



Owner-Operator's Business
Association of Canada
Association professionnelle des
routiers autonomes du Canada



OWNER-OPERATOR BEST PRACTICES BUSINESS SEMINAR

Farm Centre, 420 University Ave, Charlottetown
Friday, February 18, 2011

AGENDA

9:00 am – 9:15 am – Welcome and Introductions

9:15 am – 10:30 am – The Cost of Doing Business

- This seminar will help operators determine the true cost of running a small trucking operation in order to base job pricing on a sustainable business model. Topics covered will include: establishing your cost-per-hour/ton/mile; the real cost of labour, including hiring, training, and dismissal.

10:30 am – 10:45 – Break

10:45 am – 12:00 – Running a Small Trucking Business

- This seminar will identify the skills and knowledge necessary to succeed in business and stay profitable including: basic business skills; knowledge of the regulatory environment including the Canada Labour Code; driver recruiting and retention strategies; driver training requirements; and equipment spec'ing and maintenance needs.

12:00 – 1:00 pm – Lunch

1:00 pm – 2:30 pm – Life-Cycle Costing

- This seminar will help operators understand the cost of running a truck over time; there's more on the table than just the down payment and the monthly payments. This is a useful concept for costing out the purchase of a truck or components over the life of the unit, including acquisition, operation and disposal/trade-in. It is useful in determining trade cycles, and whether to buy new or used.

2:30 pm – 2:45 pm – Break

2:45 pm – 4:00 pm – Moderated Open Discussion

- Review of recent changes to Atlantic Weights and Dimensions MOU
- Driver training and licensing standards
- Engine emissions regulations (2007 & 2010) and Canada's pending fuel economy regulations
- Topics from the floor