



## A.T.S.S.A. OTTAWA CHAPTER June 2010

### FROM THE EXECUTIVE

Members of the executive are pleased to announce that Mary McGill has assumed the position of secretary. Welcome. We hope your minutes with us are enjoyable.

### NEW MEMBERS

Welcome to Don Begin NAPA Auto Parts, Dwight McMillan Malmberg Truck Trailer and Henry Phillips with First Air. Dave Shields from Fred Guy Moving and Storage will also be joining us soon.

### CFMS

Ken Dillon and Robert Wallis attended as our representatives. Robert provided the executive with his impressions (good) being there for the first time. Over \$4,000 was raised by the silent auction held for Breast Cancer. Dave Riddle from Day Transport was awarded Fleet Manager of the Year.

### L.A.C.

Ken Dillon attended the annual banquet. Andre Tatmara won the Apprenticeship Award.

### GOLF TOURNAMENT - Dan

The All Branch Golf Tournament was a great success. The weather man was kind to us. I would like to thank all of our sponsors who made this day an excellent venture. Sponsors of Longest Drive & Closest to the pin are as follows:

- 1] T.D.L. Truck Trailer Repairs Hole # 7 East Peter North. If someone knows who this person is please let me know within the next week or I will pick another winner.
- 2] Donnelly's Automotive Group Hole # 2 East Winner Conor Haines
- 3] Surgenor Truck Centre Hole # 3 West Winner Luc Carriere
- 4] Castrol / Wakefield Hole # 7 West Winner Mike Sheridan
- 5] Belko Auto Body [1994] Ltd Hole # 4 East Winner Dan Hodge / Ladies Winner Dianne Gowan
- 6] NAPA Hole # 5 East Winner D. Misselbrook
- 7] Glenview Iron & Metal Hole # 3 East Winner Gary Reid
- 8] Krown Rust Control Hole # 9 West Winner X Huberdeau / Ladies Winner Claire Marion
- 9] R. Gowan Towing Hole # 4 West Winner Jacques Brunet. It was a pleasure to have Jim Emery, Pat Emery's son, there to present the plaque in memory of his Dad to the winner Jacques Brunet.

I would like to send a special thanks to Dianne Gowan for all her help in setting up.

Also, thanks to Mary McGill for helping with the putting contest and the 50 / 50 draw along with Bruce and Jim Emery.

The winner of the 50/ 50 draw was **Mike Tracey** who kindly donated his share back to the Heart Institute. Thanks Mike very much. "You have a big heart."

The Winner of the putting contest was Glen Pearsey

A total of \$476.00 has been sent to the University of Ottawa Heart Institute Foundation from all at the golf tournament in memory of Doug Cowden and Steve Serwa.

The Winners of the Low Net " The Don McGibbon Trophy " was the team of Jamie Gervais

The Winners of being the " Most Honest Golfers" was the team of Glen Murtagh

Last but not least I would like to thank all of the executive who made this day a success.  
Have a safe summer and we'll see you all in the fall.

### **FROM TRUCKNEWS.COM - INSURANCE RENEWAL BY KEVIN SNOBEL**

It seems a lot of companies either DO NOT UNDERSTAND or do not want to understand Insurance Renewal. I do not know why? But let's try to take some of the mystery out of the equation.

1) Choose an INSURANCE BROKER, who you are comfortable dealing with. Especially since they will need access to certain CONFIDENTIAL FINANCIAL DATA. IF YOU WANT TO SWITCH BROKERS, check with others in the industry to see or obtain a recommendation

2) Do your homework, you can be sure both the AGENT AND THE INSURANCE COMPANY WILL BE DOING THEIRS>

3) TO PREPARE ALLOW YOURSELF BETWEEN 60 TO 90 DAYS, TO START THE PROCESS AND GET THE BALL ROLLING (OR IN OUR CASE TRUCK)  
WHAT WILL YOU NEED TO GET READY?

1) A list of all equipment (TRUCKS AND TRAILERS) Be prepared to supply: year, make, model, VIN, Plates on them at present, and of course a FMV (FAIR MARKET VALUE)

2) A Complete and current (within the last 15-30 days) ABSTRACT FOR EVERY DRIVER WORKING FOR YOU

3) A Complete and current (within the last 15-30 days) C.V.O.R. for every driver driving for you

4) A current loss run up to and including the last 5 YEARS.

5) A complete and current mileage travelled and where to (very important) tell you why later

6) As best as you can a breakdown of commodities hauled

7) A list of your top 5-10 accounts, Be prepared to supply a copy of a CONTRACT YOU MAY SIGNED if available.

8) A current Domiciled C.V.O.R. OF THE PROVINCE OR STATE YOU ARE LOCATED IN.

9) A current SafeStat ( CSA 2010 soon) up to date rating of your company.

10) Be prepared to show a proper breakdown of DRIVER TURNOVER and explain it.

11) An HONEST list of any Safety initiatives you have undertaken in the past year. PROOF IS REQUIRED

12) AN HONEST UP TO DATE CURRENT LIST OF ANY DRIVER MEETINGS, PROVIDE AN AGENDA OF WHAT WAS DISCUSSED. SHOW ATTENDANCE RECORDS

In our industry, there should not be any fear of the unknown, Educate yourself, and find out what the Insurance company is looking for, when they quote a renewal price. YOU should not meet with the Insurance company that is quoting, without your agent present.

13) If you have had any ANOMOLIES be prepared to discuss them and what steps have been taken to mitigate them.

Remember your agent can and will be there every step of the way to assist you. Your Insurance company whether the incumbent or a new one, is rating you , on HISTORICAL DATA, that you provide, and present market conditions. If you say you did it, be prepared to prove you did it. If you say you do not go there, be prepared to prove it, if you say you never carry a specific commodity, be prepared to prove you do not do it.

Like anything, information, and knowledge can be a good thing. Especially when handled properly. As to why it is so important to include where you travel and why (point 5 above). Well there is more chance of theft, in certain areas of North America and more chance of accidents, in certain areas of North America, higher settlement costs in certain areas of North America, different liability settlement schedules for certain parts of North America, more traffic in certain areas of North America. THESE ARE ALL AREAS OF EXPERTISE THAT THE INSURANCE COMPANY CAN HELP AND ASSIST YOU WITH, AND PROVIDE THEIR KNOWLEDGE AS WELL.

Safe Motoring and happy renewal

### **FROM TRUCKNEWS.COM - RAY'S RULES FOR OWNER OPERATORS BY RAY HAIGHT**

Howdy, folks. With the exception of a fellow named Bob many of you seemed to enjoy my Ray's Rules column from a few months ago, so I thought I would run with the idea and set some ground rules for a few specific sectors of the industry. In the near future you might see Ray's Rules for company owners, company drivers, safety managers, recruiters, dispatchers or whatever seems like a good idea at the time. Oh...and just to keep Bob happy...load brokers. I would also be more than willing to take suggestions from you folks, so send them in and let's put some order to some of these roles and once again, straighten this thing out!

Before I go on I should clarify that these rules are my satirical view of what I see as being obvious oversights on the parts of some folks. I attempt to throw in some humor in order to get some of you to get off the pot and start acting like you're in the game and not only survive, but to do the best you can. I also need to point out that the vast majority of, in this case, Owner Operators, run under their own set of rules and do not need any advice from me. That being said, there are always those groups that just don't get it and I guess that Ray's Rules is really for those folks; so if you are one of them, please pay attention. We need you to wake up and be part of the team!

Rule Number 1: Expired fuel tax decals are not to be treated in the same manner as old luggage that you never throw out. Take them off your truck. If I was a scale master, I would think to myself, "Wow this guy can't even be bothered to remove an IFTA decal from 2005...I wonder what the rest of this fool's paperwork looks like?" Get that crap off there; it might take an extra 10-15 minutes but get a rag with some cleaner and take the old decal goo off and put the new one on straight. Do it and do it right now!

Rule Number 2: Speaking of straight...at least once or twice a week I see an owner operator who has put the logo of the company who they are for crooked on the side of the truck. What is up with that? Are you folk's blind? A crooked logo on the side of a truck looks like hell. If you are so challenged in this regard, get that crooked thing replaced and have it put on by someone who knows what they are doing. It won't cost much; you just tell them where you want it and stay away from the project. Get with the program here!

Rule Number 3: I understand that keeping a truck clean is not always easy, but occasionally I see a truck going down the road that hasn't been washed in months. If this doesn't bother whoever owns this piece of equipment then I am not sure what else to say, except that I bet this is the same person that you can smell before they ever enter the room. As of today you must leave our little fraternity; it's not that we don't like you; it's just that our senses can no longer tolerate your lack of cleanliness or personal hygiene!

Rule Number 4 (You have heard this rule from me many times before, but for me it has to be on this list): The whiners must go! I'm not talking about the complaints that come from someone with a legitimate beef and attempts to do something about it. I'm talking about the person who lives by the code of "the squeaky wheel gets the grease" and they never stop complaining. You guys make my ears hurt! You too must leave our club and, in addition are also banned from ever owning another CB radio!

Rule Number 5: Using your next and last pay statements as your sole measure as to whether you are getting ahead or not must stop. You bought a truck as a tool to start a small business. Being successful as a small business includes but is not limited to planning, strategizing, budgeting, and cash flow management. If you don't know what I am talking about here ask around and find a business service provider who can help you and get on with it. If you're an Owner Operator and not doing this, this is the most important rule in this article for you. As Nike would say... Just Do It!

Rule Number 6: You must know your cost as an Owner Operator and you must work at reducing this cost at all times. In my previous life, one of the ways I would gauge the business savvy of an owner operator, was during a conversation I would ask what the individual's cost of fuel was. Unfortunately many folks couldn't answer me, they would try though. I would get answers like 6 MPG or 7.1 MPG which was, of course, an answer to a question I did not ask. If the owner operator gave me an answer that was out to 3 digits or 35.7 cents per mile after fuel surcharge, then I knew I was talking to someone who was watching their business.

Rule Number 7 (copied from my favorite author Larry Winget, check him out at [www.larrywinget.com](http://www.larrywinget.com)): "Do what you said you would do, when you said you would do it, the way you said you would do it." Larry nails it in his #1 rule for life and business, and this should be included on every list. Unless you follow this rule in your own day-to-day life, how can you expect anyone else to come through for you the way you expect them to?

This could go on for pages but I'm running out of space. Please feel free to drop me a note on what should be added to the list or comment on the current content.

Safe Trucking!

Ray J Haight

## **FROM ONTARIO TRUCKING ASSOCIATION**

(Toronto, ON) -- On Wednesday, June 9, 2010, Infrastructure Ontario released a request for qualifications (RFQ) to extend toll route Highway 407 eastward from Brock Road in Pickering to Simcoe Street in Oshawa and provide a new link east of Lakeridge Road, from Highway 407 East to Highway 401. The RFQ is the first step in the process to select a team to design, construct and maintain the new Highway 407 East Extension. Request for proposals are expected to be sent to short-listed teams later this year.

The Ontario Trucking Association (OTA) says that the extension of Highway 407 eastwards makes sense in terms of the long-term economic prospects for the province, especially given Oshawa's strategic role in the automotive manufacturing industry. OTA president, David Bradley, says the release of the RFQ is an indication of the Government of Ontario's continued commitment to highway infrastructure investment. He also says "the extension eastwards means that Highway 407 would come closer to being the true Toronto by-pass that it was intended to be."

Bradley concedes that many trucking companies consider the current level of tolls on Highway 407 to be prohibitively expensive. "It's a pure economic decision for carriers whether they feel the congestion cost savings from using Highway 407 exceed the toll costs. They have the option of not using the toll route if they feel it is uneconomical for them to do so. By creating a true by-pass of Toronto's busiest stretch of highway the equation changes. I suspect more will use the extended highway – especially those operating between the eastern part of Ontario or Montreal and the Michigan-Ontario border – but that decision is still a ways off. We are really just at the beginning of the process."

## **ASSOCIATE MEMBERS**

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