marché de l'Ontario. Le programme UTP récupère les pneus destinés à être brûlés au profit d'un programme 3R (Réduire, Réutiliser, Recycler). Pour de plus amples détails sur ce programme, consultez le site Web de OTS [www.ontariots.ca](http://www.ontariots.ca).

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### LES TRAINS ROUTIERS PRENNENT LA ROUTE EN ONTARIO EN AOÛT

Les premiers trains routiers — tracteurs tirant deux remorques pleine grandeur — ont commencé à circuler sur les routes de l'Ontario en août, dans le cadre d'un projet pilote assujetti à des normes rigoureuses. Le ministère des Transports a permis cet essai d'une durée limitée pour protéger les autres utilisateurs des routes.

Les normes de l'Ontario pour les trains routiers sont considérées les plus rigoureuses en Amérique du Nord. Elles comportent par exemple des dispositions sur le mauvais temps. Seules les compagnies de camionnage ayant une réputation sans tache sont

admissibles et il faut respecter des critères pour la formation des chauffeurs de ces camions.

Le fait d'utiliser deux remorques de 16 mètres au lieu d'une seule comporte d'importants avantages économiques et environnementaux. Jusqu'à 100 trains routiers pourront circuler sur les routes dans le cadre du programme pilote.

### **LE RUBAN RÉFLÉCTEUR ROUGE ET BLANC EST OBLIGATOIRE SUR LES REMORQUES AUX ÉTATS-UNIS**

Le 1<sup>er</sup> juin était le dernier jour de la période des « droits acquis » permettant d'identifier les anciennes remorques à l'aide de réflecteurs autres que le ruban ou les réflecteurs rouge et blanc. Les règles s'appliquent à toute remorque de plus de 80 pouces de largeur, à l'exception des bureaux ou

maisons mobiles. Quiconque circule avec une remorque munie de matériaux réflecteurs de couleur autre que rouge et blanc sur les côtés et la partie inférieure n'est pas conforme au nouveau règlement.

Il y a une exception : les remorques fabriquées avant le 1<sup>er</sup> décembre 1993 n'ont toujours pas besoin de dispositifs d'amélioration de la perceptibilité sur la barre arrière de protection contre l'encastrement.

### **LA NHTSA RÉDUIT DE 30 P. 100 LA DISTANCE D'ARRÊT POUR LES SEMI-REMORQUES**

La National Highway Traffic Safety Administration imposera une réduction de 30 p. 100 de la distance d'arrêt admissible pour la majorité des nouveaux camions à partir de 2011.

Les semi-remorques lourds devront pouvoir s'arrêter en 250 pieds au maximum lorsqu'ils sont chargés à hauteur de leur poids nominal brut, à une vitesse de 60 milles à l'heure. Actuellement, les camions doivent s'arrêter en moins de 355 pieds.

Les tracteurs lourds doivent s'arrêter en 235 pieds à leur poids nominal léger, qui est défini comme le poids du véhicule non chargé plus 396 livres pour le conducteur et les instruments.

La NHTSA stipule que les tracteurs à trois essieux pesant moins de 59 600 livres doivent respecter la nouvelle distance d'arrêt au plus tard le 1<sup>er</sup> août 2011. Les tracteurs à deux essieux et les tracteurs pesant 59 600 livres ou plus doivent respecter la nouvelle norme au plus tard le 1<sup>er</sup> août 2013.

La règle s'applique seulement aux véhicules tracteurs. Les camions non articulés, les remorques et les autobus ne sont pas visés. ●



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## PHIL LAROCHELLE ÉQUIPEMENT

Inc. designs high quality specialized equipment for trucks. Years of experience compounded with valuable feedback from their customers has given them an expertise in being competitive, and building durable products that are known for their efficiency and performance.

The company's design and engineering team works using the latest available CAD technology and develops equipment that is known for its modular, modern and optimized conception that addresses ease of maintenance and cuts down on costs of ownership. With flexible methods of engineering and a wide variety of available options, the company's mission is to offer the integration of customized snow and ice control solutions that suits the customer's specifications and needs.

### Work of heart and steel

A passion driven quest from one generation to the next, Phil Larochelle

Équipement Inc. is a Quebec-based third generation owned company that traces its roots back to 1932. It was then that Louis Philippe Larochelle, an electrician by trade, along with his father, pioneered the family business under the name of Garage Larochelle et Fils Enr. The company started out with electric services and auto repair, as well as horse trading.

Over the next 50 years, the company would shift to truck repair and distribution of dump bodies and hydraulic hoists

It was in 1956 that Louis Philippe Larochelle started his endeavour in the manufacturing business and founded Phil Larochelle Équipement Inc. This new entity would, from now on, specialize in equipment manufacturing and truck parts distribution. This same year Louis Philippe married Raymonde Plamondon, who became the company's co-founder and a prominent cornerstone of the company.

The next few years were marked by growth in market share and the development of numerous products sold under the "Larochelle" registered trademark. Among other accomplishments, Phil Larochelle Équipement Inc. became the first to manufacture, in the Quebec province, the all-steel dump body designed for heavy road work and later on the "V-box" hopper spreader designed for winter road maintenance. Similarly, the Larochelle semi-dump trailer appeared for the first time in the 70s. Just like the Larochelle snow and ice control equipment, this innovative product became a landmark and greatly contributed to the growth and the notoriety that the company continues to enjoy today.

The founder's son, Bernard Larochelle, having grown up and participated in the company, took

over ownership in 1977. At the same time, the company experienced the highest level of growth in its history, which paved the way for Phil Larochelle Équipement Inc. to become an industry leader in Eastern Canada and the United States.

President, Bernard Larochelle, enjoys the presence of a strongly established third-generation management team composed of his three children, Annie, Philippe and Vincent. The commitment of the third generation-led team to the company's success is motivated by the challenges and the technological turnabout that the industry has taken.

It is the every day dedication and efforts that now serve to write this new chapter of the on-going Larochelle history. Today, private contractors, municipalities and government agencies continue to benefit from the ever-expanding Larochelle product line and service network through local representation.

### A statement of quality

ISO 9001 certified, Phil Larochelle Équipement Inc., is committed to customer satisfaction by providing products and services that meet customers' needs with a competitive edge. The company also takes pride in the unmatchable expertise in truck equipment installation it holds, that has earned the company the National Safety Mark issued by Transport Canada. The commitment to serving customers extends to holding a complete inventory of replacement parts available throughout our network.

"We aim at being the best at what we do, not becoming the biggest. We love what we do, and that's why we are good at it. The company's dedication to innovation, long-term vision and an unfailing commitment to its clients, passed on from generation to generation, now makes Phil Larochelle Équipement Inc. a leader in the industry, offering reputable experience and keen expertise breaking new ground towards success," says Annie Larochelle.

Phil Larochelle Équipement Inc.: industry leaders by example that is second to none. ●





**Kevin Roberton**  
Pres/Co-Owner

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### Dana's new medium-duty axle line

The Spicer S140 series single reduction axles replace all previous 17,000- to 19,000-lb Spicer drive axles. They can be spec'd on any make and model straight truck chassis with gross axle weight ratings of up to 19,000 lbs.

Dana promises the S140 will improve fuel mileage, reduce maintenance costs and increase driver comfort. These axles are intended to help medium-duty fleet managers optimize the productivity of their fleets. Here's how:

- They are 85 lbs lighter than the models they're replacing;
- They boast an initial lube drain interval of 250,000 miles; and
- They use 32 percent less lubricant.

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



### Grote's LightForm™ is a thin, flexible sheet of LED light

Grote Industries unveiled its breakthrough LightForm™ technology in early 2009. Grote expects LightForm™ will "change the shape, design and application of interior and exterior vehicle lighting". At less than 1 millimetre thick, LightForm™ is a highly-advanced, thin-film, solid-state lighting device.

Mounting a LightForm™ lamp can be quickly accomplished via a peel-and-stick method, using the familiar adhesive now found on conspicuity tape and other similar products. And the company claims it can achieve the same FMVSS 108 photometric requirements for a P2-rated marker lamp, with just two percent of the material used in a traditional LED lamp. It saves time too, eliminating the installation cost and time associated with drilling holes, affixing mounting brackets and utilizing traditional fasteners.

The first commercial application of LightForm™ is expected to be a P2 marker lamp. Watch for it before the end of the year.

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



### Truck-Lite's new penny size license lamp

Truck-Lite claims their new 33 Series license lamp is the world's smallest LED license lamp. The penny size lamp offers heavy duty trucks and trailers greater efficiency, coupled with the latest in white diode technology LED lighting extends lamp life and overall cost savings. This single diode license lamp's low profile minimizes physical damage, typical for its application, and gives off less heat to avoid issues that stem from heat entrapment.

Other features of this 12v mini-license lamp are:

- It does not require a bracket;
- The grommet mount lamp can be installed directly into the vehicle; and
- It offers easy side or top mount application options.

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



### Haldex announces new full function ABS valve

Haldex Commercial Vehicle Systems has a new product which works with the patented Haldex PLC Select 1M and 2M

Full Function ABS System applications. The new Full Function ABS (FFABS) now has a pre-installed combination nipple which accommodates either 1/2" or 3/4" reservoir ports. This product not only expedites service replacement, it also reduces inventory since the combination nipple works for two different sized ports.

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



### Ridewell Expands 260 Series Suspension Line

Ridewell has released two new RAR-260 30K suspensions. The design of this line of trailer air-ride suspensions is comparable to Ridewell's existing RAR-240 30K overslungs and has been validated by successful fatigue testing. The existing u-bolt kit 6040058 is compatible with these suspensions, and the following part numbers are now available for order:

- 2600915 - 15" - 16" mounting height, weld-on; and
- 2600917 - 17" - 18" mounting height, weld-on.

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

### Webb Wheel offers new hydraulic disc brake rotor to aftermarket

Webb Wheel Products, Inc. Aftermarket Business Unit has released a new hydraulic disc brake rotor, part number 54773P-65, for front and rear truck applications with ABS. The 10-hole 54773P-65 weighs 38 lbs. with a 6.00" pilot diameter and 7.25" bolt circle diameter.

Webb offers a wide range of "U" and "HAT" type rotors manufactured in the U.S. for hydraulic disc brake school bus, medium and light truck, and RV chassis applications. Made from a high grade of cast iron these rotors ensure long service life and maximum performance.

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



### SAF-Holland's new air suspension for van and reefer trailers

SAF-Holland NEW SAF CBX40 air suspension system is intended to meet the demands of van and reefer trailers. The combination of the former SAF and Holland companies helped leverage their key technologies to create an advanced solution for two unique North American markets.

The CBX40 incorporates a high-strength slider box featuring the company's QwikRelease pin pull for easy slider adjustments. It also includes SwingAlign, which the company says allows for fast and convenient axle alignment. The CBX40 also features cast beam trailing arm construction to deliver both strength and weight reduction. SAF-Holland says the disc brake option offers performance enhancements over competitive disc brake designs. The Integral-Disc option features a proprietary bi-metallic casting process which mechanically combines the rotor and adapter-flange into a single rotor assembly. Reportedly this process makes it more resistant to hot spots and deformation.

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



### Phillips Industries' new STA-LOCK™ Gladhand stays connected

Phillips Industries describes their newest product as the perfect choice to ensure a secure trailer gladhand connection when space is tight and reduced weight is a goal. The new STA-LOCK™ Gladhand combines a light weight aluminium body with a cast iron connector plate. The heavy duty connector plate includes a spring-loaded, stainless steel ball bearing that provides a positive lock for gladhand mating.

The "locking" dimple on standard gladhands can flatten out over time leading to a lower breakaway threshold. Additionally, road vibration and turning can cause enough pressure to uncouple the gladhands. Heavy duty cast iron gladhands can be heavy and bulky, and often do not fit on trailers with space constraints. The Phillips STA-LOCK™ Gladhand solves both problems with the right blend of strength and size, offering a single product ideal for any trailer operation.

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

### ||||LITE-CHECK



**DETECTOR 902**

### LITE-CHECK's new DETECTOR 902 is priced for current market conditions

LITE-CHECK LLC has created a new precision tester option for cost-conscious trailer manufacturers. The new DETECTOR 902 test instrument is focused on very efficient test and inspections of the electrical and air/air-brake systems on trailers at a reduced cost of 30 percent. LITE-CHECK believes the DETECTOR is priced to be the right product for current market conditions.

The DETECTOR is very simple to operate using either the front panel switches or the full function remote control. One pass around the trailer with the remote allows the technician to turn on any light circuit or perform a full brake operation with air test while at the axle. The software identifies electrical faults by displaying the conditions on a digital display and sounding alarms unique to each type of fault.

[www.lite-check.com](http://www.lite-check.com)



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## CTEA supports new Vocational Truck & Equipment Expo as part of Truck World 2010

CTEA has teamed up with Truck World organizers, Newcom Business Media Inc., to support and promote a new exhibit area that will run alongside Truck World in 2010. The *Vocational Truck & Equipment Expo* will fulfill a CTEA dream to have a dedicated vocational truck and equipment exposition in Canada. This relationship with Truck World allows exhibitors and visitors to maximize their savings and time by combining two related shows under the same roof at the same time.

"Truck World is a premier event and provides an excellent opportunity to showcase the Canadian Transportation Equipment Association. The CTEA brings an exciting new flavour to the event since our members truly shine when it comes to specialized truck and trailer equipment," said Don Moore, Executive Director of the CTEA.

In this new venue the Association will offer industry related seminars for specialty vehicle manufacturers and end users. End users in particular need to understand that truck upfitters need special technical skills and knowledge to put a safe and compliant vehicle on the road. This exhibit will ensure they know how to make the right decisions.

Watch for more news in the coming months. We are excited about the opportunities this new event and relationship offer both the Association and our Members.

### Join us there!

**Truck World 2010 / Vocational Truck & Equipment Expo**  
**April 15 – 17, 2010**  
**The International Centre**  
**6900 Airport Road, Mississauga (Toronto)**

### Dominic Grote becomes President of family-owned Grote Industries

**Grote Industries** has appointed Dominic Grote as the company's new President. Dominic is the fourth generation of the Grote family to lead the 108-year-old company. He replaces Eric Morris, who agreed to step down as President to take a new position as the company's Director of Accessory Markets.

Dominic Grote started his career with the family-owned company in 1993 and has held various management positions in sales, marketing and product development.

"Continuity and intelligent succession planning have been keys to our long-term success as a closely-held business," said Grote Industries' chairman and CEO, William D. Grote III.

### Michael Militello takes helm of Ultron Lift Corp. and Waltco

Michael Militello, President of **Ultron Lift Corp.**, has been named President of **Waltco**. Both liftgate companies are owned by parent company, **Cargotec** of Helsinki, Finland. He succeeds Rod Robinson who retired. Militello will oversee operations, strategic planning and annual financial performance of both companies.

### Webb claims adapting to 30 percent shorter stopping distances can easily be met by use of drum brakes

**Webb Wheel Products, Inc.** is confident it can meet the new 30 percent shorter stopping distances expected by NHTSA (see Regulatory Update for details) with economical drum brake solutions. The company knew the announcement would eventually arrive and got their R&D team working on solutions using existing technology.

While the industry awaited NHTSA's notice, some manufacturers had speculated that disc brakes would be the ideal solution. However, Webb Wheel stated in a recent release, "for most vehicle operators, upgrading to larger and/or wider S-cam drum brake sizes is a viable alternative to air disc brakes."

Webb Wheel Products has a wide selection of brake drums for these applications and their Vortex brake drum technology offers additional benefits. Webb has applied Vortex technology to its newly designed steer axle and wide drive axle brake drums specifically to meet the new stopping

distance regulations without weight penalties over the existing standard drums.

In addition to the lower initial cost of specifying vehicles with drum brakes capable of meeting the new stopping distances rather than changing to air disc brakes, commercial vehicle operators and repair facilities are familiar with the easy removal and replacement of today's outboard mounted brake drums, making servicing them economical as well. Replacement air disc rotors are significantly more expensive than brake drums and because they are inboard mounted, the hub must be removed during service.

Webb Wheel noted in their release that a, "new regulation can often mean new costs and complications for end users, but in this case Webb has an answer that will not only meet the new federal requirements, but will actually save our customers significant replacement and maintenance cost over the life cycle of their fleet vehicles."

### Timpte Trailers celebrated its 125th anniversary in July

**Timpte Trailers Inc.** celebrated its 125th anniversary July 17, 2009 at its corporate office and production facility in David City, Nebraska. On hand were the board of directors, management team, dealer and branch personnel, customers, suppliers, employees, families, and guests. Over 2,000 people attended the celebration. The event featured food, refreshments, music, trailer displays, kids games, factory tours, prizes and horse-drawn wagons.

Timpte bulk commodity trailers are sold through a network of branches and dealers throughout the United States and Canada.

## Free "Wheel End Safety" video helps prevent wheel-offs

**Michelin** and the **Tire Industry Association** (TIA) teamed up to produce a safety video aimed at helping fleets prevent wheel-off situations. Their 20-minute "Wheel End Safety" video is designed for maintenance personnel and drivers and is available as a free download at [www.tireindustry.org](http://www.tireindustry.org) and [www.michelintruck.com](http://www.michelintruck.com).

The video addresses wheel-off and wheel-end fire prevention and the dangers of welding on rims and includes dramatic footage that clearly demonstrates the risks to this dangerous practice. The video has dramatic footage of the impact a wheel-off incident can have on a passenger vehicle. The incident was filmed in a controlled environment at Michelin's Laurens Proving Grounds in South Carolina.

Fleets are being encouraged to use the video to educate drivers, maintenance personnel and tire service providers.

## Dana's new President is James Sweetnam

**Dana Holding Corp.** has named James Sweetnam as its new President and CEO. He replaces John Devine, who will continue as the company's executive chairman. Sweetnam joins Dana after more than 11 years at Eaton Corp.

## Welcome to CTEA's Recent New Members

These companies joined since the last CTEA Today was published.

They are listed in our online Directory at [www.ctea.ca](http://www.ctea.ca).

### April 2009

Consbec Inc., Val Caron ON  
Kerr Trailers Soudure Kerr Inc., Cookshire QC  
Simon Beauregard (1983) Inc., St. Damase QC  
T.D.L. (West) Spring & Suspension Truck-Trailer Repairs Inc., Carp ON

### May 2009

Dynahyd Roll Off Systems, Concord ON  
Euroway Industrial Service Co. Ltd., Winnipeg MB  
Machinerie L'Äpine inc., Ste-Brittique QC  
Timberland Equipment Limited, Woodstock ON

### June 2009

Hi Q Fabrication Ltd., Milner BC  
T Two Industries Ltd., High River AB  
Tornado Technologies Inc., Stettler AB

### July 2009

C & M Assemblies Inc., London ON

### August 2009

ERL Enterprises Ltd., St. John's NL  
Les Entreprises Damris inc., St-Antonin QC  
Summit Trailer Ltd., Edmonton AB  
TICO Canada Intermodal Equipment Solutions Inc.,  
Oakville ON  
Treadwell Van Outfitters, Markham ON  
Truck Equipment & Service Co. Ltd., Scarborough ON  
**September 2009**  
Allianz Madvac, Boucherville QC  
Ace Rivet & Fastener Inc., Brampton ON  
Flint Energy Services Ltd., Bonnyville AB



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## Introduction

The CTEA is a not-for-profit trade Association that represents and serves its Member companies. Our funding is derived from annual membership dues and the delivery of programs and services. Our programs and services are tailored to enhance Member's manufacturing capabilities and/or help them conform to the *Canada Motor Vehicle Safety Act and Regulations*.

## About our Members

The CTEA membership is comprised of companies concerned with most aspects of the commercial vehicle manufacturing industry including:

- Truck chassis/body, van, trailer and specialty vehicle manufacturers (80.1 percent);

As well as other vital companies providing products/services to the industry, such as:

- Component Suppliers (12.7 percent);
- Consultants to the Industry (1.8 percent);
- Truck and trailer dealers/distributors (3.4 percent); and
- Engineering Consultants (1.4 percent).

## National Safety Mark/Pre-clearance Application and Guidance

This is a service we offer to the industry at no charge. Our staff determines what a caller's needs are and sends information as it is required. For example, they can receive Transport Canada's NSM or the pre-clearance (foreign manufacturers) Application, and FAQ for trucks/truck tractors or trailers and related background information. We also email manufacturers links to related content on Transport Canada's website. This includes the *Motor Vehicle Safety Act and Regulations*, technical standards documents and test methods, lighting charts, etc.

# The Benefits of CTEA Membership

## CTEA OFFERS THE FOLLOWING PROGRAMS

### Compliance orientated programs:

#### 1. JOB-FILE® III Program:

The **JOB-FILE®** is a voluntary industry protocol used by intermediate or final-stage manufacturers, or vehicle alterers, to demonstrate that work performed on an incomplete vehicle chassis will meet or exceed minimum requirements. **Part 1** consists of a manual. It covers topics like how to read an IVD, best practices for how to add bodies, change wheelbases and GVWRs, and add axles to incomplete vehicles, and how to set up and manage a **JOB-FILE®** system. **Part 2** is CEI-TECH Inc.'s software called **LoadXpert™**. This interactive program allows manufacturers to carry out compliance calculations for straight truck equipment and print the necessary documentation needed for proof of compliance. At least 270 licensed copies are in use.

#### 2. Cargo Anchor Point Program:

This program, created in 2000, consists of a 32-page Technical Report titled *Qualification of Cargo Anchor Points for CMVSS 905*. A new requirement in 1999, CMVSS 905, imposed a minimum strength and number of anchor points for heavy trailers without sides, like flatbeds and lowbeds. The report offers Members advice on how to design and test anchor points they either created or installed.

#### 3. Generic Parking Brake Test Program:

Created in 1995, this is the CTEA's first generic program developed through consortium testing. It offers manufacturers an economical way to comply with the parking brake requirement of CMVSS 121. Participants who use and install pre-tested axles in the program guide get the test report they need as proof of compliance required by Transport Canada compliance auditors. Trailer manufacturers are relieved from the costs involved in testing new models or variations of existing models. This

is of particular value to specialty trailer builders. Over 175 axles are listed in the program guide.

4. Rear Impact Guard Program: A new Canadian standard, CMVSS 223, took effect September 1, 2007 in Canada. All applicable trailers built in Canada after that date, or built for export to Canada, must comply with the new standard. CMVSS 223 exceeds the requirements in FMVSS 223-224. We offer three designs: a standard design; a slanted design; and a four-post design. All three designs were composed of standard steel readily available locally. A stainless steel and aluminium design are also available in the standard design only.

### Compliance orientated services:

#### 1. NSM Application Review Service:

This service was introduced in 2004 to help Members fast track their NSM Applications. Our detailed review covers all content, including verification of safety compliance calculations. It reduces the chances that an application will be rejected or delayed due to incorrect information or missing content. This is not a required service. It does offer some members the peace of mind they want to get registered as soon as possible.

#### 2. Compliance Label Program:

In 1998 the CTEA created a cost-effective Certification Label Program. This two-piece label system, developed by 3M, has helped to standardize the vehicle identification process. The labels contain a "tamper-indicating" feature. It voids the label so it can't be placed on a different vehicle. Manufacturers are required to affix labels on every vehicle they manufacture (or alter). Whether you build trucks or trailers, our diverse selection will meet your needs. Want custom labels? We started printing them in 2000. Want to print your own? Purchase blank stock. It works on laser printers. Sell vehicles in

the USA? We have labels meeting American label requirements as well.

### 3. Compliance and Risk Management Workshops:

**Workshops:** These regional workshops are open to Members and non-members. The intensive seven-hour sessions address the fundamentals, such as the importance of partnerships, limiting liabilities, what the compliance regulations cover, the importance of compliance calculations, record keeping, and compliance labelling. Participants are given an overview of the National Safety Mark application, documents and registration process, a review of the CTEA **JOB-FILE®** Manual contents and a demonstration of CIE-TECH's **LoadXpert™** software.

Since 2004 the CTEA has delivered 29 regional workshops, in 17 different cities in 8 provinces, to 592 participants.

## KEEPING YOUR BUSINESS HEALTHY

**CTEA Commercial Insurance Facility**  
Marsh, the world's leading risk and insurance services firm, has helped the CTEA develop a comprehensive insurance facility exclusively available to our Members. Due to the nature of their businesses, CTEA Members may face increased exposure to product liability, product recalls, environmental impairment, theft and fire/explosion. This requires a wide range of coverage including:

- Property: including building, stock, and equipment;
- Business interruption;
- Commercial general liability;
- Products liability;
- Crime insurance;
- Commercial auto;
- Boiler and machinery; and
- Garage liability.

## OTHER MEMBER BENEFITS

Participation in the programs and services listed above involve an additional cost. The following benefits are all included in your yearly membership fee. Please read this list carefully to get the fullest value for your investment.

**Federal and provincial regulations:** We monitor federal and provincial

regulatory activity. All content of interest to Members is communicated by email, in our print publications and online. In addition, we link both federal and provincial vehicle weights and dimensions on the Weights and Dimensions page on the CTEA website. Also refer to Lobbying and Consultation services.

**Lobbying:** The CTEA plays an advocacy role on behalf of Members. We monitor federal and provincial government policy makers for topics or issues that might have an impact on the industry. When there are formal consultations, the Association coordinates feedback from interested/affected Members. Sometimes a group will collaborate on a response and speak to the issue in person. Manufacturers get to explain to government officials what the implications of their legislation or policies mean to the affected businesses. Talk about democracy in action! Such dialogue can be an eye opening experience for policy makers.

**Consultations:** The Association often acts as a sounding board for proposed policy or legislation because our Members represent the affected or targeted constituency. In these cases the Association acts as a communicator, coordinator and facilitator. A recent example includes Ontario's safe, productive and infrastructure friendly vehicle reforms and the transition from

lift-able to steer-able axles on some trailers. The result was a collaboration that included performance testing of actual steer-able axle trailers. This outcome ensured that the new regulations were an enhancement



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to trailers, not just a compromise. Urgent industry issues often are brought to us for resolution. For example, in the 1990s a rash of wheel separation incidents, causing accidents and fatalities in Ontario, prompted the Ontario Trucking Association (OTA) to seek the Association's help. We organized a volunteer committee composed of Members building axle components to meet with the OTA. The end results were a training course and a provincial regulation requiring wheel and rim system installers and service providers to be certified.

**Industry Database:** The Association maintains a comprehensive database containing over 11,000 industry records. Access to this resource is just a call away for Members. Tell us who or what you are looking for. If your answer is there we'll find it. If it isn't, we can access a network of other organizations to expand the search. It'll just take longer. We aren't stumped too often so give us a try. The office number is (519) 631-0414.

**Online Directory and Buyer's Guide:** Members provide basic contact information and a detailed description of their business activities, products and services when they join. This information is recorded in our industry

database. This information is available 24/7 at [www.ctea.ca](http://www.ctea.ca) by clicking the "Directory" button. Frequent updates are made to reflect additions, deletions, or changes made to the database.

**Technical information:** The CTEA is a member of many other organizations and can pass on their member prices to publications they sell to our Members. We have alliances with organizations such as the Society of Automotive Engineers (SAE); Truck, Trailer Manufacturers Association (TTMA), The Technology & Maintenance Council (TMC)/American Trucking Association, The National Truck Equipment Association (NTEA), Canadian Council of Motor Transport Administrators (CCMTA), the Transportation Association of Canada (TAC), the Canadian Trucking Alliance (CTA) and others.

**Website ([www.ctea.ca](http://www.ctea.ca)):** Our website has evolved into a valuable information resource. We post important documents, news and other content of value to the industry. In particular it contains hundreds of links to valuable resources Members have found invaluable. And it's available online. Content is added or updated weekly, and more often than not, daily. What can you find? Here's a sampling:

- Federal / provincial vehicle weights and dimensions;
- Commercial vehicle recalls published by Transport Canada;
- Regulatory updates;
- A calendar of industry events; and
- Links to key web sites (Transport Canada, provincial transportation departments, Canadian and American industry associations).

**CTEA TODAY:** Our four colour magazine covers Association news, events and activities, proposed and final regulations (federal and provincial), industry news, feature articles addressing topical issues, new product offerings, personnel changes, mergers and acquisitions, technical information, and other industry content. This free Member service is a must read.

**CTEA eXpress eNewsletter:** This electronic bulletin is published as required. It provides a summary of breaking Association and industry news. It only takes a few minutes to read. When you want to know more, the source material is just a mouse click away. And it's delivered directly to Members' email box—giving them the information they need when they need it.

**Manufacturers' Conference and AGM:** This annual event is held each fall in different parts of Canada. We bring industry experts together to deliver technical seminars and executive reports on topics of current interest. Our Technical Information Fair provides a networking opportunity for suppliers and manufacturers alike. Conference veterans look forward to meeting old and new friends. Not a member? Join us a see what you're missing. ●

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Reference CTEA By-Law Article 3: Membership Classification: CHECK Class:

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**Application forms are also available for download on the CTEA website!**

<b>905 TESTING</b>		<b>CARGO CONTROL / LOAD SECUREMENT MFG.</b>		<b>LEASING</b>	
Saturn Industries .....	41	Durabilt Mfg. Inc. ....	28, 29	Bulk Resources Inc. ....	13
<b>ALIGNMENT AND SUSPENSION, WHEEL ALIGNMENT, FRAME ALTERATIONS</b>		<b>CONSULTING SERVICES</b>		<b>LIFTING</b>	
Vancouver Axle & Frame Ltd....	17	Coudenys Management Systems Inc.....	26	Saturn Industries .....	41
<b>ALUMINUM TRAILERS</b>		<b>CONTAINER HANDLING SOLUTIONS</b>		<b>LOAD SECUREMENT</b>	
Tremcar Inc.....	45	Steelbro Australia .....	16	Saturn Industries .....	41
<b>ASPHALT MAINTENANCE EQUIPMENT</b>		<b>ENGINEERS / MANUFACTURERS OF SUSPENSIONS AND CONTROLS</b>		<b>LPG CO<sub>2</sub> NH<sub>3</sub> TRANSPORT</b>	
E.D. Etnyre & Co. ....	47	Ridewell Corporation .....	36	MaXfield Inc.....	8
<b>AXLE MANUFACTURER</b>		<b>FULL TRUCK BODY BUILDER AND EQUIPMENT SUPPLIER</b>		<b>MANUFACTURER OF ALUMINUM EQUIPMENT, DUMP BODY, PUP TRAILERS, FLATBED TRUCKS AND STACK TRAILERS</b>	
IMT Partnership .....	17	Del Equipment .....	10	Soudure Brault .....	47
<b>AXLES AND SUSPENSIONS</b>		<b>GRAVEL TRAILERS</b>		<b>MANUFACTURER OF DUMP, FLATBED, TRANSFER AND PNEUMATIC TANK TRAILERS</b>	
Eveley International .....	15	Grav Haul Trailers.....	43	Mac Trailer Manufacturing .....	54
<b>BEARING, TRUCK AND TRAILER COMPONENT SUPPLIER</b>		<b>HARDWARE MANUFACTURER</b>		<b>MANUFACTURER OF HIGHWAY TRAILERS</b>	
KML Bearing Canada Inc. ....	40	Eberhard Hardware Mfg. ....	17	Trout River Industries.....	17
<b>BRAKE TESTING EQUIPMENT</b>		<b>HEAVY DUTY OIL FIELD EQUIPMENT AND SUPPLIES</b>			
Lite-Check LLC .....	49	United Fabrication & Welding Ltd. ....	52		
Gooch Brake Equipment .....	40				



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<b>MANUFACTURER OF OILFIELD EQUIPMENT</b>	
Fabmaster Ltd. ....	49
<b>MANUFACTURER OF OILFIELD TRAILERS</b>	
Marcep Manufacturing Ltd. ....	50
<b>MANUFACTURERS OF MACK TRUCKS (CANADA)</b>	
Mack Canada.....	OBC
<b>MANUFACTURING OF FASTENERS AND COMPONENTS</b>	
Alcoa Fastening Systems .....	IFC
<b>MOTOR OIL</b>	
Lucas Oil Products Inc.....	6
<b>ONTARIO TRUCK SERVICE AND REPAIR</b>	
Kemptville Truck Centre Limited....	39
<b>REPAIRS AND INSPECTIONS</b>	
Fortress Tank Services .....	43
<b>SERVICE BODY MANUFACTURER</b>	
Carmikel Canada.....	13
<b>SOFTWARE</b>	
Karmak Inc.....	3
<b>TANKS, TRUCKS AND TRAILERS</b>	
Hutchinson Industries Canada Inc.....	43
<b>TEMPORARY AND PERMANENT STAFFING</b>	
Drivers Overload Inc. ....	43
<b>TRAILER BRAKE SYSTEMS</b>	
Bludot Inc. ....	5
<b>TRAILER MANUFACTURER</b>	
Canuck Trailer Manufacturing Ltd. ....	13
Custom Trailers .....	8
DeCap Trailer.....	43
HaulTec Trailer Ltd.....	53
Higginson Equipment.....	43
Load Line Manufacturing Incorporated.....	50
Pratt Industries .....	4
Timpte Incorporated.....	27
<b>TRAILER PARTS</b>	
National Trailer Parts Warehouse.....	17

<b>TRAILER RENTALS</b>	
R&D Trailer Rentals Ltd. ....	37
<b>TRAILER SALES</b>	
Don Laing Trailers.....	43
Krohnert Industries .....	13
<b>TRUCK AND TRAILER PARTS AND REPAIRS</b>	
Glasvan Trailers Inc. ....	43
<b>TRUCK PARTS AND ACCESSORIES</b>	
Fort Garry Industries.....	23

<b>SUSPENSION CONTROL SYSTEMS</b>	
Wheel Monitor Inc.....	IBC

<b>VEHICLE TESTING</b>	
Innovative Vehicle Testing .....	41

<b>WELDING EDUCATION AND TRAINING</b>	
Canadian Welding Bureau.....	34

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## WHEEL MONITOR INC. TRAILER SAFETY INNOVATION



### REVERSE-A-MATIC™ RM-100 *New*

#### RM-100 PROVISO™ - Lift Axle Monitor

The Proviso is an electronic lift axle monitoring and control system for trailers. Proviso can control the functions of liftable axles and steering lift axles. It is axle load weight sensitive and can be set to raise and lower the axle based on the trailer's load. Proviso has a built in odometer and has speed sensitive functions. It lifts and locks in reverse like other Wheel Monitor Products. The automatic lifting and/or locking of steering axles to control their functions can save tire wear and mechanical wear of the axle and meets SPIF requirements. The Proviso has serial communications for trailer monitoring and remote inputs. It can control an in cab light for axle position indicator.

- Trailer axle load indicator
- Indicator for trailer nearing max load
- Trailer odometer
- Downloadable logger for event history
- Reverse alarm and beeper
- Speed sensitive lock of steer axle
- Lifts and lowers lift axle automatically
- Air pressure low detection and bulb check
- Can control axle lift based on axle load weight
- RS232/J1708/J1939 interface
- Four-way flasher lift axle
- SPIF friendly in Ontario & Quebec
- Meets logging requirement in Alberta

#### REVERSE-A-MATIC™ - Lift Axle Device

##### RM-50

- Turns on trailer back up lights.
- Activates backup alarm system.
- Inserts steer axles locking pin to secure it for straight operation in reverse.
- Lifts the trailer lift axle for maneuvering.

##### RM-60

- Turns on trailer back up lights.
- Activates back up alarm system.
- Inserts steer axles locking pin to secure it for straight operation above 60 KPH.
- Lifts the trailer lift axle for easy maneuvering.

##### Auxiliary Functions:

- A dome light inside the trailer
- Chassis lights for night safety
- Any 12 V operation



Wheel Monitor Inc.

Technology For Safe Transportation

Location Details: 360 York Rd. Unit C4, Niagara-on-the-Lake, Ontario L0S 1J0

Phone: 1-905-641-0024 Fax: 1-905-641-0038

Web: [www.wheelmonitor.com](http://www.wheelmonitor.com)



Email: [wmonitor@vaxxine.com](mailto:wmonitor@vaxxine.com)

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