

CTEA Today

Spring 2011

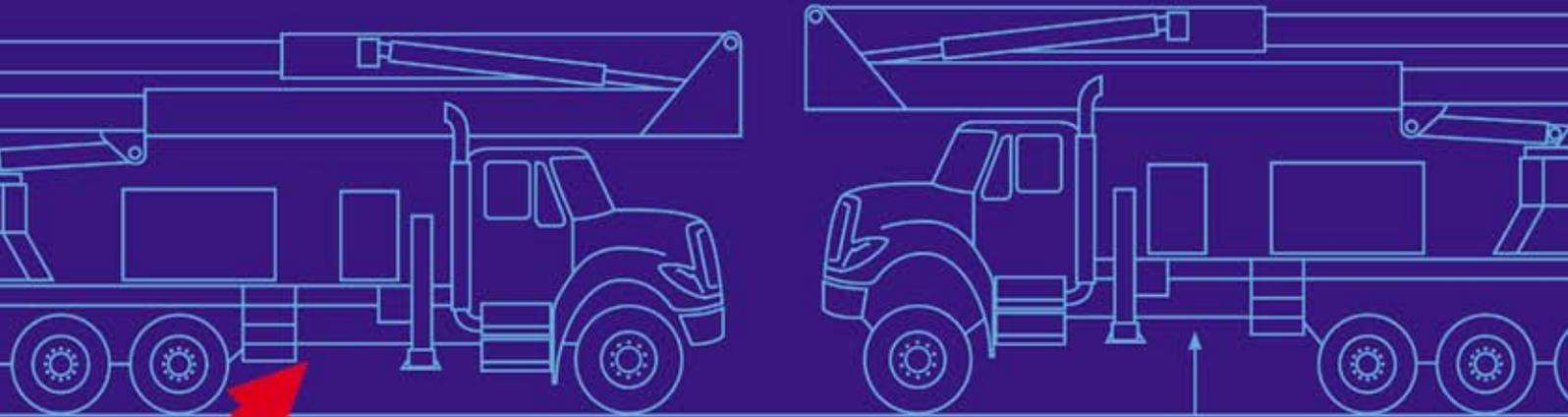
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Don Moore takes a look at
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So What Have You Learned?

I'M SURE YOU can all remember your school days. There was a semester of learning and then, you knew it was going to come, test time. Those wonderful exams! You didn't mind them if you were ready, or like myself, dreaded them because you didn't pay attention or prepare like you should have. Either way, you had to write the test, ready or not.

We should learn from these experiences but sometimes I wonder. I have been involved with the trucking business for 38 years and have witnessed a few downturns, say about every 10 years or so. Each time I see the same thing. Some are prepared and come out just fine; for others, that's not the case. It seems to me that we ought to operate with the same goals and values *after* a downturn as we did through the slow times.

Things are starting to move again. I hope that's a reality for everyone involved with the Canadian Transportation Equipment Association and in our trucking industry. But one does ask the question, "Have I learned anything?"

Here are just a few things that came to my mind:

- 1. Customer Centred** – Know who your customers are and focus on their needs. At the CTEA, we endeavour to keep contact with our clients and maintain our level of service in every area of the trucking industry. We are coast to coast in Canada, have several U.S.A. members, and are starting to reach overseas. Every member is important to the CTEA.
- 2. Efficient and Effective** – Timing is everything. Demands in business are sometimes "now" rather than "tomorrow." Our staff at the CTEA has been diligent in responding to the needs of the association. Executive Director Don Moore, Director of Technical Programs Eddy Tschirhart and Director of Administration and Member Services Lynn Eden have worn many hats to achieve that goal. We are continuously improving our methods of communication, and trying to meet your needs quickly and effectively.
- 3. Controlling Cost** – If this is not achieved, an organization will find itself in a lot of financial trouble. The staff and board at the CTEA have worked hard to stay on course in these challenging economic times. More with less is often the motto. We have kept the budget in line and are positioned to move ahead with necessary expenditures on programs when required.
- 4. Keep Focused** – Remember who you are, what you do, and why you do it. At the CTEA, we have stayed the course, and maintained our vision for the future. Our market place has many changes on the horizon, and we plan to be ready for these challenges.
- 5. Improved Products** – It's good to improve. In fact, improvement should be a constant mandate of any organization. At the CTEA we also improve our "products." We have initiated

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John Michel
President, CTEA

Alors, qu'avez-vous appris?

JE SUIS SÛR que vous vous rappelez tous de vos années d'école. Il y avait un semestre d'apprentissage et, vous saviez que cela devait arriver, le temps des examens. Ah, ces merveilleux examens! Ils ne vous inquiétaient pas trop si vous étiez prêts, ou comme moi-même, ils vous terrifiaient si vous les aviez négligés ou si vous ne vous étiez pas préparés comme il aurait fallu. De toute façon, il fallait les passer, prêt ou non.

Nous devrions tous apprendre de ces expériences, mais quelquefois, je me le demande. Je travaille dans l'industrie du camionnage depuis 38 ans et j'ai été témoin de quelques ralentissements, disons environ tous les 10 ans ou à peu près. Chaque fois, j'ai vu les mêmes choses. Certains sont prêts et s'en sortent très bien, mais pour d'autres c'est plutôt différent. Il me semble que nous devrions fonctionner avec les mêmes objectifs et les mêmes valeurs *après* un ralentissement, comme nous l'avons fait pendant ce ralentissement.

Les affaires commencent à reprendre. J'espère que c'est le cas pour tous les membres de l'Association d'équipement de transport du Canada et qui sont dans l'industrie du camionnage. Mais il faut se poser la question : « Ai-je appris quelque chose? »

Voici quelques éléments qui me sont venus à l'esprit :

- 1. Approche axée sur le client** – Sachez qui sont vos clients et concentrez-vous sur leurs besoins. À l'AETC, nous nous efforçons de garder le contact avec nos clients et de maintenir notre niveau de service dans tous les domaines de l'industrie du camionnage. Nous sommes présents d'un océan à l'autre au Canada, avons plusieurs membres aux États-Unis et nous commençons à nous étendre outre-mer. Chaque membre est important pour l'AETC.
- 2. Efficacité et efficience** – Le synchronisme est le mot clé. Dans les affaires, les demandes sont quelquefois « maintenant » plutôt que « demain ». Notre personnel de l'AETC a répondu avec célérité aux demandes de l'association. Le Directeur général, Don Moore, le Directeur des programmes techniques, Eddy Tschirhart et la Directrice administrative et des Services aux membres, Lynn Eden, ont assumé bien des responsabilités pour parvenir à cet objectif. Nous améliorons continuellement nos méthodes de communication, et nous essayons de satisfaire vos besoins rapidement et efficacement.
- 3. Contrôle des coûts** – Si une entreprise n'y parvient pas, elle se retrouvera avec un tas de problèmes financiers. Le personnel et le Conseil d'administration de

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some new opportunities such as Benefit Partners and Marsh Insurance. Further truck testing is also planned for this summer. The CTEA will stay current with new products and developments in the trucking industry.

6. Trust in Teamwork – Any successful organization is dependent on a group of individuals working together with a common goal. The CTEA has an excellent team of individuals working in head office for the benefit of

all members of our association. Every member of the association is part of the team as well. Even through the past two challenging years we have added new members who have appreciated the service and benefits of the CTEA.

So ... are you getting ready for the next exam? I don't know how long the next semester (upturn in the economy) will be, but I do know that there is always the next test (downturn), and the better prepared you are ... well, you know how it works. ●

Suite de la page 7

l'AETC ont travaillé fort pour se maintenir à niveau dans ces temps où l'économie est difficile. Faire plus avec moins est souvent le mot d'ordre. Nous avons maintenu le contrôle du budget et nous sommes prêts à aller de l'avant avec les frais nécessaires pour les programmes quand ce sera nécessaire.

4. Demeurer concentré – Souvenez-vous de qui vous êtes, de ce que vous faites et pourquoi vous le faites. À l'AETC, nous avons toujours maintenu le cap et notre vision de l'avenir. Bien des changements attendent notre marché et nous prévoyons être prêts pour relever ces défis.

5. Produits améliorés – Il est bon de s'améliorer. En fait, l'amélioration devrait être un mandat permanent dans n'importe quelle organisation. À l'AETC, nous améliorons également nos « produits ». Nous avons lancé quelques nouvelles initiatives, telles que *Benefit Partners* et *Marsh Insurance*. D'autres essais de camions sont également prévus pour cet été. L'AETC se tiendra au courant des nouveaux produits et des nouveaux développements dans l'industrie du camionnage.

6. Confiance dans le travail d'équipe – Toute organisation qui réussit dépend d'un groupe de personnes qui collaborent pour atteindre un objectif commun. L'AETC dispose d'une excellente équipe de personnes qui travaillent au siège social pour le bénéfice de tous les membres de notre association. Chaque membre de l'association fait également partie de l'équipe. Même au cours de ces deux dernières années difficiles, nous avons recruté de nouveaux membres qui ont apprécié le service et les avantages de l'AETC.

Alors, êtes-vous prêt pour le prochain examen? Je ne sais pas combien de temps durera le prochain semestre (reprise de l'économie), mais je sais qu'il y a toujours l'examen suivant (ralentissement de l'économie), et mieux on est préparé... bien, vous savez quoi faire. ●

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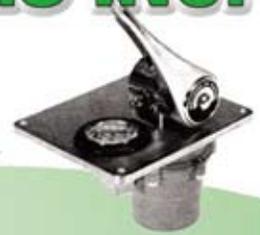
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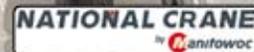
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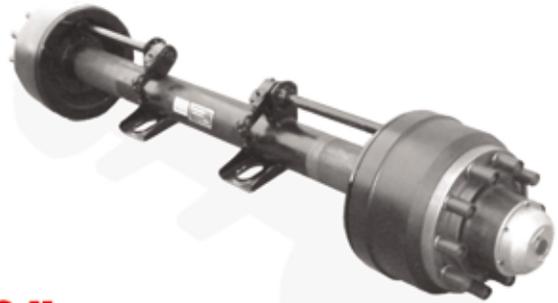


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IT'S HARD TO believe this is our sixth issue of *CTEA Today* with Matrix Group Publishing, Inc. Since we only publish twice a year, that means we've been going strong for three years. And it has been strong. The magazine has been well received and well supported by advertisers. I have heard little but praise for the publication.

The problem now is keeping *CTEA Today* fresh, pertinent and informative. We continue to put good technical content out. I even worked with Ed on the snowplow article, which may seem oddly timed, but the buying cycle for next year is just beginning.

On the business side, I think the foreign exchange article by Knightsbridge is important, particularly with a Canadian dollar that is bouncing around par with the "greenback."

One other item that I've mentioned in the last two issues, but that I think is important to continue to stress, is the CTEA Risk Management program. It is finally gaining traction and showing strong savings for participants. In the Spring 2009 *CTEA Today*, Marsh Canada Ltd., our endorsed insurance broker, provided an outline of the program and we're on the cusp of turning this into a huge benefit to members.

We all look at insurance as a necessary evil, until that disastrous moment hits when we need to recover from a setback that might put us out of business if we didn't have adequate insurance. Accepting that insurance is like other resources we need to buy, purchasing in volume helps us get the broadest coverage at the most competitive price. If we can put together a large enough pool of funds among similar businesses, there is an opportunity for our industry to move away from a conventional insurance placement to seek a self-insuring model, as many larger corporations do.

The last is a lofty goal, but it may be achievable. The initial step towards it was to have enough collective premiums to attract an insurer who was willing to take time to understand our industry, and to provide lower premiums to participants. For the greatest benefit, this needs to be seen as a long-term partnership between CTEA, its members and the insurer.

Marsh has found the right insurer, one that understands our industry and is able to accommodate U.S. operations. A number of members are participating and have experienced premium savings of 20 to 40 per cent based

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Don Moore
Executive Director,
CTEA

JE PEUX À peine croire qu'il s'agit du 6^e numéro du *CTEA Today* que nous publions avec Matrix Group Publishing Inc. Comme nous ne publions que deux numéros par an, il faut en conclure que la publication demeure solide depuis trois ans. Et c'est bien le cas. Le magazine a été très bien accueilli par les annonceurs. Je n'ai entendu que des louanges à propos de la publication.

Le tout est de garder le *CTEA Today* actuel, pertinent et informatif. Le magazine propose toujours de l'excellent contenu technique. J'ai même collaboré avec Ed sur l'article sur la chasse-neige, qui peut sembler hors de propos

dans ce numéro printanier, mais le cycle d'achat pour la prochaine saison commence tout juste.

Sur le plan des affaires, je crois que l'article sur de Knightsbridge sur les opérations de change est important, surtout en ces temps où le huard canadien vole presque à la même hauteur que le billet vert.

Un autre point que j'ai souligné dans les deux derniers numéros, et sur lequel il faut continuer à insister, à mon avis, est le programme de gestion des risques de l'AETC. Il est enfin sur ses rails et rapporte beaucoup à ceux qui y participent. Dans le numéro du printemps 2009 du *CTEA Today*, Marsh Canada Ltd., notre courtier d'assurance agréé, donnait un aperçu du programme et nos membres vont bientôt en tirer d'immenses bénéfices.

Nous voyons tous les assurances comme un mal nécessaire, jusqu'à ce qu'un sinistre nous frappe et qu'il faille se remettre d'un coup dur qui aurait pu sonner le glas de notre entreprise, n'eût été d'une bonne assurance. Il faut accepter le fait que les assurances sont comme les autres ressources que nous devons nous procurer : les acheter en gros volume permet d'obtenir la meilleure garantie possible au meilleur prix possible. Si nous pouvons réunir suffisamment de fonds collectivement, entre entreprises de même nature, notre industrie pourrait laisser de côté les assurances traditionnelles pour chercher un modèle d'auto-assurance, comme le font de nombreuses grandes sociétés.

C'est un but qui peut sembler difficile à atteindre, mais nous pouvons y parvenir. Le premier pas à franchir consistait à parvenir à une prime collective suffisante pour attirer un assureur qui accepte de prendre le temps de comprendre notre industrie et de proposer des primes intéressantes aux participants. Pour en tirer le plus grand bénéfice possible, il faut rechercher un partenariat à long terme entre l'AETC, ses membres et l'assureur.

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on individual risk profile. However, to achieve the long-term goal, more members need to look at this program seriously. I am not saying “We need you to buy in!” but I am asking you to give Marsh a chance to get you a quote, and to seriously consider that quote in light of the bigger goal of potentially having a self-insurance model that will insulate you and our industry from the volatility of the insurance marketplace.

This may sound like a sales pitch on behalf of Marsh, but I believe this can be a huge benefit to the membership. I want to see members of the CTEA succeed in every way, so yes, I want the program to succeed. I want everyone's bottom line to be strong, and this is a way the association can help make that happen.

If you have other ideas for programs CTEA can offer, or products we can provide, please contact us at the office.

Here's to a successful and profitable 2011! ●

Je vous demande de donner à Marsh la chance d'obtenir une proposition pour vous, et d'étudier sérieusement cette proposition en gardant à l'esprit notre but global, soit de parvenir à l'auto-assurance et d'ainsi nous mettre à l'abri, nos membres et notre industrie, de la volatilité du marché de l'assurance

Suite de la page 11

Marsh a trouvé le bon assureur, un assureur qui comprend notre industrie et qui peut répondre aux besoins qu'entraînent nos activités aux États-Unis. Un certain nombre de membres participent à cette assurance collective, ce qui leur a permis d'économiser de 20 à 40 %, si on se fie à leur profil de risque individuel. Toutefois, pour atteindre notre but à long terme, il faudrait que d'autres membres prennent le temps d'étudier attentivement le programme. Je ne dis pas que vous devez absolument participer à ce programme, mais je vous demande de donner à Marsh la chance d'obtenir une proposition pour vous, et d'étudier sérieusement cette proposition en gardant à l'esprit notre but global, soit de parvenir à l'auto-assurance et d'ainsi nous mettre à l'abri, nos membres et notre industrie, de la volatilité du marché de l'assurance.

Je sais que cela ressemble à un baratin publicitaire pour Marsh, mais je crois sincèrement qu'un tel modèle d'assurance serait d'un grand bénéfice pour les membres. Je souhaite que les membres de l'AETC réussissent sur tous les plans alors, oui, j'espère que ce programme sera un succès. Je voudrais que tous nos membres aient un excellent résultat net, et je crois que c'est là une façon pour l'Association d'y contribuer.

Si vous avez d'autres idées de programmes que l'AETC pourrait offrir, ou de produits que nous pourrions fournir, veuillez communiquer avec nous au bureau.

Je vous souhaite une année 2011 lucrative et emplie de succès! ●



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Snowplow Savvy

By Don Moore

I AM SURE there are a lot of readers out there looking at this article and thinking, “What? Snowplows? Can’t they see that it’s spring and we’re finally getting rid of that white stuff! Why talk about snowplows now?” Well, believe it or not, if you are in the business of supplying snow removal equipment to municipalities, counties, cities or contractors, then you know that the buying cycle for this equipment for next year’s season is just starting.

A few months back, in the thick of the snow squalls, Ed and I got into a discussion about the challenges around snow removal equipment. In particular, we considered the potential pitfalls of trying to spec a vehicle that is optimized in the winter to carry both front and wing plow blades and a load of sand, salt or brine between worksites, and yet have that same vehicle be useful in summer to haul aggregate or other road maintenance materials efficiently.

“Well,” said Eddy, “sounds like a road trip to me!” My complaints were ignored (but Eddy, it’s January!) and off we went to the Bruce Peninsula to visit one of our member companies that designs and build vehicles for the snow removal industry. We ended up on the doorstep of Viking-Cives Ltd., in Mount Forest, Ont., where we spoke to Engineering Manager Andrew Gonyea and took a look at some of their products.

Our main focus was to identify and explain the challenges in achieving acceptable weight distribution given the weight and location of the front blade and supporting structure in the raised position, in addition to the weight and loading effects that various side wing configurations have, again in the raised positions, as the vehicles roll down the highway. These considerations, along with the fact that these vehicles have a declining load as they spread salt/sand/brine along the road, lead to an understanding of what



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the ratings have to be for the frame, and front and rear axles of the initial incomplete chassis from the Original Equipment Manufacturer (OEM).

The front axle components, i.e. the axle, suspension, frame, steering, brakes, wheels and tires, must each be rated to withstand the load placed on them during all phases of operation. Therefore, it is important to consider worst-case loading conditions and spec the equipment based on those conditions.

Although the principles hold for a

pickup or medium-duty truck, we'll focus on the somewhat more complicated heavy for this article. The side wing plow that is typically used in most road-clearing applications adds a twist to the loading on the front axle and frame that requires some special attention.

An example of a typical snowplow at work is shown in Figure 1. This isn't the worst-case loading as far as the forces distributed to axles and frame, because the ground actually helps support both plows. The worst case is when the plows are



Figure 1. Snowplow at work.



Figure 2. Snowplow with raised plows.



Figure 3. "Quick connect" plow design.

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raised, as shown in Figure 2. Although the front plow is not shown here, with it and the side plow raised, the loading on the front axle in particular is high. A full load in the dump box will actually alleviate some of the load from the raised front plow, due to it acting as a counterweight to the load applied significantly ahead of the front axle. So, as the rear load decreases, there comes a point at which the loading on the front axle, with the plow raised, becomes most severe.

If we focus on the load applied by the raised front plow, we can see how the use of a forward-mounted front axle would be preferred to a setback axle from a load-carrying perspective in the winter months. However, this reduces the dump box load-carrying capability in the summer and is somewhat more difficult to work with in mounting the hardware and



Figure 4. Load is lessened with a rear mount position.



Figure 5. A Tow Plow in operation.

hydraulics required for the plow. There are always the space constraints during vehicle design and the room up front is at a premium in these applications. So, if the setback is determined to be the most desirable for the application, then it is important to ensure that the front Gross Axle Weight Rating (GAWR) is sufficient for the cantilevered load in front, in addition to the side plow and payload loading.

The front cantilevered load can be significantly increased by the use of a “quick connect” plow design. These “quick connects” (Figure 3, previous page) are definitely desirable from a safety perspective, because they eliminate the need to have someone pinning the plow to the carrier on the truck while the lift mechanism is being manipulated. However, it can add between 4 and 8 inches to the torque caused by the cantilever load of the plow. Again, this increases the load on the front axle while unloading the rear axle.

If we focus on the side wing, we continue to add weight to the front axle, but depending on where it is mounted, this added load can be lessened by choosing either a mid or rear mount position (Figure 4) rather than forward. This naturally adds more of the load to the rear axle. Actually, the mid and rear side mounted plow have been found to improve side plow operational visibility in addition to improving load distribution. The challenge here is that

the body design has to allow for the cable towers, blade mounts and hydraulics, and with all side mounting, the lateral load distribution that increases the load on the right front and rear axles' wheel-ends must be considered. Most OEMs provide extra leaf springs and right side spacers specifically for these applications. The key is to spec the right GAWR and consider side-to-side weight distribution as well as front-to-rear.

All of these factors add up to requiring the heaviest front axle GAWR that can be specified from the OEM, likely somewhere

in the 10,000 to 11,000 kg (22,000 to 24,000 lb.) range.

One additional piece of equipment offered by Viking that I found quite interesting was their Tow Plow trailer, which is an intriguing option to side-mounted plows. Figure 5 shows a Tow Plow in operation.

If you have any questions on the snow removal application, don't hesitate to contact the CTEA and we'll put you in touch with our snowplow manufacturing members. ●

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Foreign Exchange Risk: Get Proactive About Currency Volatility / Les risques du change des devises : soyez proactif contre la volatilité des devises

By / Par Rahim Madhavji, Knightsbridge Foreign Exchange



Companies often convert currency at the last minute, which may mean the firm loses money due to an unfavourable exchange rate. / Les entreprises convertissent souvent leurs devises à la dernière minute, ce qui signifie qu'elles perdent de l'argent en raison d'un taux de change défavorable.

WHETHER YOU LIKE it or not, volatile currency markets are here to stay. Unpredictable events such as the Japanese earthquake, unrest in North Africa and the Middle East, and sovereign debt issues in Europe impact the value of the Canadian dollar. As a result, small businesses that have customers or suppliers outside of Canada that either buy or sell U.S. dollars as part of running their business need to carefully consider how currency movements impact their bottom line.

Many businesses are unaware that banks add a currency exchange margin hidden within the exchange rate that one sees impacting their bottom line. This can result in thousands of dollars of profits given to the banks over time. Businesses should consider using a foreign

exchange specialist to determine the amount they can save by reducing this currency exchange margin.

A two per cent movement in currency exchange rates can have a significant impact on a small business bottom line — it can wipe out business profits or double them. Business owners and financial executives are responsible for bottom line results and as a result need to be proactive about strategically managing currency fluctuations. Most are not, not because they don't care, but simply due to lack of resources.

With small businesses running lean and with constrained resources, managing currency volatility is generally an afterthought. With limited time for watching currency markets, lack of understanding of its key drivers, and few internal resources to capitalize on sharp exchange rate moves, businesses are often reactive rather than proactive to currency exchange movements.

There are simple tools and resources small businesses can use to proactively manage foreign exchange risk. The benefits are establishing cost certainty and capitalizing on favourable market movements.

Case study: What are the options for a Canadian company with U.S. dollar revenues?

A Canadian company has just received a new order to sell products to a U.S. company. The company expects to receive US\$100,000

Continued on page 17

QUE CELA VOUS plaise ou non, les marchés des devises volatiles sont bien présents, et pour longtemps. Des événements imprévisibles, tels que le séisme au Japon, les soulèvements en Afrique du Nord et au Moyen-Orient et les problèmes de dette nationale en Europe, ont tous une incidence sur la valeur du dollar canadien. C'est ainsi que les petites entreprises qui ont des clients ou des fournisseurs hors du Canada achètent ou vendent des dollars américains, dans le cadre de leurs opérations commerciales, doivent surveiller attentivement comment les fluctuations des devises ont une incidence sur leurs affaires.

De nombreuses entreprises ne savent pas que les banques ajoutent une marge bénéficiaire sur le change des devises, cachée dans le taux de change qui apparaît et qui a une incidence sur leurs résultats. Cela peut signifier des milliers de dollars de bénéfices donnés aux banques au cours de quelques années. Les entreprises devraient envisager d'utiliser un spécialiste des changes de devises afin de déterminer le montant qu'elles pourraient économiser en réduisant cette marge bénéficiaire sur les devises.

Une fluctuation de deux pour cent dans le taux de change des devises peut avoir une incidence importante sur les affaires d'une petite entreprise : elle peut effacer ses bénéfices ou les doubler. Les chefs d'entreprise et les cadres financiers sont responsables des résultats et doivent donc se montrer proactifs dans la gestion stratégique de la fluctuation des devises. La plupart ne le sont pas, non parce qu'ils ne s'en soucient guère, mais simplement en raison d'un manque de ressources.

Les petites entreprises ayant de petits budgets et des ressources limitées, la gestion de la volatilité des devises est habituellement laissée de côté. Avec peu de temps pour surveiller les marchés des devises, le manque de compréhension de ses principes directeurs et peu de ressources internes pour capitaliser sur des fluctuations brusques des taux de change, les entreprises sont souvent davantage réactives que proactives aux fluctuations des devises.

Il existe des outils simples et des ressources dont les petites entreprises peuvent se servir pour gérer proactivement le risque lié aux fluctuations des devises. Les avantages sont l'établissement de coûts plus certains et la capitalisation sur des fluctuations favorables des marchés des devises.

Étude de cas : Quelles sont les options qui s'offrent à des entreprises canadiennes dont les revenus sont en dollars américains?

Une entreprise canadienne vient de recevoir une nouvelle commande pour vendre des produits à une entreprise américaine. L'entreprise s'attend à recevoir 100 000 \$ américains dans les 60 prochains jours. Toutefois, cette entreprise achète ses fournitures

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in 60 days. However, the company buys its inventory in Canada and its costs are in Canadian dollars. What can the company do about the fluctuating U.S. dollar?

Forward contracts to obtain cost certainty

A commonly used, no-fee tool to obtain cost certainty is called a forward contract. This allows a company to contractually lock in an exchange rate today for delivery at a predetermined date in the future. This allows the business to know for certain the amount in Canadian dollars it will receive for the US\$100,000 in revenue it expects to receive in 60 days. For example, if the exchange rate was at \$0.98 USD/CAD, a business could lock in this exchange rate to sell U.S. dollars and know for certain that it will obtain C\$98,000 for the US\$100,000 it expects to receive in 60 days. If the U.S. dollar continues to weaken, the business is protected, especially since its costs are fixed in Canadian dollars.

Limit order

Companies often convert currency when they need to pay an invoice or payroll — generally at the last minute. However, this may not be a favourable time to exchange currency and a business may decide to build up its U.S. dollar balance to convert it at a later date. Alternatively, the business may have been looking for a better exchange rate and may have missed it a couple of days earlier.

A limit order allows a business to work with its foreign exchange provider to determine the exchange rate at which it would like to exchange currency. After receiving a report about recent market trends, the business specifies the exchange rate to its foreign exchange provider and the provider will watch the markets 24 hours a day to see if it can fill the exchange rate request for the business. Since markets are volatile and operate 24 hours a day, this alternative can allow a business to harness market volatility if the exchange rate moves in their favour and reaches their desired exchange rate, even if just for a few seconds. The exchange rate can be captured and locked in. This is

a great way for financial executives to use their providers to watch the markets for them, so they can focus on running their core business while being able to capitalize on market movements.

For example, if a company needed to sell U.S. dollars and the exchange rate was at \$0.98 USD/CAD today, the company could work with its provider to determine that it's possible the exchange rate could reach \$0.99 USD/CAD by the end of the week based on recent market trends, and the business could leave an order to sell US\$100,000 at \$0.99 USD/CAD (about one per cent better than where it is today) if it reaches this level by the end of the week. If the exchange rate does not reach this level, the order would not be executed.

Note: The same tools can apply to a company that imports products and needs to buy U.S. dollars.

Being proactive

With wild swings in currency markets impacting the bottom line of businesses, financial executives need to take action to ensure their bottom line is protected. Establishing a foreign exchange plan is a good first step. Once foreign exchange exposures are identified, executives can establish a budgeted rate to determine a break-even level for their business. As the currency markets move above this level, businesses can capitalize on the move to lock in their profits. An effective method to stay on top of currency exchange markets is to receive market commentary that summarizes succinctly the issues impacting the Canadian dollar so businesses can react quickly to market moves. Making a foreign exchange plan is the first step. It is time to be proactive. ●

To obtain a sample daily market foreign exchange commentary, visit www.knightsbridgefx.com/CTEA.

Rahim Madhavji is the president of Knightsbridge Foreign Exchange (www.knightsbridgefx.com), a financial services firm that provides competitive foreign exchange rates to individuals and businesses and helps small businesses improve their bottom line through strategic foreign exchange management.

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au Canada, et ses coûts sont en dollars canadiens. Que peut faire l'entreprise au sujet de la fluctuation du dollar américain?

Les contrats de change à terme pour assurer la certitude des coûts

Un outil gratuit couramment utilisé pour assurer la certitude des coûts s'appelle un contrat de change à terme. Il

permet à une entreprise de bloquer un taux de change aujourd'hui pour une livraison à une date prédéterminée dans l'avenir. Cela permet à l'entreprise de connaître avec certitude le montant en dollars canadiens qu'elle obtiendra pour les 100 000 \$ américains de revenus qu'elle s'attend à recevoir 60 jours plus tard. Par exemple, si le taux de change est de 0,98 \$ américain pour 1,00 \$ canadien, une entreprise pourrait bloquer ce taux de change et savoir, avec certitude, qu'elle obtiendra 98 000 \$ canadiens pour les 100 000 \$ américains qu'elle s'attend à recevoir 60 jours plus tard. Si le dollar américain continue à s'affaiblir, l'entreprise est protégée, surtout parce que ses coûts sont fixés en dollars canadiens.

Ordre à cours limité

Les entreprises convertissent souvent leurs devises quand elles en ont besoin pour payer une facture et effectuer la paie, habituellement à la dernière minute. Toutefois, le moment n'est peut-être pas favorable pour changer des devises, et une entreprise peut décider d'accumuler des fonds en dollars américains pour les convertir ultérieurement. Sinon, l'entreprise peut avoir cherché un meilleur taux de change et l'avoir manqué quelques jours auparavant.

Un ordre à cours limité permet à une entreprise de collaborer avec son fournisseur de devises étrangères pour déterminer le taux de change auquel elle voudrait



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changer des devises. Après avoir reçu un rapport sur les tendances récentes du marché, l'entreprise précise le taux de change à son fournisseur de devises étrangères et celui-ci surveillera les marchés 24 heures par jour pour voir s'il peut satisfaire la demande de taux de change de l'entreprise. Étant donné que les marchés sont volatiles et fonctionnent 24 par jour; cette option permet à une entreprise de profiter de la volatilité du marché si le taux de change évolue en sa faveur et atteint le taux de change voulu, même si ce n'est

que pendant quelques secondes. Le taux de change peut être saisi et bloqué; ceci est un excellent moyen pour les cadres financiers d'utiliser leurs fournisseurs pour surveiller les marchés pour eux, afin qu'ils puissent se concentrer sur la conduite de leurs affaires tout en étant capables de capitaliser sur les fluctuations du marché.

Par exemple, si une entreprise doit vendre des dollars américains et si le taux de change est de 0,98 \$ américain pour 1,00 \$ canadien aujourd'hui, l'entreprise pourrait collaborer avec son fournisseur pour déterminer s'il serait possible que le taux

de change atteigne 0,99 \$ américain pour 1,00 \$ canadien d'ici la fin de la semaine, en fonction des tendances récentes du marché, et l'entreprise pourrait déposer un ordre de vendre 100 000 \$ américains à 0,99 \$ américain pour 1,00 \$ canadien (environ un pour cent de mieux que ce qu'il est aujourd'hui) si le dollar atteint ce niveau d'ici la fin de la semaine. Si le taux de change n'atteint pas ce niveau, l'ordre ne serait pas exécuté.

Nota : une entreprise qui importe des produits et qui a besoin d'acheter des dollars américains pourrait utiliser ces mêmes outils.

Comment être proactif

Avec des fluctuations brutales dans les marchés des devises qui ont une incidence sur les affaires des entreprises, les cadres financiers doivent prendre des mesures pour assurer que leurs opérations sont protégées. La mise sur pied d'un plan de change de devises est une bonne première étape. Quand les risques du change de devises sont identifiés, les cadres peuvent établir un taux budgété pour déterminer un taux de seuil de rentabilité pour leur entreprise. Quand les marchés des devises dépassent ce niveau, les entreprises peuvent capitaliser sur la fluctuation pour bloquer leur bénéfice. Une méthode efficace de maîtriser les marchés de change de devises est de recevoir des commentaires qui résument brièvement les problèmes qui influencent le dollar canadien, afin que les entreprises puissent réagir rapidement aux fluctuations du marché. Établir un plan de change de devises est la première étape. C'est le moment d'être proactif. ●

Pour obtenir un exemple de commentaire sur les marchés quotidiens de change de devises, visitez le site www.knightsbridgefx.com/CTEA.

Rahim Madhavi est le président de Knightsbridge Foreign Exchange (www.knightsbridgefx.com), une entreprise de services financiers qui offre des taux de change concurrentiels et aide les petites entreprises à mettre sur pied un plan de change de devises, à limiter les risques de baisse de change de devises et à participer éventuellement plus efficacement lors des fluctuations à la hausse des marchés.

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Chassis Ratings and General Repairs: Part 3

By Richard Toner

THIS IS THE third in a series of three articles about truck frames. The first article defined the truck frame and the nomenclature; the second explored equipment mounting considerations. This article addresses frame modifications and repairs.

The most common reason for modifying a frame is to change the wheelbase for proper weight distribution. Shortening the wheelbase will transfer weight from the front axle to the rear axle. Lengthening the wheelbase will transfer weight from the rear axle to the front axle. On a new chassis, the chassis manufacturer must approve frame changes.

Chassis ratings

The chassis manufacturer determines the Gross Axle Weight Ratings (GAWRs) and the Gross Vehicle Weight Rating (GVWR). If the ratings are not exceeded, the vehicle components will last their design life. Overloading will drastically reduce the life of the vehicle. It is not always obvious what components determine the ratings, but it is always the weakest component. In one instance, the only difference between a 6,577 kg (14,500 lb.) chassis and a 7,257 kg (16,000 lb.) chassis was the parking pawl in the automatic transmission and the material gauge on the rear spring shackles. In another instance, the difference between 4,536 kg (10,000 lb.) GVWR and 4,990 kg (11,000 lb.) GVWR was simply a request on the order form for the higher rating — the 4,536 kg and 4,990 kg chassis were the same. When modifying a rating, it is always best to consult with the manufacturer to see which components need to be changed.

A request was made to a chassis manufacturer to increase the GVWR of a chassis from 29,937 kg (66,000 lb.) to 35,970 kg (79,300 lb.) by adding a lift axle rated at 9,071 kg (20,000 lb.). The chassis manufacturer approved increasing the GVWR to 35,380 kg (78,000 lb.) because the park brake and the frame would not support the increase to the requested 35,970 kg (79,300 lb.).

Axle capacities and the wheelbase determine the frame strength (Resisting-Bending-Moment/RBM) that is required for an application. Manufacturers publish capacity and wheelbase ranges for each frame. Many times, extending a wheelbase will require a frame with a higher strength (RBM). If a frame is extended and the wheelbase increased, reinforcement may be required to match the RBM that the chassis manufacturer would use for the new wheelbase. As long as the axle and vehicle capacities are not changed, shortening a wheelbase should not require an increase in frame RBM.

Wheelbase changes

Trucks with a wheelbase less than 4,064 mm (160 inches) are designed for strength. Trucks with a wheelbase longer than 4,064 mm (160 inches) are designed for deflection. Excessive frame deflection can cause handling problems, ride problems, and shorten the life of the frame. This is one more reason to match the chassis manufacturer's frame RBM for a given wheelbase.

When changing a wheelbase, it is always preferable to move the suspension rather than cutting the frame between the axles. When shortening the wheelbase, the rear suspension should be moved forward with the supporting cross-members. In most instances, when lengthening the wheelbase, the suspension can be moved rearward and an extension added to the end of the frame. If the rear section of the frame is tapered, the frame must be cut and spliced between the axles.

It is common to convert used tractors into straight trucks. When those chassis are stretched to a longer wheelbase, the RBM must be equal to or greater than the RBM used on that chassis from the manufacturer with the new wheelbase and axle capacities. In addition, the number of cross-members must be at least equal to those used by the chassis manufacturer with the new wheelbase. Cross-member strength must be equal to or greater than those supplied by the chassis manufacturer. The braking system must also be considered.

Tractors and straight trucks often have different braking systems. It is important to match the brake system to the chassis use.

Recently, a request was sent to a chassis manufacturer to increase the wheelbase from 6,502 mm (256 inches) to 6,833 mm (269 inches) on a new chassis. The chassis manufacturer answered the request by approving the wheelbase change to 6,833 mm (269 inches), providing that new longer brake lines were used with the same fittings as the original lines. They further cautioned that brake timing should be checked and the practices outlined in the chassis manufacturer's Upfitter's Guide should be followed.

On one model Mack class 8 chassis, the front axle capacity can vary from 5,443 kg (12,000 lb.) to 10,433 kg (23,000 lb.), the rear tandem axles' capacity can vary from 17,239 kg (38,000 lb.) to 29,484 kg (65,000 lb.), and the wheelbase can vary from 4,445 mm (175 inches) to 8,245 mm (325 inches). With that range of applications, Mack offers a number of frame configurations to accommodate the various combinations.

Frame modifications and repairs

When it is necessary to cut and splice a frame rail, there are three basic rules to follow:

1. Do not splice the frame in a high moment area. The high moment area on a straight truck is in the area behind the cab. The high moment area on a tractor is the area in front of the fifth wheel.
2. Do not stop reinforcements in a high moment area. For example, extend the reinforcements under the cab on a straight truck.
3. Do not stop multiple reinforcements at the same place. Stagger reinforcements.

Frame repairs

There are two basic types of frame failures: cracking and bending. Cracking is the result of fatigue and high loads. Bending is the result of overloading or accident damage. In both instances, the

frame is straightened if necessary and then reinforced to the original RBM. When a frame splice or crack is welded, the frame strength is lowered at the weld. The amount of reduction depends on the frame material and the welding method. A general rule is to reduce the strength at the weld to 25 per cent of the original RBM.

The safest and most conservative method is to use a reinforcement that is equal to or greater than the RBM of the original frame. Extend any reinforcing at

least twice the frame height past the splice or repair. If the frame rail height is 254 mm (10 inches), the reinforcement should extend a minimum of 508 mm (20 inches) past the affected area.

The rule of thumb for determining the type of repairs needed when the frame is in a fire is whether the paint is burned off. If the paint is burned off, assume that the metal in the frame has been affected and reinforcement will be required. Metallurgical testing could determine how

much the metal was affected by the heat and how much of the original strength is retained. ●

Richard Toner is a graduate engineer with 40 years of technical hands-on experience working with commercial trucks, truck frames and equipment. He owned a frame and suspension shop, has taught numerous education classes, and is an expert witness concerning vehicle product liability and accident reconstruction.

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An Up-Fitter's Dilemma: Can I Convert a Truck Tractor to a Straight Truck?

By Eddy Tschirhart

FOR AN EXTENDED life or second vocation, a high-mileage highway tractor may be considered as a possible unit to convert to a straight truck. There needs to be a mature look taken at the post-conversion application for which the piece of equipment is being considered. There are certain applications for which the former tractor may be an OK choice and there are many that are not.

In many cases, it is a doable conversion if all the t's are crossed and all the i's are dotted, but this is often not the case.

This article will explore the differences and outline what to consider before doing such a conversion. If done right, the proposition may not be as cost-effective as originally thought.

Here are some reasons why the tractor to straight truck conversion may be pursued:

- Create a new life for a used tractor — a less expensive option than buying a new straight truck.
- The vehicle is readily available. Make the conversion and go to work.
- For some applications, greater creature comforts are available with the original tractor.
- Many think a tractor is built the same as a straight truck, with the major difference being that it may have a sleeper cab instead of a day cab.

Let's walk down the left side of the two vehicles, starting at the front bumper, and take a look at the differences between the tractor and the straight truck. For this discussion, the tractor is a common over-the-road vehicle, with a Gross Vehicle Weight (GVWR) of 36,300 kg (80,000 lb.), and therefore is a tandem-drive tractor with a fifth wheel to pull a tandem axle semi-trailer. Both vehicles in our comparison scenario have air brake systems.

The front axle is 5,443 kg (12,000 lb.), but the brakes are likely narrower than they would be on a same-capacity axle in a straight truck. This is especially true

with a vehicle built prior to the shortened stopping distance for tractors. For a straight truck application, a vehicle must have braking to take the reaction of the occurring load coming forward onto the front axle in stopping. This value may be a ratio of wheelbase to total centre of gravity height that takes the chassis tare weight along with all added equipment and payload into consideration, or it may be a figure which relates to how far above the chassis frame the allowed centre of gravity can be with all added weight (equipment and payload) for its vocation. This figure is not provided for a tractor, since the tractor is not considered an Incomplete Vehicle by the Original Equipment Manufacturer (OEM). Most tractors come from the OEM as complete vehicles, so a tractor automatically comes with unknown values when considering its braking capability in a new configuration as a straight truck.

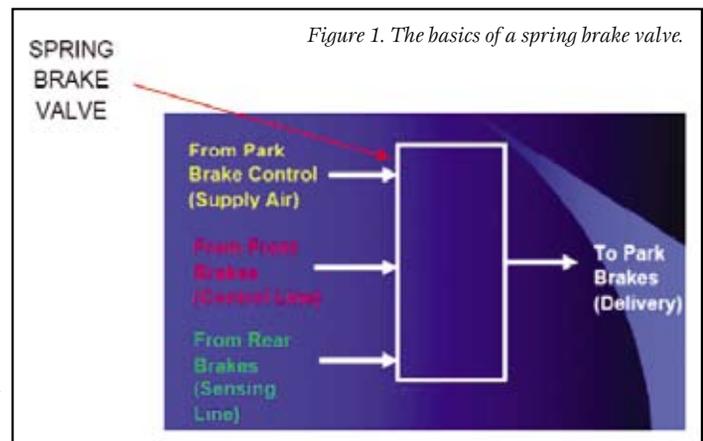
The next difference to consider is the chassis frame. Even if starting with a 6.2 metre (244 inch) wheelbase tractor, the chassis frame will likely require lengthening. Most likely there will be a lesser Resisting Bending Moment (RBM)/Section Modules (SM). The chassis frame requires assessment to ensure there will be enough to meet the requirements of the new vocation for the truck. This requires a study of the proposed application and engineering to ensure frame strength is adequate. For this, I suggest the article by Dick Toner, Chassis Ratings and General Repairs: Part 3, on page 20 of this issue of *CTEA Today*.

This article discusses the change of wheelbase that may be required to turn a tractor into a straight truck.

The cab configuration also has to be taken into consideration. A day cab tractor of course is similar to the majority of straight trucks.

Tractors with sleeper cabs present additional issues. It may work well if the application is expedited freight, where a sleeper cab may be a requirement. This sleeper cab, in certain applications, can offer superb creature comfort for the driver. However, a sleeper cab configured tractor may not lend well to becoming a regular day cab straight truck. A thorough check is needed to determine if the sleeper part of the cab can be removed. Is there a parts package available from the OEM to build in the back of the cab to give it the integrity needed? If the sleeper portion is removed from the cab, it is not wise to build a makeshift back and roof into the cab. This type of modification could create issues with the cab mount to the chassis' ability to retain proper tethering of seatbelts or even seating mounts.

There is a major difference in the air brake operating systems of straight trucks and tractors. Vehicles built as over-the-road tractors will most likely not have a spring brake control valve, also referred to as an inversion valve or modulated control valve, in the system. If a tractor is built as a



heavy duty vocational tractor, heavy front axle (6,350 kg/14,000 lb. or more), with heavy rear axle (20,865 kg/46,000 lb.), it may be equipped with the spring brake control valve. A normal over-the-road tractor would most likely be equipped with a maximum of 18,143 kg (40,000 lb.) rear suspension and axles. Just a side note on this, there may not be enough capacity for the proposed application once the unit becomes a straight truck.

With a straight truck brake operating system, there needs to be a spring brake control valve. This valve is found in the emergency brake air circuit of a straight truck system. This valve gives the driver of the vehicle modulated control of the spring brakes through the brake pedal (treadle valve/bulkhead valve, depending on which the vehicle has) if the primary system were to have an incident of air loss.

The primary system refers to the brakes for the drive axle(s) while the front (steering) axle(s) is referred to as the secondary system. Figure 1 (previous page) shows the basics of the spring brake valve.

Some tractors may only be equipped with spring brakes on one of the tandem drive axles. As a straight truck, it's recommended that both drive axles be equipped with spring brakes so that in the event of air system pressure losses, the emergency brake system has a

chance to meet the required stopping distance for the vehicle. Also, in respect to the straight truck scenario, the spring brakes on both drive axles on a tandem unit would likely be needed to meet parking brake requirements.

A tractor air system does not meet the requirements for a straight truck. For safe operation when turning a tractor to a straight truck, it is imperative to change out the brake operating system. In switching the brake operating system,

the full requirements of CMVSS 121 operational criteria should be followed. At a minimum, the replacement of the brake operating system should be followed with a full timing test.

In closing, such a transformation must be done with great consideration and by a knowledgeable shop to make the job successful and produce a safe, trouble-free vehicle. This type of work also must be done by folks who will stand behind what they do! ●

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regulatory report rapport sur la réglementation

CARGO SECUREMENT: EDUCATIONAL PERIOD ENDED JANUARY 2011

A reminder that Canadian provinces and jurisdictions have moved towards prohibiting the use of unmarked tie-down devices. The regulation came into effect on Jan. 1, 2010, with a one-year educational enforcement period to provide the industry — both drivers and fleets — with time to adapt to the new rule. The education period ended Jan. 1, 2011. The regulation that covers cargo securement is National Safety Code Standard 10 (NSC 10). It has been adopted by all Canadian provinces. Details of the changes can be found at: www.ccmta.ca/english/committees/cra/cargo/pdf/NSC_10_Changes_September_2010.pdf.

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ONTARIO CONCLUDES PHASE 4 OF VEHICLE WEIGHTS AND DIMENSIONS REFORM

Ontario's Vehicle Weights and Dimensions (VW&D) Reform Project was a multi-year effort to cause the migration of commercial motor vehicles and trailers to designs that are Safe, Productive and Infrastructure-Friendly (SPIF). SPIF vehicles minimize weight impacts on roads since they are equipped with axles that do not need to be raised for cornering and are designed to automatically distribute weight between the axles.

The VW&D Reform Project has concluded the last of four phases. The first three phases dealt with all single and double tractor-trailer combinations.

Phase 4 covered all remaining vehicles operating on Ontario highways — straight trucks, pony trailers, full trailers, buses and specialty combinations, flat deck straight trucks with forklifts attached, cement mixers, and dump trucks pulling trailers.

Vehicles covered in Phase 4 manufactured after June 30, 2011, must be built to new MTO requirements, referred to as SPIF standards, as contained in the regulation, or operate at significantly reduced weight allowances. Any Phase 4 vehicle manufactured before that will be grandfathered under current rules until Dec. 31, 2020, or until 15 years from date of original manufacture, whichever is longer.

The amendments recognize seven truck designs and five full trailer designs that meet SPIF standards. The trucks may operate as a single vehicle or, in most cases, may be combined with any of the SPIF trailers. Three SPIF bus/recreational vehicle designs will also be regulated.

Continued on page 25

FIXATION DES CHARGEMENTS : LA PÉRIODE ÉDUCATIVE S'EST TERMINÉE EN JANVIER 2011

Un simple rappel que les provinces et les juridictions du Canada ont décidé d'interdire l'usage de dispositifs d'attache sans marque.

Le règlement est entré en vigueur le 1^{er} janvier 2010, avec une période éducative d'un an avant son application, afin de donner à l'industrie, autant aux conducteurs qu'aux parcs de véhicules, le temps de s'adapter aux nouveaux règlements. Cette période éducative s'est terminée le 1^{er} janvier 2011.

Le règlement qui régit la fixation des chargements est l'article n° 10 du *National Safety Code Standard* (NSC 10), et il a été adopté par toutes les provinces canadiennes.

On peut se procurer tous les détails des modifications à : www.ccmta.ca/english/committees/cra/cargo/pdf/NSC_10_Changes_September_2010.pdf.

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L'ONTARIO TERMINE LA PHASE 4 DE SA RÉFORME SUR LES POIDS ET LES DIMENSIONS DES VÉHICULES.

Le Projet de réforme des poids et des dimensions des véhicules (PDV) de l'Ontario a été une initiative qui s'est étalée sur plusieurs années et dont le but était de promouvoir des conceptions de véhicules moteurs commerciaux et de remorques qui soient sûres, productives et sans danger pour les infrastructures (SPDI). Les véhicules SPDI réduisent l'impact du poids sur les routes, étant donné qu'ils sont équipés d'essieux qu'il n'est pas nécessaire de relever dans les prises de virages et qui sont conçus pour répartir automatiquement le poids entre les essieux.

Le Projet de réforme PDV a terminé la dernière de ses quatre phases. Les trois premières phases se sont concentrées sur toutes les combinaisons de tracteur-remorque simple et double.

La Phase 4 couvrait tous les autres véhicules qui roulent sur les routes de l'Ontario, les camions porteurs, les remorques semi-portées, les remorques complètes, les autobus et les combinaisons spéciales, les camions porteurs à plateau avec chariot élévateur à fourche intégré, les bétonnières et les camions à benne basculante tirant des remorques.

Les véhicules couverts dans la Phase 4 et fabriqués après le 30 juin 2011 doivent être construits conformément aux

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Phase 4 includes some rules applicable to all commercial motor vehicles and trailers and some amendments to existing provisions dealing with tractor-trailers. Three new SPIF tractor-trailer combinations are included. The methodology for determining allowable gross weight for both SPIF and non-SPIF vehicles is simplified. The current allowable gross weight reduction for aggregate vehicles is eliminated for SPIF vehicles. The current requirement that no axle on a SPIF vehicle may be loaded beyond its manufacturer's rating is extended to all non-SPIF vehicles and to new SPIF vehicles.

Complete details of the changes outlined in Phase 4, the official amending regulation 457/10 can be found at: www.e-laws.gov.on.ca/html/source/regs/english/2010/elaws_src_regs_r10457_e.htm.

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U.S. PROPOSES A NEW GENERATION OF CLEAN VEHICLES

The U.S. Environmental Protection Agency (EPA) and the National Highway Traffic Safety Administration (NHTSA) are taking co-ordinated steps to enable the production of a new generation of clean vehicles, through reduced greenhouse gas (GHG) emissions and improved fuel efficiency from on-road vehicles and engines. These next steps include developing first-ever GHG regulations for heavy-duty engines and vehicles, as well as further light-duty vehicle GHG regulations.

Light-duty regulations

EPA and NHTSA have been working on developing a national U.S. program of harmonized regulations to reduce GHG gas emissions and improve fuel economy of light-duty vehicles. The agencies issued a Final Rulemaking establishing standards for 2012-16 model year vehicles on April 1, 2010. The agencies are now developing a rulemaking to set standards for model years 2017-25. Below, information is presented on each of the rulemaking phases that have been completed:

- On Jan. 24, 2011, the EPA, the U.S. Department of Transportation and the State of California announced a single timeframe for proposing fuel economy and GHG standards for model years 2017-25 cars and light trucks. Proposing the new standards in the same timeframe — Sept. 1, 2011 — signals continued collaboration that could lead to an extension of the current National Clean Car Program.
- On Nov. 30, 2010, EPA and NHTSA issued a Supplemental Notice of Intent (NOI) that follows the Notice of Intent released on Sept. 30, 2010, to begin developing new standards for GHG and fuel economy for light-duty vehicles in model years (MY) 2017-25. The Supplemental Notice is meant to aid the public's understanding of many key issues facing the agencies as they continue the process of developing the upcoming rulemaking. This Supplemental NOI highlights many of the key comments received in response to the September NOI, and to the Interim Joint Technical Assessment Report (TAR) issued by EPA, NHTSA, and the California Air Resources Board, associated with that notice. The Supplemental NOI also discusses the agencies' plans for many of the key technical analyses that will be undertaken in developing the upcoming proposed rulemaking.
- On Sept. 30, 2010, EPA and NHTSA issued a Notice of Intent to begin developing new standards for GHGs and fuel economy for light-duty vehicles for the 2017-25 model years. This Notice of Intent describes EPA and NHTSA's initial assessment of potential scenarios for a 2017-25 national program, and outlines next steps for continued work on developing a rulemaking. In addition, EPA and NHTSA worked closely with the California Air Resources Board in developing an Interim Joint Technical Assessment Report of potential 2017-25 scenarios. This Interim Report is being released with the Notice of Intent.
- Final Rulemaking: Light-Duty Vehicle Greenhouse Gas Emissions Standards and Corporate Average Fuel Economy Standards (published May 7, 2010).

The final combined EPA and NHTSA standards that make up the first phase of this national program apply to passenger cars, light-duty trucks, and medium-duty passenger vehicles, covering model years 2012 through 2016. They require these vehicles to meet an estimated combined average emissions level of 250 grams of carbon dioxide per mile, equivalent to 35.5 miles per gallon (MPG) if the automobile industry were to meet this carbon dioxide level solely through fuel economy improvements. Together, these standards will cut greenhouse gas emissions by an estimated 960 million metric tons and 1.8 billion barrels of oil over the lifetime of the vehicles sold under the program (model years 2012-2016).

Heavy-duty regulations

The EPA and NHTSA standards that make up the first phase of the proposed Heavy-Duty National Program would apply to combination tractors (the semi-trucks that typically pull

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trailers), heavy-duty pickup trucks and vans, and vocational vehicles (including buses and refuse or utility trucks). Together, these standards would cut GHG emissions by nearly 250 million metric tons and save about 500 million barrels of oil over the lifetime of the vehicles sold in model years 2014-2018.

Transport Canada and Environment Canada are working with the EPA and NHTSA and the CTEA has a seat on the advisory committee formed by the Canadian ministries.

Proposed Rulemaking: Greenhouse Gas Emissions Standards and Fuel Efficiency Standards for Medium- and Heavy-Duty Engines and Vehicles (published Nov. 30, 2010).

Public participation opportunities

Public comments were accepted for 60 days after the proposal was published in the Federal Register, ending Jan. 31, 2011. NHTSA and EPA also held two public hearings in Chicago, Ill., and in Cambridge, Mass., in November 2010. Public comments received, hearing testimony, attendance sheets and transcripts are available online at www.regulations.gov under Docket ID “EPA-HQ-OAR-2010-0162.” See the Notice of Public Hearings (PDF) (2 pp, 53K, published Nov. 1, 2010).

Related actions

EPA is responsible for developing and implementing regulations to ensure that transportation fuel sold in the United States contains a minimum volume of

renewable fuel. The Renewable Fuels Standard (RFS) program was created under the Energy Policy Act (EPA) of 2005, and expanded under the Energy Independence and Security Act of 2007 (EISA). The expanded RFS program lays the foundation for achieving significant reductions of greenhouse gas emissions from the use of renewable fuels, for reducing imported petroleum, and encouraging the development and expansion of the U.S.A.’s renewable fuels sector.

This foregoing is a summary of a Regulations and Standards publication at the following link: www.epa.gov/oms/climate/regulations.htm, which contains links and references to dozens of background documents. ●

CTEA COMMENTS REGARDING INSURANCE INSTITUTE FOR HIGHWAY SAFETY TESTING OF REAR IMPACT GUARDS

The Canadian Transportation Equipment Association (CTEA), upon reviewing articles and video related to testing of Trailer Rear Impact Guards (RIG) performed by the Insurance Institute for Highway Safety (IIHS), acknowledges the concerns raised by the institute. From the information reviewed, the CTEA understands that RIGs designed, built and installed to meet the requirements of Canada Motor Vehicle Safety Standard (CMVSS) 223, Rear Impact Guard, perform well in engaging the frontal crash mitigation structure of typical automobiles in trailer rear end collisions directed towards the nominal longitudinal centre of the rear of the trailers. In these tests, the RIGs reduced the intrusion of the automobiles beneath the trailers to a point where the cabin area of the automobiles retained a large front-positioned occupant survival space.

It is gratifying for the CTEA to see that the standards developed by Transport Canada and supported by the Association have been validated by a reputable third party. Part of the CTEA’s mandate is to promote safety in vehicle design within its membership and throughout the industry.

The IIHS findings regarding rear offset crashes are of concern, and the association intends to participate in consultations with Transport Canada regarding their evaluation of RIG safety data, and any plans for further testing and analysis that may be considered in order to determine the best course of action to enhance the safety of trailers on Canada’s roads.

The CTEA offices are at 16 Barrie Blvd., Unit 3B, St. Thomas, Ont., N5P 4B9. Questions or comments can be made by telephone at (519) 631-0414 or email at transportation@ctea.on.ca.



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nouvelles exigences du ministère des Transports de l'Ontario, appelées Norme SPDI, contenues dans le règlement, ou circuler avec des charges nettement réduites. Tout véhicule couvert par la Phase 4 construit avant cette date bénéficiera d'un droit acquis en vertu du règlement existant jusqu'au 31 décembre 2020, ou pendant 15 ans à partir de la date de fabrication originale, à la plus éloignée des deux.

Les amendements reconnaissent sept conceptions de camions et cinq conceptions de remorques complètes conformes à la norme SPDI. Les camions peuvent circuler comme véhicules autonomes ou, dans la plupart des cas, être combinés avec une remorque SPDI quelconque. Trois conceptions d'autobus et de véhicule récréatif SPDI seront également réglementées.

La Phase 4 comprend certaines règles applicables à tous les véhicules moteurs commerciaux et aux remorques, ainsi que certains amendements à des dispositions existantes traitant des tracteurs-remorques. Trois nouvelles combinaisons de tracteur-remorque SPDI sont incluses. La méthodologie pour déterminer le poids brut permis pour les véhicules SPDI et non-SPDI est simplifiée. La réduction actuelle du poids brut permis pour les véhicules combinés est éliminée pour les véhicules SPDI. L'exigence actuelle voulant qu'aucun essieu d'un véhicule SPDI

puisse être chargé au-delà de sa charge nominale de fabrication est étendue à tous les véhicules non-SPDI et aux nouveaux véhicules SPDI.

On peut se procurer tous les détails des modifications précisées dans la Phase 4, et le règlement officiel d'amendement 457/10 à : www.e-laws.gov.on.ca/html/source/regs/english/2010/elaws_src_regs_r10457_e.htm.

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LES ÉTATS-UNIS PROPOSENT UNE NOUVELLE GÉNÉRATION DE VÉHICULES PROPRES

L'Agence de la protection de l'environnement (EPA) et l'Administration nationale de la sécurité routière (NHTSA) des États-Unis prennent des mesures coordonnées visant à permettre la production d'une nouvelle génération de véhicules propres, par la réduction des émissions de gaz à effet de serre et une amélioration de l'efficacité énergétique des véhicules sur route et des moteurs. Ces nouvelles étapes comprennent l'élaboration des tout premiers règlements sur les gaz à effet de serre pour les moteurs et les véhicules lourds, ainsi que d'autres règlements sur les gaz à effet de serre pour les véhicules légers.

Règlements sur les véhicules légers

L'EPA et la NHTSA ont collaboré à la mise sur pied d'un programme national américain de règlements harmonisés

pour réduire les émissions de gaz à effet de serre et améliorer l'économie de carburant des véhicules légers. Les agences ont émis un Règlement final qui définit les normes pour les véhicules des années-modèles 2012-16 le 1^{er} avril 2010. Les agences élaborent maintenant un règlement pour établir des normes pour les années-modèles 2017-25. On trouvera ci-dessous des renseignements sur chacune des phases d'établissement des règlements qui ont été terminées :

- Le 24 janvier 2011, l'EPA, le ministère des Transports des États-Unis et l'État de la Californie ont annoncé un calendrier commun pour proposer des normes d'économie de carburant et de contrôle des émissions de gaz à effet de serre pour les voitures et les camions légers des années-modèles 2017-25. La proposition de nouvelles normes dans le même calendrier, soit le 1^{er} septembre 2011, démontre une collaboration continue qui pourrait mener à une prorogation du programme national actuel de voitures propres.
- Le 30 novembre 2010, l'EPA et la NHTSA ont émis un Avis supplémentaire d'intention qui fait suite à l'Avis d'intention du 30 septembre 2010, pour commencer à développer de nouvelles normes pour les gaz à effet de serre (GES) et l'économie de carburant pour les véhicules légers des années-modèles 2017-25. L'Avis

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supplémentaire a pour but d'aider le public à comprendre les nombreuses questions importantes qui se posent aux agences dans leur poursuite du développement des règlements à venir. Cet Avis supplémentaire souligne les nombreux commentaires reçus en réponse à l'Avis de septembre et au Rapport d'évaluation technique intérimaire conjoint émis par l'EPA, la NHTSA, et la Régie des ressources de l'air de la Californie, lié à cet avis. L'Avis supplémentaire présente également les plans des agences pour de nombreuses analyses techniques importantes qui seront entreprises pour développer les règlements proposés à venir.

- Le 30 septembre 2010, l'EPA et la NHTSA ont émis un Avis d'intention pour commencer à développer de nouvelles normes pour les gaz à effet de serre et les économies de carburant pour les véhicules légers des années-modèles 2017-25. Cet Avis d'intention décrit l'évaluation initiale de l'EPA et de la NHTSA des scénarios éventuels pour un programme national qui s'étendra sur les années 2017-25, et qui précisera les étapes suivantes pour

des travaux permanents de développement de règlements. En outre, l'EPA et la NHTSA ont collaboré étroitement avec la Régie des ressources de l'air de la Californie pour élaborer un Rapport d'évaluation technique intérimaire conjoint des scénarios éventuels pour les années 2017-25. Ce rapport intérimaire est émis avec l'Avis d'intention.

- **Réglementation finale** : Normes sur les émissions de gaz à effet de serre des véhicules légers et Normes d'économie de carburant moyenne corporative (publiées le 7 mai 2010).

Les normes finales combinées de l'EPA et de la NHTSA, qui constituent la première phase de ce programme national, s'appliquent aux voitures particulières, aux camions légers et aux véhicules de passagers de taille moyenne, couvrant les années-modèles entre 2012 et 2016. Elles exigent que ces véhicules parviennent à un niveau d'émission moyen combiné de 250 grammes de dioxyde de carbone par mille, équivalent à 35,5 milles au gallon si l'industrie automobile devait atteindre ce niveau de dioxyde de carbone uniquement par des améliorations de l'économie de carburant. Ensemble, ces normes réduiront les émissions de gaz à effet de serre d'une quantité estimée de 960 millions

de tonnes métriques et de 1,8 milliard de barils de pétrole pendant la durée des véhicules vendus dans le cadre de ce programme (années-modèles 2012-2016).

Règlements sur les véhicules lourds

Les normes de l'EPA et de la NHTSA, qui constituent la première phase du Programme national des véhicules lourds, s'appliqueraient aux semi-remorques (les camions tracteurs qui tirent habituellement des remorques), les camionnettes lourdes et les fourgonnettes et les véhicules professionnels (dont les autobus et les camions à ordures ou utilitaires). Ensemble, ces normes réduiraient les émissions de gaz à effet de serre de près de 250 millions de tonnes métriques et feraient économiser environ 500 millions de barils de pétrole pendant la durée des véhicules vendus au cours des années-modèles 2014-2018.

Transports Canada et Environnement Canada collaborent avec l'EPA et la NHTSA, et l'AETC siège au Comité consultatif formé par les ministères canadiens.

Réglementation proposée : Normes sur les émissions des gaz à effet de serre et Normes d'efficacité énergétique pour les moteurs et les véhicules moyens et lourds (publiées le 30 novembre 2010).

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The Canadian Transportation Equipment Association is seeking an **Association Technical Programs Manager**

The position of **Technical Programs Manager** is responsible for the development and maintenance of technical programs relating to truck and trailer regulatory compliance. The position also entails advising association members regarding technical/regulatory questions and providing guidance regarding federal and provincial regulatory requirements affecting commercial vehicle manufacturing. This person is also responsible for the design and presentation of seminars to both members and non-members regarding these regulatory requirements.

This position requires someone who is a self-starter, is willing to travel extensively across Canada and has knowledge of the vocational truck and commercial trailer manufacturing industry. The successful candidate must have strong communication skills, both oral and written, and must have presentation experience and a demonstrated comfort in front of an audience. Strong computer skills are important. Strong French language skills would also be a desirable asset.

The preferred individual would be a mechanical technologist or equivalent having at least five years of experience in the commercial vehicle manufacturing industry in a technical/design role, and having some training experience. Some knowledge of Canadian federal and provincial regulations and the regulatory structure affecting commercial vehicle manufacturers would be tremendous assets.

Please send resume to:

Executive Director

Canadian Transportation Equipment Association

16 Barrie Blvd, Unit 3B | St. Thomas, ON N5P 4B9

Or electronically to:

don.moore@atminc.on.ca



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Occasions de participation du public

Les commentaires du public ont été acceptés pendant une période de 60 jours après la publication de la proposition dans le Registre fédéral, se terminant le 31 janvier 2011. L'EPA et la NHTSA ont également tenu des audiences publiques à Chicago, Illinois et à Cambridge, Massachusetts en novembre 2010. Les commentaires du public reçus, les témoignages lors des audiences, les fiches de présence et les transcriptions sont disponibles en ligne à www.regulations.gov sous le registre nommé « EPA-HQ-OAR-2010-0162. » Voir l'Avis d'audiences publiques (PDF) (2 pp, 53K, publié le 1^{er} novembre 2010).

Mesures connexes

L'EPA est responsable de l'élaboration et de la mise en vigueur des règlements pour assurer que le carburant de transport vendu aux États-Unis

contient un volume minimal de carburant renouvelable. Le programme de la Norme des carburants renouvelables a été créé en vertu de la Loi sur la politique énergétique (EPAAct) de 2005, et étendu en vertu de la Loi sur l'indépendance et la sécurité énergétique de 2007 (EISA). Le programme étendu de la Norme des carburants renouvelables sert de base à l'atteinte d'une réduction importante des émissions des gaz à effet de serre à partir de l'utilisation de carburants renouvelables, afin de réduire les importations de pétrole et d'encourager le développement et l'expansion du secteur des carburants renouvelables des États-Unis.

Ce qui précède est un résumé d'une publication sur les règlements et sur les normes sur le lien suivant :

www.epa.gov/oms/climate/regulations.htm, qui contient des liens et des références à des douzaines de documents d'information. ●

COMMENTAIRES DE L'AETC SUR L'INSTITUT DES ASSURANCES POUR LES ESSAIS DE SÉCURITÉ SUR ROUTE DES PROTECTEURS D'IMPACT PAR L'ARRIÈRE

L'Association d'équipement de transport du Canada (AETC), après examen des articles et des vidéos sur les essais des protecteurs d'impact par l'arrière des remorques effectués par l'Institut des assurances pour la sécurité routière (IIHS), reconnaît les inquiétudes soulevées par l'institut. À partir des renseignements examinés, l'AETC comprend que les protecteurs d'impact par l'arrière conçus, fabriqués et installés pour se conformer aux exigences du règlement 225 des Normes de sécurité des véhicules automobiles du Canada (NSVAC), Protecteur d'impact par l'arrière, fonctionnent bien en engageant la structure de réduction d'écrasement frontal d'automobiles types lors de collisions sur l'arrière de remorques, dirigées vers le centre longitudinal nominal de l'arrière de la remorque. Lors de ces essais, les protecteurs d'impact par l'arrière ont réduit la pénétration des automobiles sous les remorques à un point où la partie habitacle de l'automobile conservait un grand espace de survie pour les occupants des sièges avant.

Il est réconfortant pour l'AETC de voir que les normes mises au point par Transports Canada et appuyées par l'association ont été validées par un tiers fiable. Une partie du mandat de l'AETC est de promouvoir la sécurité dans la conception des véhicules parmi ses membres et dans toute l'industrie.

Les conclusions de l'IIHS sur les impacts décalés par l'arrière posent un problème, et l'association à l'intention de participer à des consultations avec Transports Canada sur son évaluation des données de sécurité des protecteurs d'impact par l'arrière, et à tous les plans pour des essais et des analyses supplémentaires qui peuvent être envisagés afin de déterminer les meilleures mesures à prendre pour améliorer la sécurité des remorques sur les routes du Canada.

Les bureaux de l'AETC sont situés au 16 Barrie Blvd., Unit 3B, St. Thomas (Ontario), N5P 4B9. Toutes les questions ou tous les commentaires peuvent être formulés par téléphone au (519) 631-0414, ou par courriel à transportation@ctea.on.ca.



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FORT GARRY INDUSTRIES opened as a tire repair shop in 1919 and has grown to become a leading supplier of truck and trailer parts and equipment to the Western Canadian transportation industry.

The company, which now employs approximately 360 people in Winnipeg, Mississauga, Thunder Bay, Brandon, Regina, Saskatoon, Lloydminster, Calgary, Lethbridge, Edmonton, Red Deer, Grande Prairie and Surrey, was established by Fred Sicinski in the lane between Fort and Garry streets in downtown Winnipeg. FGI's headquarters are still in Winnipeg.

"We have great people," says Dave Kell, the regional manager of truck equipment, who has been with the company for more than 30 years.

FGI now has three operating divisions: an aftermarket parts and service division; an original equipment division; and a remanufacturing division.

The aftermarket division sells a wide variety of truck and trailer parts to the transportation industry and provides service and repair work in seven of its branch locations. Customers include major truck fleets, bus fleets, utility companies, the agriculture community, tire shops, municipalities, and mining operations.

The equipment division sells new and used trailers and equipment, including flat decks, grain bulkers and gravel trailers, and holds exclusive Western Canadian rights to brands such as Lode King Industries and Midland Manufacturing. FGI also sells, installs and services everything from concrete mixers, gravel boxes and sand spreaders, to snowplows, truck decks, hydraulic hoists and lifts.

The remanufacturing division rebuilds brake shoes and air disc brake calipers for the on-highway truck/trailer and the transit industry. Some other products remanufactured are fan clutches and other brake-related components at a 30,000-square-foot facility just outside Winnipeg in Oak Bluff, Man. FGI remanufactures

these components under its own brand, SuperStop, a name now synonymous with completely remanufactured transit/coach brake shoes.

Kell enjoys his job because it's filled with variety, he says: "It's not a routine day-to-day type of thing."

Diversification not only makes his job interesting, it has been key to the longevity of the company. While smaller companies come and go, Fort Garry Industries' customers know that after almost 100 years in business, the firm will offer them support well into the future.

Still 100 per cent Canadian owned, FGI relies on its employees to provide stellar service.

"With years of experience and knowledge behind us, our staff takes the time to listen to customers' exact needs. We use this information to tailor personalized solutions to meet their individual schedules and budgets," says Kell. "Add that to FGI's National Safety Mark certification from Transport Canada and longstanding reputation for quality workmanship and high standards of safety, Fort Garry Industries quickly becomes a logical and secure choice for our customers' truck equipment needs."

Support goes beyond the initial purchase — FGI offers financing solutions, parts, full-service facilities and warranty support all in one stop.

After almost a century in business, FGI will continue to emphasize customer service while using new technologies and products to increase efficiencies.

"By paying respect to those who got us to where we are today and continuing to follow our mission of being the high-value, low-cost, hassle-free supplier of choice for quality products to our customers, Fort Garry Industries feels it is well positioned to meet the needs of our customers for years to come," Kell says. ●

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Advance Engineered Products Group Releases New Tridem Trailer

The Advance Engineered Products Group has introduced the new super 407 Aluminum Full Vac Double Conical Tridem Trailer, designed to improve load times and payloads over non-vac crude units.

It features a 6,000-litre capacity; full vacuum (35 psi pressure rating) that allows for versatility in applications; 93°C (200°F) temperature rating; double conical design with 50 per cent more slope than industry standards; a design that holds a TCRN and is fully certified to TC-407 & ASME, and is aerodynamically more efficient due to streamlined exterior and integrated support rings; a large 6-inch discharge outlet that uses a fully opening knife gate valve to ensure maximum flow rates are achieved; and an aluminum tank, 60 per cent lighter than comparable steel trailers, allowing it to carry up to 30 MT (66,140 lb.).

For more information call (306) 721-5678 or go to www.advanceengineeredproducts.com.



Truck-Lite's Signal-Stat Line Now Offers White LED Auxiliary Lighting

Truck-Lite has added white LED auxiliary lighting options to the popular Signal-Stat lineup, in the form of round and rectangular work lamps.

The three new auxiliary lighting additions provide the end user with a brighter, crisper and whiter light output closer to the colour temperature of daylight. The additions include: part #8150, an 8 diode, 4.5-inch round lamp; part #8155, an 8 diode, 4.33 by 3.94-inch rectangular lamp; and part #8160, a 10 diode, 4.33 by 3.94-inch rectangular lamp.

For more information call (800) 562-5012 or go to www.truck-lite.com.

Webb Severe Duty Announces Direct Replacement Vortex Drums For MAN Application Products

Webb Severe Duty's Vortex drums will be offered as direct replacements for all their previous MAN transit axle part numbers. Webb Vortex drums are lighter weight than standard grey iron drums while maintaining strength, with enhanced heat management characteristics particularly important in transit operations.

MAN transit axle brake drums should now be ordered from Webb distributors as 74040B which is the replacement for 64040B and 74089B to replace 64089B. The new 70000 series Vortex drums will supersede the previous part numbers for all MAN axle applications, including SuperpaK products.

For more information go to webbwheel.com.

Goldline and Silverline Tarp Strap Manufacturer Names Ancra International Exclusive Master Distributor

Ancra International has become the worldwide master distributor for Goldline and Silverline Brand Tarp Straps.

The Goldline Tarp Strap is composed of ethylene propylene diene monomer (EPDM) rubber and favoured by drivers in moderate and warm climates because of its resilience and its ability to maintain its elastomeric properties, even in high temperatures. EPDM-based tarp straps are known to last five to 20 times longer than natural rubber tarp straps. The Silverline Tarp Strap is made of high-quality natural rubber and is popular in Canada and northern latitudes because the straps remain flexible even in frigid conditions. A new, enhanced Silverline Tarp Strap with UV inhibitors will be part of Ancra's new offering.

For more information go to www.ancra.com.



Phillips Industries Assembles New Kits with Qwik-Fit Air Fittings

Phillips Industries has put together two new combination kits holding their most popular Qwik-Fit Push-to-Connect Composite Air Fittings. Each kit contains a collection of male connectors, straight unions, 45° male elbows and dust boots in various sizes typically used in everyday air line repairs.

The 80-1291 Travel Kit, measuring 6.5 by 10.5 inches, contains 48 pieces, and the 12 by 18 inch Shop Kit contains 110 pieces.

For more information, go to www.phillipsind.com.



Truck-Lite's LED Snowplow Kits Improve Visibility

Truck-Lite's new LED Snowplow Kit improves overall visibility for vehicles plowing busy roads and highways.

LED lights are significantly brighter than traditional lamps, have a longer life expectancy and increased durability and lower current draw.

Truck-Lite's LED Snowplow Kit comprises a right and left hand lamp assembly as well as harness. Each lamp assembly includes an LED headlamp, bracket and pedestal turn signal lamp.

For more information call (800) 562-5012 or go to www.truck-lite.com.



New Titan Live Floor Trailer Adds Capacity for Hauling Aggregates

The newest aluminum smoothside hauler from Titan Trailers is a streamlined Walking Floor model designed to reduce weight and increase payloads by up to 900 kg (2,000 lb.).

The new Thinwall aggregates trailer features a narrower body with lower side-walls which, along with aluminum body construction, achieves significant reductions in tare weight.

The trailer's 259 cm (102 in.) frame mounts a narrow 172 cm (68 in.) wide body which reduces the overall weight while providing ample room to load maximum weights.

Inside is the latest 6-slat V-Floor self-unloader from Keith Mfg. Co.

For more information call (519) 688-4826 or go to www.titantrailers.com.

Canadian Fleet Maintenance Seminar
 May 9-11, Markham, Ont., Canada
 Hilton Suites Conference Centre and Spa
www.cfmsonline.com/seminar.php

CTEA Risk Management Workshop
 May 12, Mississauga, Ont., Canada
 Location TBA
www.ctea.ca or 519-631-0414

Canadian Council of Motor Transport Administrators Annual Meeting
 May 15-19, Victoria, B.C., Canada
 Delta Ocean Pointe Resort and Spa
www.ccmta.ca/english/events/annualmeeting/annualmeeting.cfm

B.C. Trucking Association Conference & AGM
 June 3-5, Kelowna, B.C., Canada
 Delta Grand Okanagan Resort
www.bctrucking.com

Heavy Duty Distributor Council Annual Conference
 June 4-7, Markham, Ont., Canada
 Hilton Suites Toronto/Markham Conference Centre & Spa
www.hddc.on.ca

Atlantic Truck Show
 June 10-11, Moncton, N.B., Canada
 Moncton Coliseum Complex
www.apta.ca

Private Motor Truck Council AGM & Conference
 June 23-24, King City, Ont., Canada
 Kingbridge Conference Centre
www.pmtc.ca

Commercial Vehicle Outlook Conference
 Aug. 24-25, Dallas, Texas, United States
www.gatsonline.com

CTEA Risk Management Workshop
 Sept. 8, Guelph, Ont., Canada
 Location TBA
www.ctea.ca or 519-631-0414

SAE Commercial Vehicle Engineering Congress
 Sept. 13-14, Rosemont, Ill., U.S.
 Hyatt Hotel
www.sae.org

CVSA Annual Conference
 Sept. 26-29, Austin, Texas, U.S.
 Hilton Austin
www.cvsa.org

CTEA Manufacturers' Technical Conference
 Oct. 24-26, Moncton, N.B., Canada
 Delta Beausejour
www.ctea.ca

Sask. Trucking Assoc. AGM & Awards Gala
 Oct. 29, Regina, Sask., Canada
www.sasktrucking.com

Ontario Trucking Association Convention
 Nov. 8, Toronto, Ont., Canada
 Doubletree by Hilton
www.ontruck.org

Canadian Waste and Recycling Expo
 Nov. 9-10, Montreal, Que., Canada
 Palais de Congrès de Montréal
www.cwre.ca

Canadian Western Agribition Show
 Nov. 21-26, Regina, Sask., Canada
 Evraz Place
www.agribition.com

CTEA Risk Management Workshop
 Dec. 1, Montreal, Que., Canada
 Location TBA
www.ctea.ca or 519-631-0414

ArvinMeritor Going Back to Meritor Name

ArvinMeritor shareowners recently voted to change the company's name back to **Meritor Inc.**, effective March 2011.

The company took this action because the Meritor name is recognized by their commercial vehicle and industrial customers.

After ArvinMeritor sold its Body Systems business, the change made sense. Meritor will now focus entirely on three core global business groups: commercial truck, industrial, and aftermarket and trailer.

Changing the name back to Meritor gives the company the opportunity to leverage the strong reputation it's developed, and to continue to define itself as the recognized leader in drivetrain, mobility, braking and aftermarket solutions in commercial vehicle and industrial markets.



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Western Star Releases Body Builder Book

Western Star Truck Sales Inc. now offers its Body Builder Book as a downloadable resource that provides equipment manufacturers with component information for all Western Star truck models, allowing them to build and integrate specialty bodies on all Western Star chassis.

The Western Star Body Builder Book features detailed spec information in nine sections: air and electrical; exhaust systems; frame components; powertrain; chassis components; model layouts and CAD information; cab information; suspension systems; general information. It can be downloaded at www.westernstar.com/BodyBuilder. Up-fitters can also receive free updates by filling in the form provided.

Durabody Hires New Sales VP

Custom truck body builder **Durabody Industries** recently appointed Peter Collins as VP of Sales and Marketing.

Collins will be responsible for strategic planning and day-to-day management of all selling activities and market communications.

Collins most recently held the same position for Waltco Lift Corp.



Hino Trucks Makes a Hybrid Option Real

Hino Trucks recently unveiled a revolutionary addition to its product lineup at the ExpoCam truck show in Montreal. Hino will offer four models of the newly designed Class 4 and Class 5 cab over engine (COE) trucks. In the Class 4 market, Hino will offer the 155 diesel model and the first class 4 diesel-electric hybrid model, the 155h. The 155 and 155h models will carry a 14,500 lb. GVW rating. In the class 5 market, Hino will offer the 195 diesel model and the first class 5 diesel-electric hybrid model, the 195h. The 195 and 195h models will carry a 19,500 lb. GVW rating. All models are powered by the Hino J05E Series engine. The 5-litre engine is rated at 210 hp and 440 lb. ft. of torque. Using Aisin's A465, 6-speed automatic transmission, the Hino hybrid is the first with an automatic transmission.

The newly designed cab and chassis will also be available in a Class 4 and Class 5 diesel-engine-only configuration starting in September. The hybrid version is expected to hit dealer lots starting in December.

Brian Larocque named GM at Ancra

Brian Larocque has been named General Manager of **Ancra's** Canadian Cargo Systems Division. He has served as Canadian Sales Manager for the last six years.

In his new role, Brian will continue to be responsible for Canadian sales management and will now include operations at Ancra's Canadian facility.



CTEA Member wins NATM Young Entrepreneur Award

Ryan Sailer, General Manager for **Southland Trailer Corporation (STC)** in Lethbridge, Alta., received the Young Entrepreneur Award from the National Association of Trailer Manufacturers (NATM), based in Kansas.

Presented in February 2011, the award recognizes the accomplishments of young individuals in the trailer manufacturing industry.

In two years, Ryan has led a lean manufacturing process called Project Consolidate. Notable accomplishments include integration of an enterprise resource planning system into the manufacturing environment and implementation of a new paint prepping process. Under Ryan's leadership, STC has also rolled out 20 new models (that's almost one per month). Congratulations, Ryan!

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- Electronic steer axle locking device above 60KM/H
- 4-way flasher weight distribution under 60KM/H
- Maximum load indicator light - For loader nearing maxing load.
- Computer access port for computer setup
- Display's internal pressure reading on a computer for easy set up.
- Internal temperature sensor and heater output
- Controls equalization of truck suspension on air suspensions to an air liftable steer axle. (P100A)
- Controls equalization of truck suspension on hard rubber suspensions to an air liftable steer axle (P100M - Call for Availability).

website: www.wheelmonitor.com



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