

# TRUCK NEWS

October 2013 Volume 33, Issue 10

Delivering daily news to Canada's trucking industry at [www.trucknews.com](http://www.trucknews.com)



**A HERO'S WELCOME:** Professional drivers participating in the Ontario leg of the World's Largest Truck Convoy Sept. 14 were greeted by Special Olympians, family and members of the community upon their return. *Photo by Adam Ledlow*

## Wide range of vehicles take part in OTA rally

By Daniela Piteo

**BARRIE, Ont.** – The personalities were just as unique and exciting as the vehicles on display at the inaugural Ontario Trucking Association's Big Wheels Bike and Car rally.

Industry professionals made the haul up to Horseshoe Valley to mix and mingle with their colleagues in an event that showcased an unparalleled affection for automobiles.

The road that brought Ken Olsen of TKO Transport to the Sept. 12 rally stretches back over two decades.

"Twenty-five years ago I was working for a VP of sales and was fed up with the job," Olsen said.

"My friend Tom and I started our own courier business and here I am."

Olsen, like many of the attendees, started up their own businesses while others, like James Steed of Steed Standard Transport joined a family business that goes back four generations.

Olsen and Steed came to the rally with their Harley Davidson bikes, both cruisers, to enjoy an afternoon hosted by the OTA.

Al Boughton of Trailcon Leasing rode in with his gold 1969 Dodge Charger, which he spent four years

**Continued on page 20**

## New record set for Ontario convoy

By Adam Ledlow

**PARIS, Ont.** – The Ontario leg of the World's Largest Truck Convoy lived up to its name Sept. 14, with truckers, law enforcement officers, Special Olympians and other industry friends gathering at the Paris Fairgrounds to celebrate reaching the largest-ever fundraising total in the event's nine-year history: an im-

pressive \$80,000 in support of the Special Olympics.

The convoy itself consisted of 48 trucks escorted by 14 police cruisers – the largest law enforcement presence the Paris event has ever had – on a journey west along Highways 403 and 401 to Putnam, Ont. before returning back to the fairgrounds. Riding shotgun for

the two-hour journey beside each trucker was a Special Olympian, an experience that both the athletes and the drivers say is typically their favourite part of the weekend event.

"When we get paired up with an athlete, we bring them out to the trucks and their eyes light up. It's

**Continued on page 12**

## Celebrating Working Chrome

We report from the Working Chrome Truck Show.



Page 41

### Inside This Issue...

- **Monitoring fatigue:** Can a high-tech wristband indicate a driver's level of fatigue and crash risk? A Canadian company says so, and at least one fleet is intrigued. **Page 22**
- **Better brakes:** Braking systems have evolved in recent years. Spec'ing and maintenance requirements have, too. **Page 42**
- **A new oil:** A new engine oil category is in the works. How will PC-11 affect your business? We have an in-depth report from Shell's global technical centre in Hamburg, Germany. **Page 60**
- **The Blame Game:** Mark Dalton seeks revenge on a shipper that deserved it. **Page 76**

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Ad Index **73**

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# There's nothing quite like a truck convoy

In trucking, there's no better symbol of unity than a slow-rolling truck convoy. There are two types of ceremonial convoys: those that celebrate a cause; and those somber rolling tributes to a fallen trucker.

We write about two such convoys in this month's issue.

In Paris, Ont., a new record was set, with \$80,000 raised for Special Olympics through the Ontario leg of the World's Largest Truck Convoy for Special Olympics. Similar events were held in other provinces, where new records were also set.

This event brings together the trucking industry, law enforcement and the Special Olympics. Talk to the drivers, and most will tell you the highlight of participating is driving with a Special Olympian riding shotgun. That experience is equally memorable for the athlete, as well.

In Lion's Head, Ont., there was a convoy of a different sort held in late August. Marshall McCartney, a beloved trucker's truck-



er was killed in an accident in Wiarton, Ont., leaving behind his fiancé and her young child.

The small town of Lion's Head was shaken by the accident. Friends wanted to do something special for McCartney, and so they organized a 27-truck convoy, which paraded his casket through town one last time.

It was a fitting tribute, which McCartney's friends and family say he would've loved.

These are two very different types of convoys, both very powerful in their own way. We've seen waning interest in truck shows across the country, with lower participation and trucker turnout at many events.

Yet at the same time, I don't recall ever hearing about so many con-

voys for various causes. I've taken to calling the late summer and early fall Convoy Season. And we're in the midst of it now. Up next, the Convoy for a Cure will raise awareness, and funds, for cancer Oct. 5.

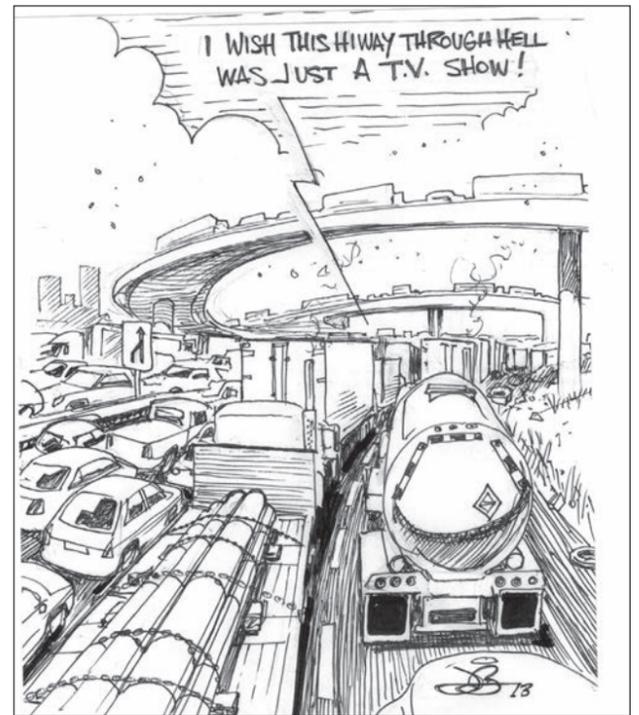
Out East, there was the Convoy for Hope, held Sept. 14. In May, a convoy in Newfoundland raised money for the local children's hospital, and another in Miramichi was held to support a cancer-stricken driver.

The fourth annual Tony Rossi Convoy for Hope was held June 8 in Alberta.

All these convoys and I'm sure I've missed some. The truck convoy is a unique form of ceremony that's really without equal in other

industries. And that's something worth celebrating. □

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# Expect more, again

Ten years ago, when I first wrote in this space for *Truck News* after being appointed editorial director, I wrote that "In a business climate as turbulent and as quickly changing as today's, to stand still is to fall behind." The reason I was appointed editorial director back then was to emphasize an important evolution in our own change strategy: the bringing of all our transportation products under one umbrella. We were confident this strategy would place us in the best position to address the changing needs of our readers and advertisers and summed up what you should expect from us going forward in one word: MORE.

Today, I'm writing in this space, which has been home for a decade, to announce another appointment and a further evolution of our change strategy. As of this issue I have the honour of replacing my mentor and friend Rob Wilkins as publisher. After more than 30 years in the publishing industry, Rob has decided to retire. I wish him well



in this next chapter of his life and owe him a great debt of gratitude. Rob led our group through great change and steered us through the turbulence of the worst recession since the Great Depression. It's a testament to his leadership and the wisdom of our change strategy that while other industry publishers were forced to shut down magazines and some media outlets disappeared altogether, we not only survived, but thrived. We are larger today than a decade ago.

On that day 10 years ago, *Truck News* and *Truck West* became part of an expanded family of editorial products which included *Fleet Executive*, our magazine geared towards the interests of fleet owners; *Canadian Transportation & Logistics*,

which addressed the needs of shippers; a research arm to gather objective, fact-based information on key industry trends; two Web sites; and two weekly newsletters.

For the first time, our five editors and our army of professional writers and industry experts across the country began working together towards our mandate to provide our readers and advertisers with the industry's best source of information on the issues that drove their decision-making. By working together, we felt there was no other news source in the Canadian transportation market that could match our reach and access to resources.

By leveraging our strength in numbers, we were able to pioneer new ways to reach out to you. Our award-winning WebTV show, TMTV, is not only a favourite on our Web site, but is approaching half a million views on our YouTube channel. Our social media presence — Twitter, Facebook, LinkedIn — is second to none in the industry. We moved up to a daily e-newsletter to keep you up to date on the latest news happenings, and added several other newsletters for those with specific interests. It's safe to say we

have conducted, and shared, more research on the transportation industry over the past 10 years than any other industry organization by a long stretch. And our Surface Transportation Summit is becoming recognized as one of the best educational and networking opportunities in transportation today.

My mandate as publisher and editorial director (hey, I love my old job too much to give it up) is to take the next steps towards becoming a true multimedia provider of industry information. And I plan on being very busy in the years to come.

I'm going to end this column, the same way I ended it 10 years ago.

To our readers, our advertisers, and even our competitors, I will say this: Keep an eye on us. We will surprise you. We will inform you. We will impress you. What you can and should expect from *Truck News* and our group of transportation magazines can be summed up in a single word: MORE. □

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## Did you know? How satisfied shippers are with carrier performance

Buyers of truck transportation services — whether Truckload or Less-than-Truckload — care most about the same things, namely: On-time performance, always ranked as the top priority, followed by competitive pricing and customer service in our annual survey of Canadian shippers, the Shippers Choice Awards.

But the similarities in how buyers of truck transportation view TL and LTL seem to end there. Truckload has faced the tougher expectations and the toughest Benchmark of Excellence for many years now and this year was no different. The Bench-

mark of Excellence is a reflection of both shipper demands and how well the best carriers are meeting them. For TL this year the Benchmark of Excellence set by our survey tabulations was set at 150.207, by far the highest of any mode. Air carriers are the next highest at 145.620. And the Benchmark of Excellence, remarkably, was highest for TL in sev-

en of the eight key performance indicators our survey tracks: On-time performance; quality of equipment and operations; competitive pricing; customer service; leadership in problem solving; value-added services; and sustainable transportation practices. TL carriers have higher benchmarks to surpass for on-time performance and customer

service than couriers and a higher standard for quality of equipment than air freight carriers. Yet, buyers of TL services also expect competitive pricing, as noted, and the Benchmark of Excellence for TL when it comes to competitive pricing is the highest for all modes, even now surpassing what is expected from ocean carriers. □

### SHIPPER SATISFACTION RATINGS BY MODE

	On-time performance	Quality of equipment & operations	Information technology	Competitive pricing	Customer service	Leadership in problem solving	Ability to provide value-added services	Sustainable transportation practices	Total satisfaction score
LTL Trucking	20.44	17.94	15.88	19.59	19.76	17.57	14.21	16.46	141.855
TL Trucking	21.67	19.50	16.65	20.33	20.46	18.36	15.71	17.53	150.207
Ocean Carriers	19.64	18.36	17.64	19.81	19.28	17.16	14.86	16.52	143.262
Couriers	20.97	18.22	18.92	19.03	18.40	16.39	14.30	16.36	142.583
Air Carriers	21.01	19.17	18.06	18.68	19.22	17.56	15.50	16.42	145.620
Rail Carriers	16.96	16.58	16.04	17.81	16.22	14.44	12.31	15.58	125.926

# CLASS 8 TRUCK SALES TRENDS

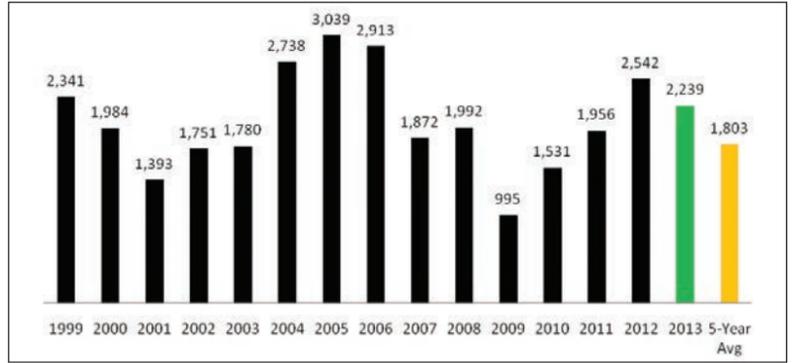
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Most of 2013 has experienced a downward trend in monthly truck sales totals in comparison to the previous year. July, unfortunately, was no different. The 2,239 trucks sold in July were about 300 behind last year's pace. Every OEM, with the exception of Mack and Western Star, posted lower figures than the previous year. But it's important to place the numbers in wider historical perspective. Going back to 1999, there were only 5 years with better sales results in July. The sales total for the month is also more than 400 above the five-year average.

### Monthly Class 8 Sales – July 13

OEM	This Month	Last Year
Freightliner	564	612
International	300	438
Kenworth	417	489
Mack	227	199
Peterbilt	256	330
Volvo	261	265
Western Star	214	209
<b>TOTALS</b>	<b>2239</b>	<b>2542</b>

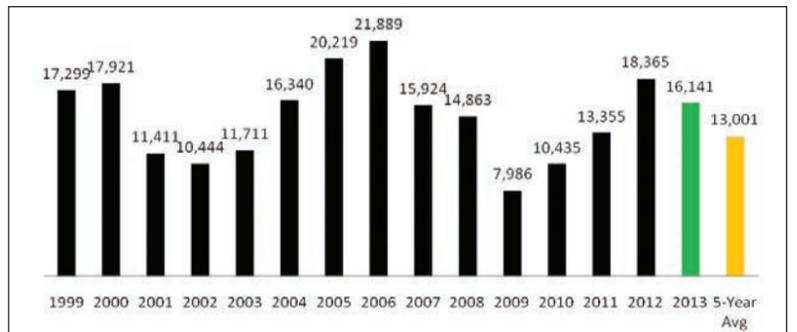
### Historical Comparison – July 13 Sales



### Class 8 Sales (YTD July 13) by Province and OEM

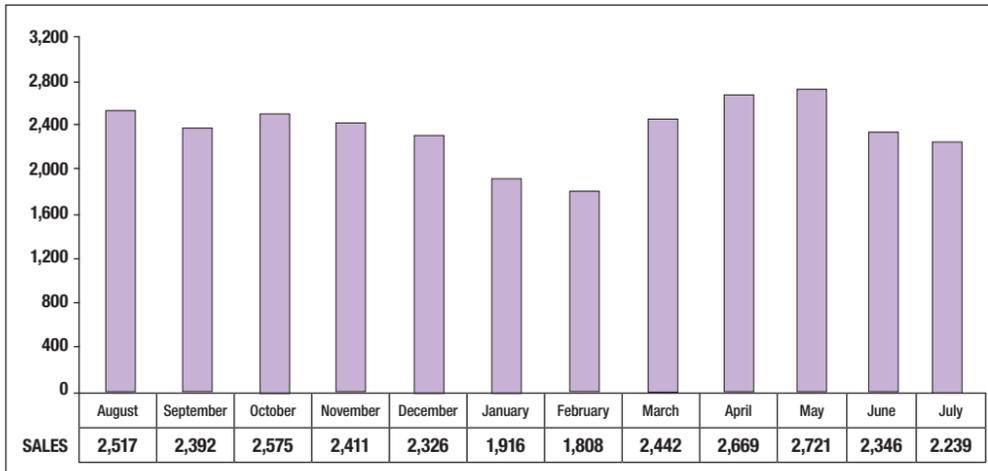
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	344	514	124	226	1,920	695	221	63	21	19	4,147
Kenworth	509	1,044	303	52	473	512	76	0	0	0	2,969
Mack	98	216	103	46	499	218	54	56	0	7	1,297
International	91	412	35	101	968	481	78	33	16	22	2,237
Peterbilt	333	759	172	138	322	342	104	40	0	0	2,210
Volvo	204	124	89	132	781	413	88	43	0	5	1,879
Western Star	216	440	43	40	251	283	33	74	3	18	1,402
<b>TOTALS</b>	<b>1,795</b>	<b>3,509</b>	<b>869</b>	<b>735</b>	<b>5,214</b>	<b>2,944</b>	<b>654</b>	<b>309</b>	<b>41</b>	<b>71</b>	<b>16,141</b>

### Historical Comparison – YTD July 13



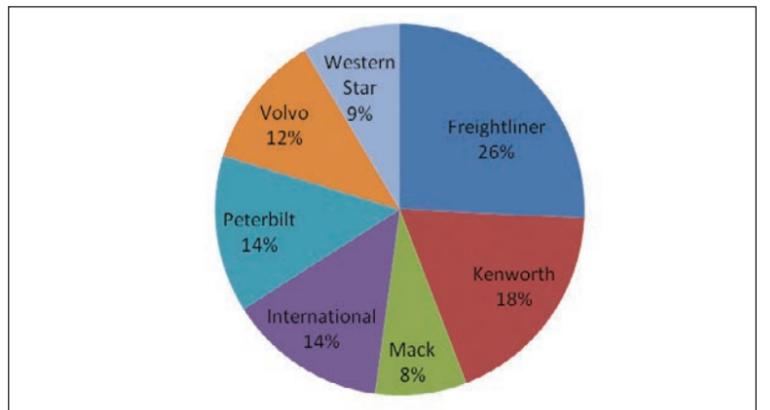
One month past the half way mark of the year, YTD Class 8 sales of 16,141 units places 2013 more than 2,000 trucks behind last year's pace but also more than 3,000 above the five-year average. So far, this is the 6th best year in sales going back to 1999. We don't expect a particularly strong second half of the year, however. Our revised estimate is for Class 8 sales to come in around 28,500 vehicles in 2013.

### 12-Month Sales Trends



Class 8 sales have come in above 2,000, reminiscent of the industry's capacity boom years of 2005 to 2007, for five straight months now. However, the three-month trend towards increased sales figures month over month has come to an end. The big question now is how well sales will hold up over the summer months and the rest of 2013.

### Market Share Class 8 – July 13 YTD



Freightliner, last year's Canadian market leader, enters the second half of the year solidly in control of the market share lead with more than a quarter of Canadian Class 8 truck sales. Kenworth finished 2012 in the number two spot for market share and there it still sits with an 18% market share. Navistar International finished the year with 15% market share and is now in a dead heat with Peterbilt with a 14% share of the Canadian Class 8 market.

Source: Canadian Motor Vehicle Manufacturers Association

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# TRUCK NEWS

October 2013, Volume 33, Issue 10  
 ISSN 0712-2683 (Print)  
 ISSN 1923-3523 (Online)  
 Truck News, USPS 016-248 is published monthly by BIG Magazines L.P., a div. of Glacier BIG Holdings Company Ltd. U.S. office of publication: 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709. Periodicals Postage Paid at Niagara Falls, NY, U.S. Postmaster send address corrections to: Truck News, P.O. Box 1118, Niagara Falls, NY 14304. Truck News is published 12 times a year by BIG Magazines L.P., a leading Canadian information company with interests in daily and community newspapers and business-to-business information services.  
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PUBLICATIONS MAIL AGREEMENT NO. 40069240



We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund of the Department of Canadian Heritage.

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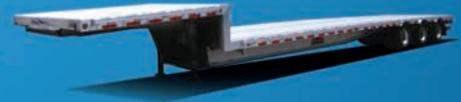
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**CONTENTS**

**TRUCK NEWS**

**Question of the month**

*Are drivers fairly paid for the work they do?*  
page 78

**Mark Dalton in...  
The Blame Game**

Part 4



page 76

**departments**



**OEM/DEALER NEWS:** Daimler expanding Minnesota reman plant.  
Pages 59-70

Opinions	3
Truck Sales	4
In Brief	6
Border	9
Quebec	10-11
Ontario	12-20
Canada	22-23
AI Goodhall, Over the Road	24
Scott Taylor, Tax Talk	26
Bill Cameron, Opinion	28
Safety, Ask the Expert	30
David Bradley, Industry	31
Bruce Richards, Industry	32
Karen Bowen, Health	34
Guest Column, Diplacido	36
Mark Lee, Opinion	38
Christopher Singh, Health	39
House of Chrome	41
Brakes	42-45
Tires	46, 75
Fleet News	49-51
Power Inverters	52-54
Technology	56-58
People	77
New Products	71-74

**IN BRIEF**

**Nominations open for Best Fleets to Drive For**

The call has once again gone out to North American drivers and owner/operators to nominate their fleet for the Best Fleet to Drive For competition. The competition is hosted by the Truckload Carriers Association (TCA) and administered by Canadian online training firm CarriersEdge.

It's not to be confused with a Best Fleets Canada program, recently announced by Trucking HR Canada. This year's nomination process will run through till 5 p.m. Nov. 1.

Drivers and O/Os who'd like to see their carrier acknowledged, can nominate them at [www.BestFleetsToDriveFor.com](http://www.BestFleetsToDriveFor.com).

"This program publicly recognizes and celebrates the fleets that are working to provide exceptional workplace environments," said Mark Murrell, president of CarriersEdge. "As we survey the participants, we're documenting a series of success stories that model best practices for other companies to adopt or follow. It's good for the carriers, the drivers, and the image of trucking, which is why the number of nominations seems to double every year. As we head into the next round, I have no doubt that this trend will continue."

The contest is open to all for-hire fleets based in the US or Canada, with 10 or more trucks. Membership in TCA isn't required. Nominated companies will be

put through an evaluation process that will gauge their driver-related programs.

Fleets that have done well in the competition say they've seen the value in participating.

Tom Pirnie, president of Grand Island Express of Grand Island, Nebraska, the winner of the Best Overall Fleet for Company Drivers in last year's program, said "Entering this competition forces a carrier to examine, in depth, its recruiting, HR policies, procedures and benefits. A review of maintenance and safety practices/results is also necessary. The whole process will give you a benchmark as to how you compare to your competition. It will bring positive change to your company."

Pirnie added: "The competition can supply renewed energy and focus on company improvements," he said. "Setting goals and working on improvements can upgrade the communications and morale of all the associates, including the drivers themselves. Winning or placing in the top 20 creates company pride and unity."

The Top 20 winners will be announced Jan. 31, 2014, with the top place finishers for company driver and owner/operators announced at the TCA convention March 23-26. You can visit the contest's Facebook page at [Facebook.com/BestFleetsToDriveFor](http://Facebook.com/BestFleetsToDriveFor) or visit the official Web site at [www.BestFleetsToDriveFor.com](http://www.BestFleetsToDriveFor.com). □

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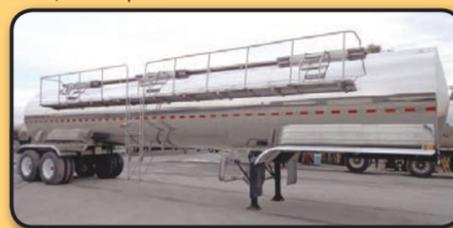
**UNIT 9522-2002 FREIGHTLINER FL-70 TANK TRUCK** 3126 Cat 230 hp (low miles), 6 spd., c/w 2002 Trans Tech DOT-406 aluminum 10,500L 2 comp't. Tank, B/L, dual pumper, 2 Lectro-count LCR 11 meters, very good 11R22.5 rubber, new safety & B-620, excellent paint. Call



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**BORDER**

# US for-hire truck tonnage takes small step back in July: ATA

ARLINGTON, Va. – US for-hire truck tonnage dipped 0.4% in July, marking the first decline since April.

The small decline came on the heels of a 0.1% increase in June. June 2013 posted the highest tonnage on record, according to American Trucking Associations data.

Tonnage was up 4.7% year-over-year in July. The ATA characterized July's tonnage as "robust," but added it was the smallest year-over-year gain seen since April.

Year-to-date, US for-hire truck tonnage is up 2.7% compared to 2012. "After gaining a total of 2.2% in May and June, it isn't surprising that tonnage slipped a little in July," ATA chief economist Bob Costello said. "The decrease corresponds with the small decline in manufacturing output during July reported by the Federal Reserve."

He added: "Despite the small reprieve in July, we expect solid tonnage numbers during the second half of the year as sectors that generate heavy freight, like oil and gas and autos, continue with robust growth. Home construction generates a significant amount of tonnage, but as mortgage rates and home prices rise, growth in housing starts will decelerate slightly in the second half of the year, but still be a positive for truck freight volumes. Tonnage gains in the second half of the year are likely to overstate the strength in the economy as these heavy freight sectors continue to outperform the economy overall." □

# Trucking conditions continue to improve: FTR

BLOOMINGTON, Ind. – FTR has revised its Trucking Conditions Index to show increasingly favourable conditions for the trucking industry.

The June index was up more than 30% compared to May. Active truck utilization is moving up as the effects of the new US HoS changes have taken effect, FTR reported. The industry forecaster is calling for a 3% productivity reduction from HoS, but expects an even more significant hit to productivity to result from a collection of smaller regulatory rules that will affect industry productivity between 2014 and 2016.

Its Trucking Conditions Index factors in a variety of industry metrics, with a reading above zero indicating a generally positive environment for truckers. Readings above 10 indicate volumes, pricing and margins are in a "solidly favourable" range for trucking companies. June's rating is 6.46.

"This month marks a large update to our Trucking Conditions Index. As the industry has struggled to im-

plement reasonable price increases despite a high level of truck utilization, our index has incorporated a more complete picture of the carriers' operating environment," explained Jonathan Starks, director of transportation analysis for FTR.

"This has led to a lowering of the index but we still feel that carriers are operating in a positive environment. The onset of HoS changes is expected to tighten capacity further and should lead to a more robust rate environment as we move through the fall shipping season. The major factors in our anticipation of continued elevated levels in the index are capacity and rates. If volumes were to see an unexpected burst of activity this fall, it could be a decisive factor in moving the index to a level that would indicate more rapid acceleration in freight rates and margins. Those are important elements as costs have generally outgrown rate increases over the last year." □

# Rock band Kansas to headline OOIDA truck show

GRAIN VALLEY, Mo. – The Heart of America Trucking Show will be pumping out tunes from legendary rock band Kansas as part of a free concert series celebrating the 40th anniversary of the Owner-Operator Independent Drivers Association (OOIDA).

The US-based national association for professional truckers, OOIDA and Lucas Oil will host the event Oct. 18-19 at the Kansas Speedway and is open to association members, non-members and the public.

The event, which celebrates achievements in the field of professional trucking, features a wide array of activities, educational sessions and competitions all celebrating the past 40 years of fighting for the rights of truckers, according to OOIDA. This year's celebration will prominently feature safety and wellness, with a wellness pavilion, health walk, highway safety demonstrations, trucking business seminars and driver awards. One of the event's main highlights includes a performance from progressive rock band Kansas, who also celebrate 40 years together. The band will take to the stage on Friday night to crank out some of their fan favourites including, Carry on Wayward Son and Dust in the Wind. Kansas City favourite, and band opener Rock, Paper, Scissors will hit the Lucas Oil stage before the headliners.

The music will continue on Saturday night with Leland Martin and Eagles tribute band Seven Bridges Road on the Lucas Oil stage and inside the show area, performers including Lindsay Lawler, Beatles tribute band, Liverpool, and local blues band Doghouse Daddies will entertain crowds throughout the day. Music isn't the only feature of the two-day event, OOIDA says. Kansas Highway Patrol and Kansas Motor Carriers Association will host a safety demonstration with a focus on blind zones, watch inspections, brake tests, as well as a rollover simulation. For more information or to pre-register for the show, visit [www.oidatruckshow.com](http://www.oidatruckshow.com). □

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**Across**

- 1 Semi stoppers, sometimes (3,4,6)
- 8 Tot's sandbox-truck brand
- 9 Shell Spirax or Petro-Can Traxon (4,3)
- 10 Truck-wash leather
- 11 Road map's city section
- 12 Driver work-history document
- 14 Truck-insurance contacts
- 18 1-Across system item
- 19 Restaurant or movie, once (5,2)
- 22 Completely fill trailer (4,3)
- 23 Tire type
- 24 Alberta plates' flower
- 25 The Natural State plates' home

**Down**

- 1 Xpeditor refuse-truck brand
- 2 U-Haul trucks
- 3 Famous Potatoes plates' state
- 4 Heavy truck GVWR rating (5,1)
- 5 Intersection no-no, \_\_\_\_\_ stop
- 6 Shift-lever toppers
- 7 Dairy Queen banana treat
- 13 '63-'97 premium truck
- 15 Isuzu LCF line (1,6)
- 16 Body-shop power tools
- 17 Truck News decision maker
- 18 NASCAR driver
- 19 Tire contents, sometimes
- 21 Mahindra Navistar trucks' home

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QUEBEC

# Border skirmish

## CBSA throws wrench into PIT's Europe vs North America test trials

**By Carroll McCormick**  
**BLAINVILLE, Que.** – Cats and dogs soaked the track at the Transport Canada Motor Vehicle Test Centre in Blainville, Que. as Performance Innovation Transport (PIT) launched its Energotest trials Sept. 11. The research yielded to strict SAE fuel consumption test rules, which do not permit testing in the rain.

When it rains it pours. Instead of circling the track, as planned, a star PIT attraction, a European Volvo FH 480 Globetrotter, was mired in paperwork at the US-Canada border. As of press time for *Truck News* and with

only four days of PIT's reserved track time left, Canada Border Services Agency (CBSA) had still refused to release the Euro-machine.

The Globetrotter had come across the pond to Greensboro, N.C., where Volvo Trucks North America laboured over the summer to adapt it to North American standards. The work included rewiring its 24-volt system to 12 volts and adding another differential to give it a tandem drive.

"Some modifications on the truck have not been transferred to us yet so we may have a few surprises, but none that would make the truck any less ef-

ficient," answered PIT director Yves Provencher when I inquired about the full extent of the modifications.

The plan was to pit the Globetrotter against a North American Volvo VNL 630 XE under controlled track conditions and compare their fuel consumption and emissions.

But would CBSA release the truck in time for the PIT crew to run the scheduled trials? "If I knew when it would be released I would be a rich man," Provencher said.

As usual though, PIT had plenty else planned for the nine-day Energotest. For example, Shell was there to test some fuel and PIT was testing lighter trucks for any beneficial effects of their lower weight on fuel consumption. And of course, because this has been the main raison d'être for PIT since FPIInnovations ran its first Energotest fuel consumption trials in 2007 and then created PIT in 2008, there were the vendor trials.

PIT acts as a neutral, unbiased testing agency to help manufacturers eval-

uate the effectiveness of their products – most commonly products designed to reduce fuel consumption. This fall they included the following companies and products:

**Bleu Torque:** This Quebec company has a black box (in other words, I shan't try to guess at how "the emission of a precise frequency transmitted by the antennas" works to reduce fuel burn) device that simply connects to a vehicle's battery and sits on top of the engine. It claims to reduce fuel consumption by 15% or more, as well as reduce hydrocarbon emissions.

**Vida Holdings:** Out of Mississauga, Ont., has a new kind of catalytic converter that, according to the company Web site, can reduce fuel consumption by up to 15%.

**ZEC Lubrication:** This Ottawa-based company makes oil additives designed to reduce friction, reduce dry start-up wear and otherwise improve energy consumption.

**Aperia:** Located in San Francisco, Calif., Aperia manufactures the Halo tire inflator. Mounted on the wheel hub, with air lines running to the tire valves, this system uses centrifugal force to maintain tires at a pre-set pressure. Properly maintained tire pressure translates into lower fuel consumption. "We are going to see whether the technology works – see how long it takes to get the tires to 100 psi and whether it keeps them there," Provencher says.

**Ridge Corporation:** Hailing from Pataskala, Ohio, Ridge has a combination side skirt and boat tail product for PIT to test.

**Escalate International:** Headquartered in Toronto, Escalate has a device called Start that discharges an electric current into diesel. Changes to the fuel molecules result in a more complete fuel burn and an average 7% reduction in fuel consumption, according to the company Web site.

**Maxquip:** This Calgary-based company has a propane system installed in police cars. "Propane technology seems mature, and it is half the cost of gas. We don't know what the fuel consumption of a propane car is at 100 km/h. We want to know what that is, and do an economic analysis," Provencher says.

PIT normally only releases the results of its track trials to its members, which number 26 fleets, 16 municipalities and four federal and provincial government agencies. This fall, however, PIT made public the results of five years of evaluations of trailer side skirts and aerodynamic devices that fit underneath trailers.

On average, side skirts reduce fuel consumption by 6.69%. (The range for side skirts from Freight Wing, Laydon Composites, Ridge Corporation and Transtex Composite is from 5.2% to 7.45% in fuel savings).

The average fuel savings for trailers sporting undercarriage devices is 1.43%. (The range for trailer undercarriage air deflectors that AirFlow Deflector, Airman and SmartTruck supplied to PIT was from 0% to 2.2% in fuel savings).

This fall also marks the beginning of a new effort by PIT, as a young, but already highly respected technology testing organization, to penetrate more deeply into the psyche of US fleets.

In Canada, fleets have begun to demand that the fuel-saving vendor classes seek validation of their technologies from PIT before beating on their

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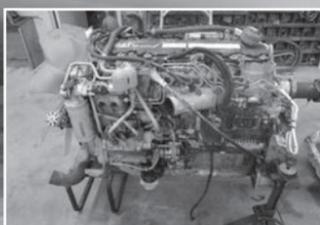
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doors. Environment Canada has selected PIT as the benchmark facility for testing green transportation technologies and PIT works with Natural Resources Canada. South of the border, PIT works in cooperation with the US SmartWay Transport Partnership,

but wants to go much further.

To this end, PIT has hired San Diego, Calif.-based LaunchIt Public Relations. "About 60% of our Energotest customers (ie., vendors) are from outside Canada, with most of them from the US," Provencher says.

"We are at the top edge of the expertise and we are way cheaper than the (US test agencies), test track versus test track. We want to learn what US trade shows to visit. What committees should we be on? We are not after US fleets yet, but that

will come. What are the best approaches to dealing with US fleets? People may not want a membership approach, but they may be interested in working on a contract basis. It is an exploration of how we can be useful to fleets." □



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ONTARIO

# Spirit of World's Largest Truck Convoy keeps them coming back

Continued from page 1

a few hours of enjoyment, but it's a lifetime of memories. I will never forget doing this. I really enjoy it," said Leonard Taylor, a driver with Challenger Motor Freight. Taylor was back for his second year at the convoy, bringing with him the third-highest sponsorship total of \$2,722. Assisting Taylor in reaching that total was none other than Challenger owner Dan Einwechter.

"I just told him about the sponsorship, he didn't bat an eye, didn't knock twice and he just said, 'Here you go. Here's your sponsorship,' which was really nice," Taylor said.

Drumbo Transport driver Ron Walsh raised the second-highest amount at \$5,000 flat – with last-minute volunteers chipping in the extra funds when he was found to be just shy of the impressive total. Now in his fourth year at the convoy, Walsh says he really enjoys the camaraderie that the event affords.

"How many people really get together and agree on something? It's just beautiful," he says. "It's such a great cause."

Raising a whopping \$7,000 in donations – which earned him the honour of Lead Truck during the convoy – was Scott Verbruggen of Verbruggen Trucking. Verbruggen is a regular on the show truck circuit and decided to parlay his industry connections into a money-making venture.



IT'S A CONVOY!: Trucks roll in the Ontario WLTC.

Photo by Adam Ledlow

"Last year was my first year coming here. I had a great time. This year, I just had an idea: I wanted to sell more, I wanted something bigger. I do a lot of truck shows in the summer and I know a lot of guys with nice trucks, and I had the

idea of taking pictures of these nice trucks and making a calendar," Verbruggen told *Truck News*.

Selling for \$15 a pop, the calendars sold in the hundreds, thanks, in part, to the salesmanship of Verbruggen's three brothers and

his riding partner during the convoy, Special Olympian Chris. Chris linked up with Verbruggen through a connection with Chris's brother and has made himself something of a local hero in his hometown of Woodstock, Ont., with not one, but four Olympic sports to his credit: baseball, soccer, basketball and floor hockey.

"He's like a living legend," beams Verbruggen. "If you go to a hockey rink or ball diamond, everybody knows Chris."

Verbruggen says plans are already in the works for creating a calendar to support next year's convoy.

"Personally, I just want to do more. I want to do something for other people. I just like to give back," he says.

Event organizer Tammy Blackwell says that witnessing this generous nature is what keeps her coming back year after year.

"It's a benevolent industry. I like to help facilitate the industry's opportunity to show the public what we can do and how we can give back," she said.

The World's Largest Truck Convoy got its start in Florida back in 2001 before expanding to numerous locations across Canada and the US, and raising millions for the Special Olympics. Since the beginning, the event has operated in partnership with the Law Enforcement Torch Run.

"I think it's a unique fundraiser. It's a lot different than anything we do involving the trucking community," said Cody Jansma, manager of the Ontario Law Enforcement Torch Run. "(The truck drivers) love the interaction with the police and especially the athletes...They keep wanting to come back. They feel good to be involved with an industry-leading event and they do it for a great charitable cause."

"The law enforcement community is a heavy supporter of the Special Olympics. For the past 25 years, law enforcement nationwide has been involved in helping raise funds for athletes," says Staff Sgt. Kevin MacBean of Peel Regional Police. When asked what's kept him coming back for the past three years, MacBean said: "It's interaction with the athletes – that's number one. It's also interaction with the truckers. We do see each other on the road, but this is different. We're all gathering together to raise funds for Special Olympics."

In addition to the convoy itself, the day's agenda included a lunch, awards presentation, auction, raffle, family entertainment, and a truck pull – with athletes, police officers and truckers using their own muscles as horsepower to pull the trucks by rope. "First one over the line with the truck wins," Blackwell says.

As for what's planned for the event's 10th anniversary next year, Blackwell remains tight-lipped on the details, but promises a few surprises that will get people talking – and is hopeful for an even larger World's Largest Truck Convoy. For more information on next year's event, visit [www.truckconvoy.ca](http://www.truckconvoy.ca). □

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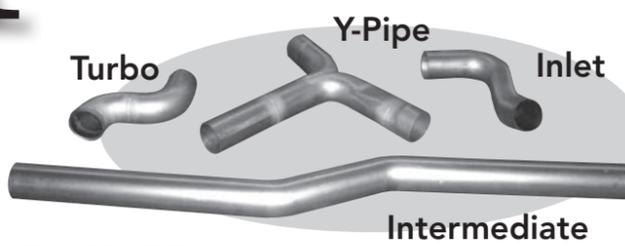
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ONTARIO

## Fleet Safety Council's conference to cover broad spectrum of topics

**KITCHENER, Ont.** – The Ontario Fleet Safety Council's annual conference will explore a variety of issues, ranging from recruitment to behavioural analysis, over three days in October. The Crowne Plaza in Kitchener/Waterloo will host the three-day Fleet Safety Council Annual Conference on Oct. 24-26, with industry experts weighing in on vital topics that affect drivers and companies.

The Truck Training School Association of Ontario (TTSAO) will kick off the conference on Thursday, Oct. 24 with a session that aims to encourage enrollment in the transportation industry. Yvette Lagrois, TTSAO president will be on-hand to discuss to the importance of training and finding the right company for individual transportation industry entrants.

Brenda Gilmore, the program manager for the School of Trades and Apprenticeship at Conestoga College Institute of Technology and Advanced Learning, will also join Lagrois. Gilmore works closely with eight local school boards that surround Conestoga as an employment counselor with a strong focus on skilled trades and technology.

Dr. Peter Gibson, vice-principal of Bramalea Secondary School joins the conference to discuss his interest in motive power, which led him into the family trucking business, and discusses the influence the trucking business had over his own successful business career.

The second day of the conference, Friday, Oct. 25, will change gears and look at analyses that shape the industry. Incident analysis, Predictive Behavioural Analytic Methods, and Profiling Behaviour Causes with Linkage will be at the forefront of discussion and led by Carmine Benedetti, a health and safety consultant; Mark Skinner, a research and development consultant with Infrastructure Health and Safety Association and Dr. Chet Robie respectively will present during each session.

Afternoon sessions on Oct. 25 will look at the influence of monitoring attitudes and behaviour, a method of encouraging safe actions with a focus on training and incentive programs. Larry Lonero, an expert in the field of influencing driver behaviour will be on hand for the discussion. Friday will feature a session that delves deeper into specific behaviour identification.

Recognition and Risk Indicators, presented by Ron Flowers of the Canadian Border Services Agency, will reveal telltale signs that help intervene before crashes occur.

The final day of the conference will feature a panel discussion moderated by Lou Smrylis, the publisher and editorial director for *Truck News*, featuring panelists Scott Cober, Marsh Insurance; Bonnie Learn, Zurich; John Oldfield, Dalton Timms Insurance Group; Sanchia Duran and Vy Duong, Shaw Tracking and Ryan Fletcher, People-Net Canada. For more information, visit [www.fleetsafetycouncil.com](http://www.fleetsafetycouncil.com). □

## MTO to phase in licence fee increases over longer period

**TORONTO, Ont.** – The Ontario Trucking Association (OTA) has announced the province of Ontario will extend the phase-in for heavy truck licence fee increases by one year.

The OTA says its lobbying helped convince the province to defer the 70% increase on commercial plate fees, which was originally announced in March 2012.

"I am pleased to advise you that the ministry is adjusting the fee schedule to implement the heavy commercial vehicle validation increase over a three-year period instead of a two-year period," Transport Minister Glen Murray told the OTA in a letter. "The increase scheduled for December 2013 will now be an intermediate step. The final increase has been

delayed by one year with an implementation date of December 2014. This change is in response to the concerns you raised that the trucking industry felt this increase to be steep and over too short a period of time."

The original schedule had the fees increasing by 30% in December 2012 and then by another 40% in December 2013.

The OTA launched its 'Put the Brakes on the 70% Fee Increase' campaign, which seems to have been effective.

Under the new schedule announced in August, the fees will increase by about 22.3% on Dec. 1, 2013 compared to current levels and then by another 6.3% in December 2014.

"Although OTA had urged the

government to cancel the fee increase altogether, this announcement to delay full implementation until 2014 provides carriers with some additional breathing space and allows them time to adjust contracts accordingly," said OTA president David Bradley.

"A 70% increase in any expense item is a challenge," added Bradley. "Unfortunately, when it comes to things like taxes and fee increases it's very difficult to shut the barn door after the horses have bolted. Nevertheless, we welcome the minister's announcement; the government has listened to the concerns of truckers, who, under the previous phase-in schedule, were being asked to bear a disproportionate toll of the increase in these tough economic times." □



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ONTARIO

# Ontario's entry-level driver training industry is a mess

## Why is one prominent industry player calling for further oversight?

By James Menzies

**CALEDONIA, Ont.** – A debate has been raging within the pages of *Truck News* in recent months, about the need for heightened standards within the entry-level commercial driver training industry.

Currently, the Ontario Ministry of Training, Colleges and Universities (MTCU) is charged with overseeing the training of entry-level commercial drivers. But many feel there are still too many schools pumping out unqualified entry-level drivers. This serves the industry poorly, as fleets waste time road-testing and rejecting unqualified job candidates, who

in most cases find work with exploitative companies or leave the industry altogether in frustration.

For more on this issue, we caught up with Kim Richardson, the president and CEO of KRTS Transportation Specialists, who had some surprising views about his own industry.

**TN:** Kim, it seems everyone in the trucking industry acknowledges there's a problem within the truck driver training industry. But not everyone agrees on the nature of the problem, or the possible solutions. Why is that?

**Richardson:** From my perspective,



**CALL FOR ACTION:** Kim Richardson wants to see more oversight of his industry.

I think there's definitely an issue with the standards in driver training for commercial operators. I think there's no one playing field, there's a number of playing fields. No disrespect to the government, but I think the MTCU is short-staffed. I think they have a dubi-

ous task, when you look at all the different vocations they look after.

Quite frankly, I think they have a much easier time with other vocations because of the nature of our business. I think there's a definite problem.

**TN:** You are a proponent of getting the Ontario Trucking Association (OTA) involved in overseeing the entry-level driver training industry. Why?

**Richardson:** I'm not sure it's OTA, but I think they're one of the options that the province and the industry has. When you look at other segments of industry, there is a regulatory body that works at arm's length from the government.

I have a really difficult time saying this, but the fact is, our current training association (TTSAO) is dysfunctional. It's unfortunate, because I'm a director of that association and I'm a member. There are many members that share the same opinion as me.

**TN:** As an outsider, it seems to me the entry-level truck driver training industry is very divisive. How come?

**Richardson:** I am a co-founder of TTSAO. We worked hard to bring the schools together in harmonization and working with industry. I'm not saying it's the fault of the current leadership of the association. There may be a number of issues. We've had opportunities to align with the OTA in the past and didn't.

I think (OTA) can play a much stronger role in entry-level training. They formed the Blue Ribbon Task Force on the Driver Shortage, and I think they're moving in the proper direction. I think the OTA needs to work with the schools up-front, and not say 'Here are our expectations.' I think there are standards already out there, so we don't need to reinvent the wheel. But what good are standards without enforcement?

**TN:** When prospective students come into your facility, what level of preparedness do you see in them?

**Richardson:** They're a consumer. When they talk to Dead Duck Truck Driver Training, they believe what they're being told. Our potential clients ask the three no-nos: How much, how long and when's my test? Those are the three worst questions and we get them all the time. As consumers, that's what we do.

What we work really hard at doing at our facility is the educational part up front. It's very time consuming. When they say 'How much, how long and when's my test?', we say 'We can help you with the questions you

**Continued on page 18**

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ONTARIO

# Entry-level training: Is an overhaul required?

Continued from page 16

should be asking.' Let's talk about the job, let's talk about placement, let's talk about industry and what steps you need to take to be successful.

I've always said I don't think we're in the training business, we're in the placement business. A part of that placement business is the training side. The real important thing is to match your clients with the right choice of where they want to go to work. It's critical.

TN: I've heard complaints that the poor quality of entry-level drivers can be attributed to the allowance of automated transmissions in training and on road tests. Agree?

Richardson: I think we have much bigger fish to fry in our business than automated transmissions. At the end of the day, the market will decide which graduates and which clients are best for their business.

I see automation as a huge recruiting tool for our industry.

Having said that, we have no automation in our schools – zero. I can tell you my competitors constantly sell that against us.

They say 'We'll train you on a standard, but don't worry about shifting, the day of the test you'll have an automatic.' That's a competitive issue. Should every person be tested on a synchronized transmission? Absolutely not.

TN: Is there still an issue with non-registered training schools in Ontario?

Richardson: Absolutely, 100%. When I'm in Mississauga, I call the schools driving around with phone numbers on the sides of their trailers. I call them up and you can hear the engine running and they are selling the course and teaching someone at the same time. Come on.

Is that the MTCU's fault? I don't

the proper test, so that they are capable of having a really good chance.

TN: It's unusual for a business owner to want more oversight of their industry.

Richardson: I think it's important, as I get older, that I leave this industry in as good a condition as I can leave it in with the expertise and knowledge I have. All we've ever done is train drivers, that's our expertise. I think

'I can count on one hand the number of private vocational schools for commercial truck driving that do it right...and I might not need my thumb.'

Kim Richardson, KRTS

think they have the resources to properly regulate our industry. That's the fact. I can count on my right hand the number of private vocational schools for commercial truck driving that do it right...and I might not need my thumb.

TN: So if another organization is brought in to oversee the training industry, what should they do differently?

Richardson: I truly believe a third party should be doing all our testing. They could come directly to our facilities and put the participant through

we're pretty good at it.

We spend a lot of time on the education part up front. It's tough turning tuition dollars away, but if they're not going to be a good fit out of the gate, why take their money?

Over the last couple of years, we haven't been looking at the bottom of the barrel, we've been looking underneath it. Capacity has picked up, the churn and culling is ending. I think that, quite frankly, the unprofessional drivers are weeding themselves out of the industry, but we still have a huge problem with poorly trained and tested entry-level drivers. □

## Don't sweat LCV interchanges: OTA

TORONTO, Ont. – The Ontario Trucking Association (OTA) says it has been assured by the Ministry of Transportation that no LCV-approved interchanges in Ontario will be modified in such a way that they will no longer allow LCV traffic following reconstruction.

Truck News recently reported on concerns raised by Roy Monk, president of RAM Consulting, who said changes made to the Hwy. 401/10 interchange would require another \$20,000 engineering study to be paid for by industry once completed. He also raised doubts that the reconstructed interchange would be LCV-friendly and said the front-line on-site supervisors didn't even know what an LCV was when he visited the work site.

Monk asserts the MTO and its highway construction division "hasn't built (the 401/10 interchange) correctly," and still feels a second engineering assessment will be required when work there is concluded.

However, OTA official Geoff Wood said in an interview that any LCV-approved route will remain that way. He said carriers shouldn't be concerned that routes into their facilities or delivery points will be taken out of spec' during reconstruction. □

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## ONTARIO

## OTA members rally for a cause

Continued from page 1  
rebuilding.

Boughton, a car collector, has been working on cars since his youth.

"When I was a kid, I did it out of necessity," Boughton said. "You saved all your pennies for a car and when it broke down, you had to fix it yourself because you had no money left."

"If you didn't have wheels, you didn't have a girl," Boughton added.

Boughton helped organize the event, rallying in cars from the GTA west, including two cars from his own collection, the Charger, and his wife's lime green 2013 Ford Mustang.

Boughton's wife didn't have the only Mustang on display; Ed Wiersma, from Ed Wiersma Trucking showcased an older, classic model from 1969.

"I had almost the same Mustang when I was younger," Wiersma said. "I loved that car."

The black '69 Mustang was procured from an estate sale several years ago and while the engine was in good shape in spite of sitting idle for quite a stretch, Wiersma spent some time getting the car clean and repairing the leaky transmission.

The inaugural event wasn't just about great rides, but it was also for a great cause. A portion of every ticket sold was allocated to raise money in memory of Lucas Redpath

of Cummins Eastern Canada and director of the OTA Allied Trades Division and Mitchell Pogue, son of OTA Board member David Pogue, president of E.G. Gray Transportation.

"OTA will donate a portion of the allocated funds in the name of Lucas Redpath to the OTA Education Foundation, where they will be used to benefit OTA Allied Trades applicants in 2014. The remaining funds will be directed towards an Ontario college that is offering a firefighting program, in honour of Mitchell Pogue," said Marco Beghetto, the vice-president of communications and new media at OTA.

"I cannot tell you how much it means to me and my family that the association has chosen to honour Mitchell with a donation to a program and pursuit that meant so much to him," said David Pogue. "Mitchell was a voluntary fireman in his community; it was his passion and a way for him to give back."

"We are honoured OTA and its members are remembering Lucas in this way," said Michael Christodoulou, president, Cummins Eastern Canada. "He was a great young man, who was dedicated to the industry and to the association; I am sure he would be very proud and appreciative."

It was a day for car enthusiasts to rub elbows, talk shop and raise money for a good cause. □

## Truckers fondly remember one of their own; hold convoy in his memory

By Daniela Piteo  
**LION'S HEAD, Ont.** – In the small town of Lion's Head, a 27-truck convoy paid tribute and said goodbye to a fellow driver who tragically passed away in a deadly collision last month.

On the morning of Aug. 27, Darcie Szymezko travelled out to Warton to the scene of a collision that killed her fiance, Marshall McCartney.

Szymezko and McCartney had shared two years together, were planning a September 2014 wedding and were excited about sharing their future with Szymezko's young daughter, Kenzie.

"It was love at first sight," Szymezko said of the first time she met McCartney. "His smile and country boy charm gave me butterflies."

"His fun, loving personality swept me off my feet, and as a bonus, he had a sweet jacked-up Chevy," joked Szymezko.

Their shared love of trucks may have drawn the young couple together, but a number of common interests nurtured their relationship.

It was through their mutual friend, Matt Hayes, that Szymez-



**TOUCHING SEND-OFF:** Marshall McCartney died in a recent accident near Warton. His friends held a truck convoy in his honour.

ko and McCartney met.

"Matt thought we would be a perfect match because I came from a trucking family and would understand his passion and commitment to the long hours," Szymezko said. "He was right; we were the perfect match."

Several years before McCartney and Szymezko met, the young man, only 16 years old at the time, sought advice from his fiance's father. McCartney went to Szymezko's dad with questions about the industry and it didn't take much for the truck-lover to know that this was the perfect path for him to follow.

Beyond trucking, McCartney shared many loves with his fiance.

"We both loved the Bruce Peninsula, cold Bud Lights, country music and most of all, my daughter, Kenzie," said Szymezko. "Marshall was old-fashioned and very much a family man. It was one of the many things I loved about him."

The love between McCartney and Szymezko's daughter was mutual, and now, the young child joins a community in grieving the loss of the 24-year-old man.

"(Kenzie) is heartbroken. She walks around clutching his photo in her hand and waits for him to come home," Szymezko said.

McCartney drove for Roger Hayes Timber and McKinnon Transport.

His employer, Roger Hayes, led the funeral procession with two of his trucks.

"Marshall worked for us for five years," Hayes said. "He was an excellent employee. It will be really hard to replace him."

Hayes' son, Matt, McCartney's closest friend, helped organize the convoy, calling upon the many friends McCartney had made during the years.

McCartney's casket was placed on the back of Matt's International tractor-trailer, and followed the procession through his hometown after the funeral.

The community gathered to salute McCartney, in a staggering display of vehicles lined up to pay their respect.

It was an honour, according to Szymezko, that McCartney would have loved. □

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# Can a high-tech wristband measure driver fatigue and predict crashes?

## One B.C. fleet is encouraged by test results

**By Julia Kuzeljevich**  
**VANCOUVER, B.C.** – Managing fatigue has always been an issue in the trucking industry, all the more so as the professional driver population ages.

According to data from the 2011 National Household Survey report, the average truck driver age is actually 46 years, four years older than that of the average worker at 41.5 years.

Hours-of-service regulations, sleep apnea tests and tools such as the recently-released Web site for the North American Fatigue Management Program aim to manage the issue of fatigue in the industry, but are they enough to determine where the problem areas can and do occur?

In terms of getting aggregate data on how tired drivers are, some companies whose employees perform shift work are testing technology such as that developed by Vancouver, B.C.'s Fatigue Science, a technology start-up that makes a wristband to measure the sleep patterns of the user and to predict levels of fatigue and alertness during their waking hours.

Sean Kerklaan, CEO of Fatigue Science, said that just as pedometers count steps as a way of calculating movement, "We've quantified that movement into sleep or awake periods. We bought the algorithm from the US military to translate the amount of sleep or lack thereof into a fatigue measurement."

Kerklaan said the technology, manifested in a watch-like device called the Readiband, has been scientifically validated by both the Department of Transportation (DoT) and Federal Aviation Administration (FAA) in the US. It is also FDA- and Health Canada-approved, he added.

"We take a couple of approaches. Polysonography is used in hospitals for sleep apnea, to check for respiratory rates. Our simple watch worn on the wrist is 93% effective in measuring similar data," he said.

Using the Fatigue Avoidance Scheduling Tool (FAST), developed by the US Air Force in 2000, Readiband calculates a series of algorithms to measure sleep quality from continuous wrist movements or actigraphy. Fatigue Science then downloads data from

those movements for work schedule assessment.

The data is then entered into the Sleep, Activity, Fatigue, and Task Effectiveness (SAFTE) model to show a minute-by-minute curve from the beginning to the end of the worker's schedule to show the worker's level of effectiveness at any point in time.

"When the user is barely moving or not moving at all, we can determine what stage of sleep they are in. Using that data, tracked over a period of several days, we can predict with a high degree of accuracy whether drivers are going to be safe behind the wheel. We can lay out sleep and work schedules that ensure they are getting enough rest to be safe on the road," said Kerklaan.

In a June 2009 report, the US Federal Motor Carrier Safety Administration evaluated several emerging driver fatigue detection measures and technologies, among them mathematical models/algorithm technologies and the SAFTE model on which the Readiband is based.

At the time, the report concluded that the SAFTE Model "does not include the effects of physical work, workload, or level of interest in the task. Two additional limitations are that the model does not provide an estimate of group variance about the average performance prediction and it does not incorporate any individual difference parameters, such as age, chronotype (morningness/eveningness), and individual sleep requirements."

When asked about the results of this report, Fatigue Science founder Pat Byrne said the issue is that the 2009 review was based on technology available at that time, but not the current SAFTE model, which has undergone further development and validation.

In 2012 the FAA (part of the US DoT) put together a report based on a field validation of the SAFTE model using data from a broad sample of 178 aviation cabin crews from the 2009-2010 FAA Civil Aerospace Medical Institute.

"The earlier concerns of the FMCSA did not show up in actual field tests conducted with 178 individuals and over 10,000 individual comparisons with actual PVT (fatigue tests)," said Byrne.

According to the 2012 report: "Despite inherent technical limitations and issues of inter-individual variability, these results clearly support the validity of the SAFTE model for population-level prediction of fatigue-induced impairments in objective neurobehavioural performance capacity in extremely dynamic 24-hour field operations such as commercial aviation."

Arrow Transportation Systems in B.C. has just finished a trial of the Readiband. Dan DePalma, general manager, northern operations, told *Truck News* that the fleet considered testing the Readiband technology after hearing about it from a sports connection.



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Kerklaan confirmed that Fatigue Science is increasingly working with professional sports teams and has had its technology screened by the Vancouver Canucks.

“The Readiband group is involved in different industries, and this dovetailed into something that would be very useful for our drivers. I know in a lot of industries fatigue is an issue, so testing the Readiband was an attempt to manage fatigue, which is the cause of many other health issues,” DePalma said.

He said it was not hard to convince drivers to test the technology, “once we explained what we were doing and gave them the reasons why, and that we were coming out of a place of care and support for drivers. I was pleasantly surprised at the buy-in. At the end of the day, I just want them to learn about themselves and help them improve toward safety, health and overall well-being. It’s an accessible tool. I don’t think there’s any danger in losing productivity. I think that hiding from challenges is the danger – if we use the tool and learn from it, there’s no question that we’ll get better numbers, and better overall performance from our drivers,” explained DePalma.

While drivers can view their individual results, fleet managers can only view the data in aggregate.

“It gives me something to reference on schedules and we do everything we can to adjust rosters and schedules. We’re just trying to get people to understand the role of sleep in managing family and work. Sleep should be higher up on the priority list. The most important thing for us at Arrow is we wanted to address any issues. We want to improve and respond quickly,” he said.

Going forward, Arrow Transportation intends to continue using the tool with director of safety Rick Viventi as project manager.

“We just did a sample to start and now we’re going to do a 12-month project kick-off in September. We did an initial sample of ‘X’ number of drivers but we’ll now try to get as many of our people in Alberta involved as we can and look for trends on what we’re learning or doing better,” said DePalma.

Though Fatigue Science is a Vancouver-based tech company, Kerklaan said the company has been primarily focused on the Australian transportation industry because legislation there has forced the industry to pay attention to fatigue.

“Australia made managers responsible for the work shifts they make their workers do,” he said. “We can take a shift and run it through the algorithm to see if that shift exposes workers to extreme fatigue. We know if you’ve been up for 19 consecutive hours, you are 40% slower to react. They become personally liable for that,” said Kerklaan. “Much of our business up until now has been reactionary. When there is an accident and it’s investigated, our algorithm can be used ret-

respectively, to see where there was danger. Correlating the data against accident data shows the fatigue exposure. Forecasting forward means manipulating work and break periods.”

In North America this kind of metric is more of a forward-thinking mechanism for companies looking at their insurance costs, for example.

“Our tool is not meant to solve all the problems in the world. It’s meant to qualify in a meaningful way the roster of hours your employees have to work and what this exposure is. Our goal is to make sure that companies don’t lose any productivity,” said Kerklaan.

“We push real-time data; when they push a button on the Readiband it shows them their current data. The US DoT has correlated a 70% fatigue threshold to a blood alcohol level of .08 (an inebriation level). The level changes based on how you’ve been sleeping the last

few days.”

Kerklaan acknowledges it is a challenge to change the way business is done in certain industries.

“We know we can’t just change

the business, but could a 30-minute nap increase the safety of the shift?” he said. “We’re looking at some systemic issues here and how government can address these.” □

## FleetSmart to offer free online workshops to improve fuel efficiency

**OTTAWA, Ont.** – Fleet Managers and other trucking industry leaders are invited to attend a free web series that could help significantly reduce fuel costs and increase safety on the road.

FleetSmart will offer the Fuel Management 101 workshop and Smart-Driver training webinars to both fleet managers and other industry leaders this month. The webinars will be offered in English on Tuesday, Sept. 24 and in French on Thursday, Sept. 26.

During the webinars, master trainers will provide an overview of the Fuel Management 101 workshop and participants will learn how FleetSmart training programs can reduce fuel costs. Since 2009, nearly 7,000 fleet managers and drivers across Canada have participated in the free programs, funded by Natural Resources Canada. Numerous companies are saving money on fuel and boasting an increase in road safety records.

For more information on the webinars or to book a Fuel Management 101 workshop or SmartDriver training, e-mail [fuelmanagement101@bronson.ca](mailto:fuelmanagement101@bronson.ca). □

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## OVER THE ROAD

# As professional drivers, our lives can change in an instant

The potential for harm is always present when you live your life on the highway.

Last month in this column I posed the question: Is this trucking lifestyle really for me? I know that it is, and have come to understand that the daily grind, the amount of time on the job, and the repetition can drag a driver down from time to time. That can allow a sense of complacency to creep in.

Complacency, being unaware of potential dangers in our daily lives, is an unhealthy state of mind for a driver to be in.

Being self-satisfied with the state of affairs in our lives can lull us into forgetting how impermanent the foundations we build our lives upon truly are. I was reminded of this through a couple



Over the Road

AL GOODHALL

of recent events.

One of the best pieces of advice that I have heard given about driving for a living was this: If you come to the day when you think that you have seen it all, well, then it is time to hang up the keys.

That is probably the shortest and most poignant argument that can be made for practicing defensive driving techniques.

It was through an interaction on

one of my social media feeds that I was reminded of that advice.

In that conversation a seasoned driver, with a depth of experience in challenging conditions, had done everything he had to do to get his rig stopped in order not to cause harm to anyone else. Yes, he said he banged up his equipment a little in doing so, but it was a snowy night on a steep mountain grade.

What he couldn't count on was the rig coming down the grade behind him, just smoking along. It took him out, banging him up inside his cab. Over a year after the fact, he still suffers from frequent headaches.

Physically, he is capable of driving again and has passed his driver's physical, allowing him to do so. But his head is still not in it. He has issues with traffic and

needs an empty road to be totally comfortable.

He'd love to be back to trucking for a living but he's not ready for it yet and he's working on it.

Kudos to this driver and his attitude. He certainly wasn't complacent or derelict in his responsibility as a professional driver that night, yet the foundations of his life were shaken by the actions of those around him. His life changed in an instant. He said in his conversation with me, "Just maybe if more drivers were better informed that night, my truck would not have been so torn up."

You can spend your life on the road out here and retire without ever being involved in a collision that affects your life in such a way. But I believe every driver that has been on the road for any length of time has experienced his or her fair share of close calls and can relate a story of someone they know or have known that has been involved in a collision of some sort.

The potential for harm is always present. On arrival home a few days after the above conversation took place, I ended up spending 12 hours in the emergency ward with my wife. Dealing with 12 hours of scans, tests and pain management hits you in a spot you don't often go to.

When the health of the most important person in your life hangs in limbo, you recognize just how fragile the framework of your life is. Just like the fact we can't control the actions of the people around us, neither can we control the effects of aging and illness.

Effects that, in an instant, can change how you live your life and how you view the world in which you live. So I come back to the same point I closed last month's column with: the importance of living your life in the present moment. Doing so prevents us from sliding into that complacent state of mind and keeps us focused on the task at hand, eliminating or at least dramatically reducing the potential for causing harm to ourselves or others through our actions as professional drivers.

For the situations that arise unexpectedly, which change the fabric or our lives, what option do we have but to accept the changes and deal with them the best we can? Whether it be the behaviour of other drivers on the road or the inevitable changes that occur in our personal lives, life goes on, as they say.

Thinking and writing about these experiences over the past couple of weeks has illuminated just how quickly life can change both for the better or worse, and how important it is to be present to enjoy the good times and cope with the bad while supporting others in a time of need. □

— Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truck-ingacrosscanada.blogspot.com>. You can also follow him on Twitter at [Twitter.com/Al\\_Goodhall](https://twitter.com/Al_Goodhall).

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# Five steps toward easier tax payments

I hope you had a busy summer of running hard and avoiding all those vacationers in their overloaded, pillow-crammed-in-the-back-window vehicles.

Of course, somehow September is flying by without a blink. And now it's nearly October. Traditionally, this is when owner/operators should stop and smell the aroma of taxes. With the year drawing to a close, there's still time to review your finances, adjust your tax plan (if you have one), and make a difference.

Whether you're a sole proprietor or an incorporated owner/operator, the good news is you've got three quarters of 2013 under your belt. With nine full months of income and expenses at hand, you can make a pretty accurate estimate of what your final tax bill ought to be.

Armed with this information,



Tax Talk

SCOTT TAYLOR

you're going to do five things:

## Review your tax installments

Compare what you've already paid in installments in 2013 against your estimate for the entire year. If you need to adjust your monthly payment for the remainder of 2013 and into 2014, now is the time to do it.

Installments are not tax payments in advance; they are paid throughout the calendar year in which you are earning the taxable income. If you skip a payment, miss a deadline, or owe more tax than you actually paid, CRA will levy penalties

and interest (currently 5%). In fact, not only does CRA add interest to your tax bill come April 30, it will charge interest on your overdue tax balance, which of course includes installment interest. They'll want interest on your interest.

Hopefully, you have been paying tax in installments. If not, here's what you should know about how to do it.

For sole proprietors, installments are periodic income tax payments made on certain dates (this year, on March 15, June 15, Sept. 15, and Dec. 15). With a few exceptions, you must pay your income tax in installments for 2013 if your net tax owing is more than \$3,000 in 2013 or in either 2012 or 2011. Any balance owing after the final 2013 payment is due by April 30, 2014. If your installments add up to more than the

total tax you owe, CRA will send you a refund after it assesses your 2013 tax return.

If you're incorporated, you are required to make installments under two possible accounts: one is for the corporate income tax and the other is your payroll account for any wages being paid to you or your family. Based on your corporate income, you may want to adjust your installment amounts being made to your payroll account. CRA also charges 5% interest if your corporate tax installments are insufficient.

## Consider making major purchases

Do you need to buy a trailer? Replace your truck? Do serious repairs? Buy tires? If you plan to make a major purchase in the near future, you may want to do so before Dec. 31. There can be tax advantages to loading up on expenses in a high-income year. Spending \$3,000 on tires in December could save you \$900 owed to CRA come this April. Buying those tires in February, the following tax year, will delay your savings until April 2015.

Remember, your "purchase" means having a bill of sale or charge to an account or credit card dated no later than Dec. 31. You do not have to actually pay the expense until later.

## Contribute to your RRSP

There's no magic answer here, but you have to look after your future. Putting \$3,000 into an RRSP by March 1 could save \$900 that would otherwise go to CRA come April.

## Talk strategy

If you have an accountant or a bookkeeper, sit down together and review your financials for the year so far. Compare this year's numbers to last year. See where you've improved and what you can work on to minimize the amount of tax you owe. If certain items are higher or lower, you should know why. If you don't know, find out. Who knows what could be wrong or missing?

## Streamline your payments

Electronic filing is quickly increasing in popularity as tax filers discover how convenient, easy, and secure filing online really is. In June, CRA announced that 20 million Canadians took advantage of electronic filing services, which is up from 17 million last year.

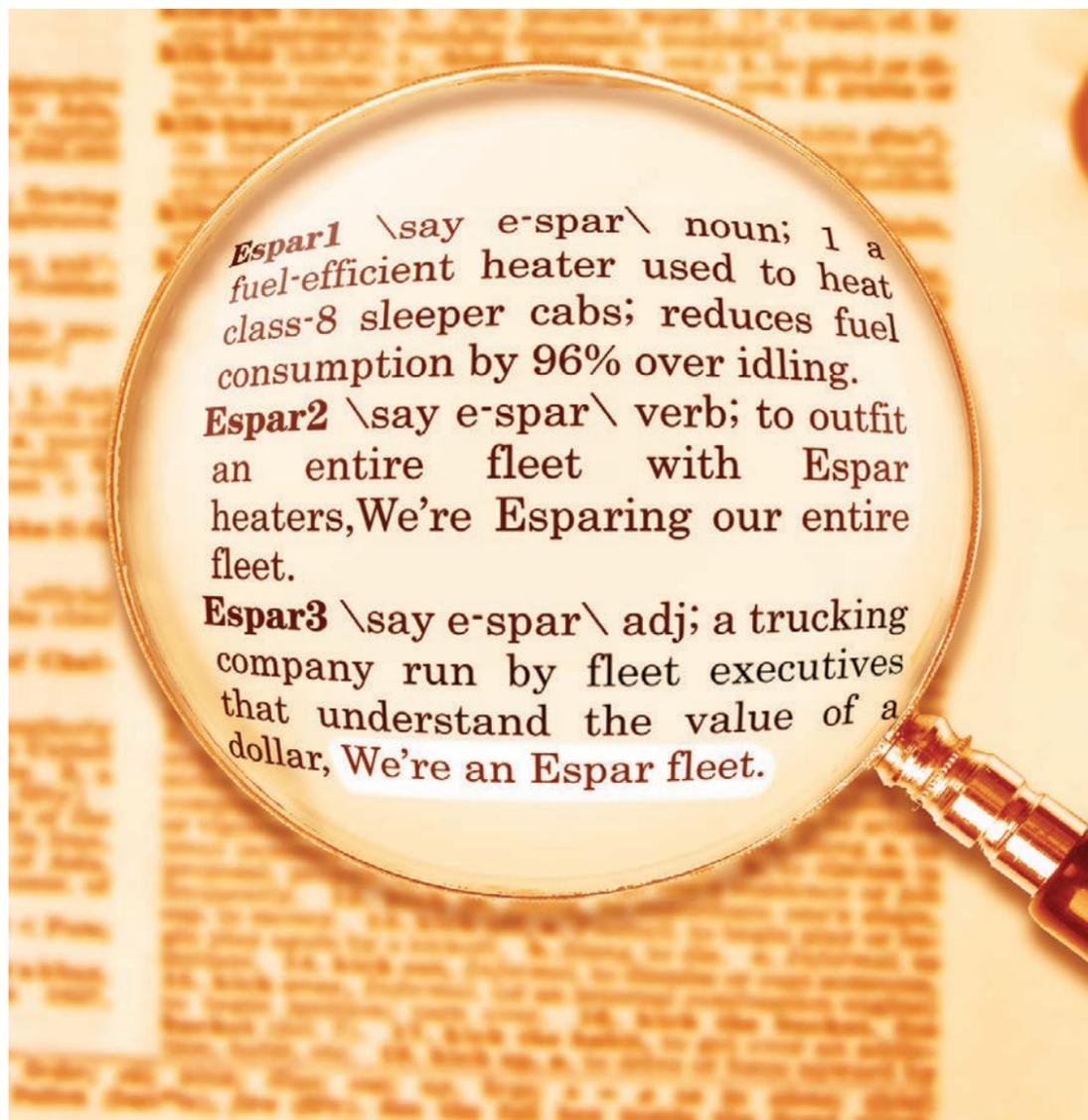
Still, that leaves roughly six million tax returns that were filed on paper. What a wonderful make-work program for Canada Post and CRA data-entry staff. If everyone e-filed, Canada Post would be in even more financial trouble than it already is.

Paying CRA is not fun. But paying in regular installments is much more affordable than dealing with one large bill or a slew of interest and penalties. Take steps now to make sure your tax payments are accurate and on time. □

— Scott Taylor is vice-president of TFS Group, providing accounting, bookkeeping, tax return preparation, and other business services for owner/operators. Learn more at [www.tfsgroup.com](http://www.tfsgroup.com) or call 800-461-5970.

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## OPINION

# Reader responses show some of us need thicker skin

You may not agree with what I write, but at least take some time to think about it.

After writing this column for one-and-a-half years, I've noticed a trend developing in the responses that I receive.

Large carrier representatives, not surprisingly, never respond to my columns. Why would they? I relentlessly criticize everything from their business practices and hiring techniques, to their treatment of drivers, not restricted to pay levels.

A large carrier would be foolish to even acknowledge my existence, much less admit to reading anything I write. Smaller carrier representatives respond somewhat regularly, always favourably.

I'm sure there are smaller trucking company owners and managers who disagree with me; apparently just not strongly enough to call me out.

Those who contact me tend to agree that the quality of available driving staff is worsening. They agree that we are increasingly over-legislated, and that our governments would be better servicing the industry not by passing more legislation, but by further investigating proposals for legislation which is currently ignored.

Those who respond to my col-



## Small Fleet, Big Attitude

BILL CAMERON

umns have all, unilaterally, condemned the practice of cutting rates just to keep the wheels turning. There seems to be no variance whatsoever in the opinions of us small operators.

So, in these two groups, there have been no unexpected or surprise reactions.

The surprise responses have been from drivers and owner/operators. While some fit the same keyhole as small company owners, I sometimes receive angry e-mails from drivers. They never disagree when I suggest higher wages, or better highways. There's no argument when I contend that new trucks are often a disappointment.

However, I can really rile the troops when I suggest that drivers and owner/operators should,

in any way, change their habits and/or practices. It appears that overall, we as drivers aren't very thick-skinned or open-minded when it comes to subjects of self-improvement.

With the nonsense that drivers and small company owners tolerate daily, I thought we'd be a little tougher. This industry seems to demand a higher level of resilience every day. Most angry e-mails arrive within days of a new issue, and often seem to have been written immediately after reading the column – heat of the moment, so to speak.

One driver took offence to my assertion that drivers should be retested every 10-12 years.

I don't doubt he was the professional he claimed to be, I just think oc-

asionally proving it is a good idea, otherwise complacency sets in and bad habits are deeply ingrained. A good example is the construction industry.

Often, the long-time safe drivers are more likely than a rookie to flop a dump trailer. The rookie is often extra cautious, while the older crowd has become too comfortable.

When I wrote about the pros

and cons of working for small or large carriers, one gentleman informed me that he worked for large carriers because "I don't like to drive junk and then fight to be paid."

There are bad apples in every crate, and he apparently had found a few.

Those of us who diligently maintain equipment and pay our bills would simply suggest he does more thorough research before accepting employment anywhere, regardless of fleet size.

When I wrote about the apparent lack of math skills by some drivers, I had my backside chewed some more.

A driver took offence to my opinion that owner/operators striking for insufficient fuel surcharges should just change jobs. He cited an acquaintance who, if he resigned as an owner/op, would see his final pay plus several thousand dollars withheld for 90 days.

What kind of capable business person would sign that contract? As a carrier, I couldn't find the nerve to ask someone to commit to those conditions.

He also argued my statement about drivers paid percentage not understanding travelling to areas where backhauls were scarce or cheap; that the right carrier would charge enough one way to cover the return shortfall.

He lectured me on knowing your cost per mile, and not working for less, ever. This is a problem that carriers have to explain often. As we all know, there are likely only four loads home for every 10 trucks that travel to the New England states, so any available loads pay little.

Hold your breath and stamp your feet all you like, it's supply and demand. The rates home will not increase. Those who realize this can do well running east, or other directions, as long as the outbound rates are high.

Trucking company owners understand this; too many drivers don't, and seem very hesitant to listen. Don't look at one-way revenue in these cases, worry about the round-trip.

I've never written anything here that I later regretted. If you disagree with me, I'm okay with that. We all have different ideas.

But as I've told my kids, when you're done being angry about what I said, give some thought to what it meant.

Our driving improved as time moved on; maybe improving in other ways is to our benefit as well. This industry has a lot of issues. Somebody needs to make the first step towards improvements. Since drivers are the front line of the industry, maybe it should be us. □

– Bill Cameron and his wife Nancy currently own and operate Parks Transportation, a four-truck flatdeck trucking company. The company was founded in 1999 with a 20-year-old truck, rented flatbed trailer and a big dream. Bill can be reached at [williamcameron.bc@gmail.com](mailto:williamcameron.bc@gmail.com).

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(4) 2013 WILSON 53 x 102 ALUM. DROP/STEP FLATS AD 1080 TANDEM 24" drop, rear axle slide (Cal. legal), Bridgestone R184 245/70/17.5, 8 alum. wheels, sliding winches, 20 in-rail tie downs, PSI auto tire pressure system, LED's, 36" rear deck height. **IN STOCK**



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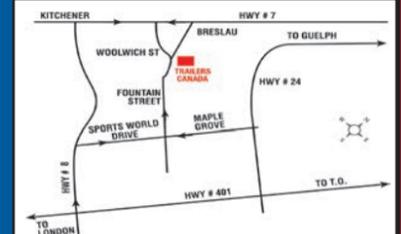
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**SAFETY**

# A focus on safety ratings can deliver real financial benefits

Carrier safety ratings create a minimum barrier of entry for anyone who wants to run a truck fleet. At the very least, a poor score – caused by factors such as driving violations or equipment defects – will trigger added attention from government auditors and roadside inspectors, alike. But several competitive advantages are also available for fleets that look to earn the best grades under Ontario Commercial Vehicle Operator's Registration (CVOR) or US-based Compliance, Safety and Accountability (CSA) programs.

High ratings translate into added revenue when safety-conscious shippers use the information to compare fleets that are competing for freight. A growing number of freight brokers have certainly been asking for Department of Transportation numbers and studying safety ratings be-



fore assigning loads. Insurers who are establishing premiums, meanwhile, are digging deeper into the data than ever before.

Each of the related decisions will have a direct impact on a fleet's bottom line.

A score's underlying data can offer insight into more issues than some managers realize. The CSA's individual Behaviour Analysis and Safety Improvement Categories (BASICs), for example, track everything from unsafe and fatigued driving, to driver fitness, the use of controlled substances or alcohol,

vehicle maintenance, cargo issues and the likelihood of crashes. Each factor is compared against the experience of industry peers, offering meaningful benchmarks. The list of a job candidate's crashes over the past five years, and roadside inspections failed in the last three years, are also available through the related Pre-Employment Screening Program and its Driver Information Resource records.

Armed with this data, fleets have a chance to focus business strategies that will earn better ratings and secure other lasting benefits.

Look no further than the way a reported increase in out-of-service violations can be used to make informed changes in a maintenance bay. Fleet managers who notice an unusual spike in the brake defects that are spotted during roadside inspections

have the chance to search for a root cause, whether it involves pre-trip inspection strategies, training in the steps to adjust brakes, the replacement schedules for individual components, or the specifications for preferred parts. Once a change is made, the ratings data itself can be used to track successes or refine strategies.

The benefits do not end with the improving scores. Delays at roadside inspection stations will trend downward, reducing the cost of penalties linked to late shipments, while the need for costly mobile service calls will also drop. The choices can even extend service intervals or shorten stopping distances, the latter of which could help to reduce the costs linked to collisions. For that matter, drivers who realize they face fewer delays at roadside inspection stations have one less reason to look for another employer, helping to reduce ongoing recruiting costs.

Meanwhile, other ratings can be used to focus training programs. A safety team which identifies a driver who has been ticketed for an improper lane change, for example, will know the employee faces a high risk of having a collision in the next year. Research by the American Transportation Research Institute found that someone who is cited for failing to use a signal is 96% more likely to have a crash. This is the type of risk that can be offset with a defensive driving program.

Surprisingly, despite the value of all this data, some fleets continue to offload the analysis and training-related solutions to third-party safety consultants who are contracted in a misguided attempt to slash costs.

Services like these need to be selected carefully if they are outsourced at all. A fleet that pays a consultant to report on the data just once per quarter, for example, can miss challenges that emerge in a matter of weeks, potentially triggering audits before any corrective action begins. To compound matters, some of the service providers answer emerging training needs with driver manuals that are cut and pasted together without any thought to the way a fleet actually conducts business. In the wake of a poor rating or a collision, this can leave fleet managers in the awkward position of explaining the differences to an auditor or judge.

There is no question that corrective actions and a greater focus on ratings often need to be supported with budget dollars. But informed choices will ensure scarce resources are invested where they can make the biggest difference of all. And that is when a ratings system becomes a valuable business tool. □

– This month's expert is Matt Graveline, senior risk services consultant with Northbridge Insurance. Matt has more than 20 years' experience in the trucking industry as both a long-haul driver and an owner/operator. Northbridge Insurance is a leading Canadian commercial insurer built on the strength of four companies with a long standing history in the marketplace and has been serving the trucking industry for more than 60 years. Visit them at [www.nbins.com](http://www.nbins.com).




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# Solving the driver shortage: A game of inches

One man practicing sportsmanship is better than 100 preaching it; so said Knute Rockne, the Notre Dame coaching legend, who went on to be one of the greatest college coaches of all time. His point was that when it comes to inspiring others and influencing change, actions always speak louder than words.

It was that sort of thinking that went into the launching of the Canadian Trucking Alliance's Blue Ribbon Task Force (BRTF) on the Driver Shortage. The task force, whose work is ongoing, comprises a group of carrier leaders who are making a comprehensive and honest attempt to tackle the industry's biggest operational concern – the long-term chronic shortage of qualified commercial drivers in Canada.

It would be easy to dismiss what the task force is attempting to do. There is no shortage of cynics in the industry. And yes, I have heard the argument that there is no driver shortage, just a shortage of companies willing to pay more. There is no denying monetary compensation is a factor and it's true in some sectors' pay rates have not kept pace with the nature and demands of job – the task force has acknowledged that. But it's also equally true that there is good (dare I say even *very good*?)



## Industry Issues

DAVID BRADLEY

money to be made in this industry. Even the specialized, premium sectors of the industry where pay tends to be higher are not immune from human resources challenges. The trucking industry isn't the only sector facing a shortage of qualified workers but it is perhaps one of, if not *the*, most impacted.

The underpinnings of the shortage are broad and systemic. But as the Conference Board of Canada concluded, they're also generational, perceptual and socially reflected in the nation's demographic trends. The Conference Board, as well as the BRTF, concludes that a number of strategies could help bridge the supply and demand gap. Wages and working conditions are obvious. A reorganization of trucking activity and supply chains in order to reduce pressures on long-haul drivers and make better use of their time is needed. Mandatory entry-level driver training and upgraded licence standards to achieve a skilled occupation designation are also important.

Some of these approaches will

require cooperation from outside forces such as supply chain partners and government. But for the most part, the trucking industry will have to try and control its own destiny, which is not easy for an industry like ours. But as the task force has taken pains to state, carriers alone hire, fire, and pay their employees and set the rate for the services provided. Leadership for solving the driver shortage has to come from the carriers. There are things you can control now without relying on anyone else. Why not start by adopting and implementing the core values recommended by the BRTF in your human resources policies.

I've listed a selection of the core values before in this space, but I think some of them bear repeating: For example, truck drivers are our most important asset, the face of the industry – to our customers and to the public and they are deserving of respect. They should have an improved ability to predict what their weekly pay is going to be. Compensation packages need to be competitive with or better than alternative employment options and more transparent. Drivers should be paid for all the work that they do and earn enough to cover all reasonable out-of-pocket expenses incurred while on the road for extended periods. Their time at work should not be wast-

ed – at shipper/consignee premises, waiting for their trucks in the shop, or waiting for a response to a question of their carrier. They should be able to rely on their carrier not to interfere with their personal time by (for example) calling them back to work early. Driver wellness should be a top priority for employers. You can go to [www.drivershortage.ca](http://www.drivershortage.ca) to see how carriers are implementing some of these actions into their company's human resource policy. (And folks, if you don't have a human resources policy, the core values are a good place to start).

In many ways trucking is one of the most innovative, technologically pioneering industries there is. In other respects, it's painfully old school and slow to adapt to new generational realities. In part this reflects the hypercompetitive nature of the industry where price is king and many carriers are just trying to survive. Changing that is difficult. Who wants to be the first canary in the coalmine? But there are times when it's the right thing to do. Like good sportsmanship. Don't be the 101st in line to just preach about it. □

– David Bradley is president of the Ontario Trucking Association and chief executive officer of the Canadian Trucking Alliance.

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## Matching the right driver with the right fleet

During the PMTC's annual conference in June of this year, we had the opportunity to examine some best practices in the areas of hiring and managing drivers, and we followed that up by celebrating the induction of some true driving professionals into the PMTC Hall of Fame.

One thing we learned during the conference was that it is not just serendipity that matches great drivers with well-managed fleets. The two simply go hand in hand.

The conference featured a panel discussion by three fleet managers whose companies have consistently rated highly in the PMTC's annual Fleet Safety Awards program, sponsored by Zurich. Each shared some of their personnel management practices with an audience of keenly interested attendees who wanted to know just how they do it.

Combined, these fleets utilize the

### Private Links

BRUCE RICHARDS



services of over 400 drivers and they have a number of first-rate personnel management practices in common. For example, they all have a concerted focus on safety and only hire drivers with a similar attitude; they all use intensive pre-hire screening practices to confirm driver abstracts and employment history; they use one-on-one interviews with potential candidates; and conduct extensive road tests.

Once hired, drivers with these companies are put through a lengthy induction program, following which they enjoy such perks as a benefits package, pension plans, savings plans, uniforms, and in-house awards pro-

grams. The fleets all use continuous training and listen – really listen – to driver feedback. They operate top of the line equipment and keep it mechanically fit.

And of course, as part of the overall approach to fleet management their wage scales are above average, and include incentive plans.

The results are proof that their efforts are paying off. Turnover rates in these fleets are extremely low, with one fleet reporting less than 1% turnover in the past year while another reported that many drivers retire with the company after as many as 30 years of service.

Fleets that take this approach to driver management can attract and keep the quality of driver that we find in the PMTC's Hall of Fame for Professional Drivers.

This year, four such drivers were inducted into the Hall of Fame and each

of them possesses the driving skills and approach to their career that puts them high on the most wanted list – in a good sense, of course.

Mike Demone of Home Hardware Stores is one of those drivers. Demone began his driving career at the age of 21 and in his 36 years of driving he has covered this country from Cape Spear, Nfld. to Port Hardy, B.C., and up to Hay River in the Territories. Demone has driven for Home Hardware Stores for the past 31 years, based in Wetaskiwin, Alta., travelling over 6.5 million kilometres accident-free.

Given a willing ear, Demone will talk passionately about his experiences on the road and the people he has met. He has rescued a baby in a car seat hanging upside down after a car had rolled over, and a fellow driver from a crushed semi that was about to catch fire.

Home Hardware management view Demone as very detail-oriented and dedicated, and as a great ambassador for the company.

Jimmy Peters of TMH Logistic, assigned to the TONA Transport fleet is another professional driver with an outstanding record. Peters began working for Huron Services Group over 30 years ago and has driven over five million kilometres accident-free. Peters began his career with Dupont's Quebec operations, and subsequently transferred to Ontario. He delivers bulk dangerous goods including hydrogen peroxide and corrosive acids.

For the last five years, he has hauled bulk compressed gas tankers from Maitland to Utah on a regular schedule for TONA Transport, a Huron Services client. His employers see Peters as a true professional, respected by his peers and clients alike.

Our third 2013 inductee to the Hall of Fame was Rick Packham of Huron Services Group, assigned to the John Deere fleet. Packham began driving with this fleet in 1992, and has hauled a wide variety of equipment through most of the continental US and Canada. Over that time he has driven over five million kilometres as part of the Huron Services Group team servicing John Deere.

Packham is assigned to one of the longest and most demanding routes in the fleet, and has encountered all sorts of weather extremes from floods to blizzards. Despite that he is counted on to persevere and deliver the load.

The inductees also included Jeff Foell of Patene Building Supplies. Foell began driving for Patene Building Supplies in 1987 and over those 25-plus years has no driving violations on his personnel or safety files.

He has logged over 2.5 million kilometres while operating a variety of tractor-trailers with various weights and sizes of building materials throughout Ontario.

Together, these four exceptional drivers have accumulated 106 years and over 14 million kilometres of safe driving with unblemished records.

These records of these drivers and those of the fleets for which they drive make the point that outstanding fleets attract and cultivate outstanding drivers. It's more than serendipity that brings them together. □

– The Private Motor Truck Council is the only national association dedicated to the private trucking community. Direct comments and questions to [trucks@pmtc.ca](mailto:trucks@pmtc.ca).

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# The bright side of fall vegetables

The beautiful colours of fall have started to warn us that winter is on its way. Fortunately, the fall season also provides us with many colourful vegetables that can help boost our immune system to fight the colds and flu winter will bring.

So, add fall vegetables to your diet. Enjoy them without butter or sauces and they'll add no cholesterol or saturated fats – just flavour and nutrition – to your meal.

Whether roots, heads or in between, fall vegetables are ideal additions to hot soups, casseroles and side dishes.

Beginning with the root vegetables, include sweet potatoes, carrots, parsnips, beets, rutabagas and turnips in your menu. The deeply coloured vegetables generally carry the most nutrients. Bright orange vegetables, such as carrots and sweet potatoes are rich in beta-carotene, which promotes healthy

## Preventive Maintenance

KAREN BOWEN



eyesight, generates retinol production and helps regulate blood sugar levels.

Carrots and sweet potatoes boost your immune system as good sources of the anti-oxidant Vitamin C, which helps improve your lung health and reduce your risk of respiratory illnesses, including emphysema. Parsnips, although not deeply coloured, carry these same nutrients. Sweet potatoes also contain a significant amount of calcium, potassium, iron, and Vitamin B6, and nearly five grams of fiber in one potato skin.

Beets contain fiber and potassium. According to research, the betacyanin

that gives beets their dark red colour protects against cancer and reduces the blood vessel inflammation associated with heart disease. As an excellent source of folate, just half a cup of cooked beets supplies 17% of the recommended daily requirement of folate. Beets have betaine and nitrate which lower blood pressure, fight heart and liver disease, and improve the circulation to the brain.

Rutabagas and turnips are high in Vitamin C and have nutrients, which may help reduce the risk of prostate and lung cancers. As well, turnip greens are a good source of calcium and of glucosinolates, which have strong cancer-preventing properties. The three grams of fiber in just one cup of rutabaga helps keep your digestion system moving.

Although rutabagas are root vegetables, they belong to the cruciferous

family and offer the same health benefits as cabbage, Brussels sprouts, cauliflower and broccoli. Cruciferous vegetables are all high fiber vegetables that contain the strong cancer-preventing properties of glucosinolates and sulforaphane. Different cruciferous vegetables offer additional health benefits.

Cabbage is rich Vitamin C. Research shows that cabbage activates the body's natural detoxification system to help protect against various types of cancers, such as: lung, colon, and breast.

Brussels sprouts, a very nutritious member of the cabbage family, contain Vitamins A, B1, B2, B6, C, E and K, as well as folate, potassium, manganese, phosphorus, iron, magnesium, protein, calcium, copper and omega-3 fatty acids. These nutrients strengthen the immune system and can protect against cancer, rheumatoid arthritis and birth defects, while supporting skin, colon and cardiovascular health.

Broccoli, with Vitamins A, C, K and B6, along with iron, calcium, magnesium and Vitamin E, also has cancer-fighting qualities. Broccoli helps prevent heart disease, stomach ulcers and stomach cancer, while strengthening bones and your immune system. Cauliflower, rich in Vitamins K and C, also contains a chemical (indole-3-carbinole), which helps repair DNA and slows estrogen-related cancer growth.

Like cruciferous vegetables, leafy fall vegetables – kale, mustard greens and spinach also boost your immune system. In addition to a high Vitamin A, C and K content, they all contain fiber and the essential minerals folate, calcium and manganese. As well, spinach is particularly rich in iron and calcium.

For some vegetables, the root and/or the leaf can be used. Onions, garlic and leeks add more than just flavour to your meal; they improve your digestion by increasing the beneficial bacteria in your digestive tract and regulating bowel function. Their pre-biotics support your immune system, help regulate blood sugar levels and fight bacteria and viruses.

All onions reduce inflammation, cholesterol and cancer risk but different types of onions carry different levels of anti-oxidants. Shallots are the most potent and Vidalia onions the least. Leeks, sweeter and milder than onions, contain Vitamins C, and B6, as well as iron, manganese and folate, which can also reduce bad cholesterol, regulate blood sugar levels and fight cancer.

Pumpkins and squash are also traditionally healthy fall vegetables. The beta-carotene and potassium in pumpkins and squash help maintain healthy vision. Pumpkin seeds are a good source of and omega-3 fatty acid, alpha-linolenic acid, which reduces heart disease, high blood pressure and cholesterol. Squash contains fiber, potassium, iron and Vitamin A, which helps maintain healthy skin, hair, vision and bones. This season, although your summer tan may be fading and falling leaves may signal that winter is just down the road, look on the bright side. A variety of bright orange and green vegetables on your plate will keep you moving ahead on a healthy path towards spring. □

– Karen Bowen is a professional health and nutrition consultant, and she can be reached at [karen\\_bowen@yahoo.com](mailto:karen_bowen@yahoo.com).



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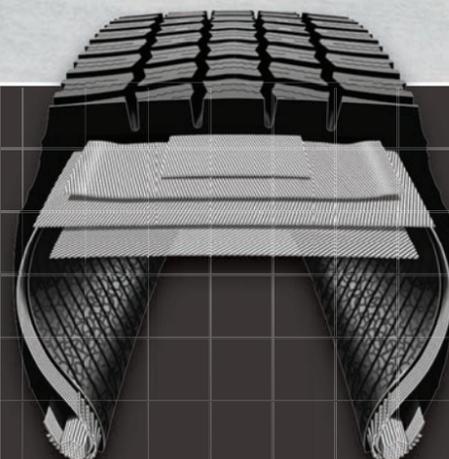


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## OPINION

# Running south has become a less appealing option for drivers

Canada's more flexible HoS rules may have more drivers looking to stay at home.

The demand for drivers is concentrated in the long-haul category and US-bound drivers are particularly sought after. One of the main attractions to this profession is the opportunity to travel. Getting paid to be a professional tourist is a dream come true for some.

After 15 years of running the US, the pattern of situations that can befall a Canadian trucker can become repetitious, folly and sometimes not worth the effort.

Running Florida every week was my dream as a rookie. It was hassle-free when dropping a load of peat moss or wood shavings

## Guest Column

ANGELO DIPLACIDO



and loading a straight load of citrus or tomatoes home.

Then came the push that forced me to walk away from that dream job. Multiple drops and pick-ups or returning the load to Montreal instead of Toronto would add up to 10 hours to the trip, which forced some ethical choices on how to execute the trip legally. It became a 6.5-day job instead of the usual 5.5-day job, not to mention getting dangerously close to not making it home before a reset.

The pay was not that much higher than if I had driven locally, so I cut my losses and gave up on the US.

It could have been the carriers or the product I was involved in that made the grind all that much more difficult. Getting axle weights correct was time consuming and would find me running on 50 gallons of fuel to stay legal, as not all fifth wheels and trailers were adjustable.

The US DoT had also informed me that 600 miles in 11 hours of driving was nearly impossible to achieve consistently.

I changed my interests to operating within Ontario and Quebec, not just for the sake of driving more hours, but also to enjoy the flexibility needed within the rules, to allow for dealing with real-world situations that can, and will, occur to a driver.

With the opportunity to extend one's day with proper break periods or to break up one's sleep when delayed, Canada's HoS rules are functional while earning a living.

There are minor differences in the freedom of movement between the two jurisdictions that do make a difference at the end of the week.

The recent changes to HoS in the US will likely further deter interest in running north-south.

So the US HoS are a little more regimented or augmented than the Canadian rules. One can still operate between 500-600 miles a day, if all goes well. It always has been a finer edge to walk and a less enjoyable job under the US rules, but still very workable for those who choose to.

Maybe the intent of the new US regs is part of a grand plan to deter out-of-country trucks in the hopes of spurring some employment numbers before election time, in the hopes that it will force companies to put more trucks and drivers on the road to remain compliant. Canada got it right with HoS and there just might be an obvious economic component here.

The US version compromises 10-20 hours a week, since off-duty time cannot be banked, which cuts into profits or just simply makes it impossible to get the job done.

It's not the lone deterrent to running stateside. I have been pulled over on two occasions for doing 67 mph in a 65 mph zone. I was once hand-picked by a trooper behind me while travelling with the flow of traffic. I found this to be a little heavy-handed, as trucks don't hold their set speeds perfectly.

Grades and inertia do have a cause-and-effect relationship on the speed of a transport truck, so is it realistic for a driver to control the subtle changes within two miles per hour?

Ohio recently raised its speed limit to 70 mph and the Ohio highway patrol was quick to announce that there will be no grace of five mph. It's been over a decade since I ran stateside and it appears that some things never change, especially if your state is near bankrupt.

In 2009 to the end of 2010, New York City engaged in a pilot program funded by the US DoT where 20 participants established an off-hour delivery program with delivery windows between 7 p.m. and 6 a.m.

The idea here was that major cities could be replenished during the night and truck traffic in off-peak hours would be heading in the opposite direction as daytime traffic. It was a win-win for customers, commuters, truckers, and the environment.

It's old news though, as trucks were always encouraged to get into NYC and out before sunrise. I used to get into NYC at 4 a.m. and out by 7 a.m. as far back as 1983, so this was not a stroke of genius by the US DoT. Quite the opposite, since it took 25 years to think up the program.

The program is still active and participants are encouraged to sign on. European countries like Brussels also engage in off-peak delivery times as a logistical solution.

In March 2011, the *Hamilton Spectator* ran a piece titled 'Steering clear of freight congestion,' describing a McMaster University study where it was determined that traffic congestion is seriously hampering productivity in the region and if not dealt with, will be catastrophic in the future. Metrolinx called for truck-only lanes and tax incentives for off-peak deliveries. I can't say much has happened since, as no one has pulled any levers to launch any formal pilot projects.

I like to compare the differences from one bustling metropolis to another, as there are countless logistical situations we can learn from.

The driver shortage and daytime traffic. Given that the successes and failures are evident in this Tale of Two Cities, if you will, both parties remain willfully close-minded to solutions. What tail wags these two dogs? □

— Angelo Diplacido has been trucking for 30 years, both as an owner/operator and company driver.

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## OPINION

# Health and safety regulations run amok

## Is there such thing as being too safety conscious?

On a recent trip out to Vancouver I was left shaking my head in dismay. For once it wasn't the behaviour of one of my colleagues at fault, which is a refreshing change, it has to be said.

The subject of my disapproval this time is health and safety. That's a strange thing to find a problem with, you might say, but if you have ever worked in Britain, you will know exactly why I feel this way.

Over there health and safety is an industry; almost every company has a health and safety officer and from my experience, their role in this world is to think up ways to complicate my life.

Now I'm not for one minute suggesting that we don't need adequate protection and safety in the workplace.

We do, that is not in question, but there's a big difference between safety and ridiculous policies that even the most reckless people don't need protection from and my experience in B.C. has confirmed that some of those policies have followed me across the Atlantic.

I pulled up at a guard shack to check in at my receiver. It is now provincial law to wear high-visibility clothing, so I had my Hi-

You say tomato,  
I say tomahto

MARK LEE



Viz waistcoat at the ready. But the guard also insisted I wear safety shoes.

I told him they were in my side locker and I would put them on when I got out of the truck, but oh no, this wasn't good enough, I was not allowed on site if I wasn't wearing them.

I mentioned that I was driving a 75-ft. long tractor-trailer and anything big enough to damage my toes whilst in my cab was going to cause a bit more damage than any boot would protect me from, but rules are rules, so the boots had to go on my feet before I was allowed on the premises.

Now I have size 12 feet, so I get my boots from the same store as Ronald McDonald.

I actually drive in just my socks. I have better control over the pedals this way as it is a direct contact between them and my feet – there isn't a square yard of rubber in between and there is no danger of hitting the brake and the throttle at the same time, as there is when

I wear boots. I pointed this out, but by this time the guard was getting bored with me.

Boots on or turn around, were my only options.

Of course being diplomatic and a representative of not only my company, but the trucking industry as a whole, I put on the boots.

I pulled my truck into the yard, opened my trailer doors, hit the dock I had been assigned and went to hand in my bills.

I entered the building and walked 10 feet down an alleyway created by some chain link fencing to the receiving window.

At no time during any of this did I encounter anything that could injure my toes in any way, except for almost tripping up the steps because of my silly clown boots.

In some ways I can understand the need for high-visibility clothing whilst on the premises – after all, there are trucks moving around.

But that's the same in truck stops, it's the same for pedestrians anywhere there's traffic, so they're not really necessary, but you could say that they're a good safety measure.

Unfortunately the Hi-Viz is the tip of the iceberg, the health and

safety industry uses them as the catalyst to interfere in every single thing we do at work.

Here's an example of just how ridiculous it can get.

Twenty-five years ago, back in England, I used to haul pop. Drivers would walk around in flip-flops and shorts.

If you needed to get on your trailer to move a strap or whatever, you just jumped up and did your thing, similar to how we do things here in Canada.

Now fast-forward to the present. On my last visit back to the land of my birth, I got bored and went out driving truck for a week. I went to the same drink factory and it had changed beyond all recognition.

I had to dress in full PPE apparel before I was allowed through the gate, so safety boots, safety goggles, hard hat, safety gloves, my arms and legs had to be covered and of course, I had to wear the Hi-Viz jacket.

On reaching the loading area I had to park my truck and follow a walkway to the office.

It took such a convoluted path that I lost all sense of direction and it made me dizzy.

On reaching the office I was handed a sheet of paper to read and sign.

It had the site rules on it and from what I remember, was just a big long list of things I wasn't allowed to do. After handing it back, I was then assigned a dock. Instead of loading through the side, health and safety rules now insisted trailers were loaded through the rear doors.

So I backed into the assigned door and a goofy wheel lock arrangement locked my trailer wheels in place.

I then had to dolly down and park my tractor in a holding area, lock it and hand the keys in at the check-in desk and sit in a waiting room until my bleeper went off.

While I was doing this, a fork truck had placed a pallet with a stop sign on it in front of my trailer and had fitted a lock to the air line connections to prevent it from being moved.

Loading was completed and the whole process was done in reverse. I pulled out with my load two hours after arriving.

Two hours of non-stop messing around.

It used to take no more than 45 minutes to get a load before all this health and safety nonsense and most of that was spent at the coffee machine chatting with other drivers or relaxing in the cab.

I had just endured two hours of being a robot, not allowed to speak to anybody, not allowed to think for myself...I had no clue how the freight was loaded in my trailer or even if it was the correct product. And it all started with a Hi-Viz coat. □

– A fourth generation trucker and trucking journalist, Mark Lee uses his 25 years of transcontinental trucking in Europe, Asia, North Africa and now North America to provide an alternative view of life on the road. You can read his blog at [www.brandttruck.com/blog](http://www.brandttruck.com/blog).

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**HEALTH**

# Protecting your knees against bursitis

Bursitis of the knee is simply an inflammation of one or more of the bursae that are located near the knee. A bursa is a fluid-filled sac that is located around the joints of the body.

The function of a bursa makes it possible for any bursa to become inflamed; it is most common in the bursa over the kneecap or on the inside part of the knee joint.

The symptoms of knee bursitis can vary from person to person. Also, the particular location of the affected bursa will determine the type and severity of the symptoms experienced. However, most patients suffering from knee bursitis report that the affected knee feels warm to the touch and appears noticeably swollen. The pain associated with knee bursitis usually occurs when the knee joint is moved or if pressure is applied directly to the inflamed area.

Most cases of knee bursitis are caused by repetitive injuries to the bursa. Jobs that require frequent kneeling, such as installing flooring, increase the risk of developing knee bursitis. Another common cause of knee bursitis is direct trauma to the knee. It is common for soccer and football players to develop knee bursitis due to the physical nature of the sport. Other less common causes of knee bursitis include osteoarthritis, rheumatoid arthritis and bacterial infection. It is important to note that excessive body weight also seems to increase the risk of knee bursitis.

The diagnosis of knee bursitis is often reached by taking a detailed medical history and performing a physical examination. If your physician feels that it is necessary to rule out more serious causes, he or she may recommend further diagnostic testing. MRIs, X-rays and ultrasounds are commonly ordered tests. If your physician suspects an infection, he or she may perform a needle aspiration in which a small sample of the liquid is removed from the knee and analyzed.

If you are diagnosed with knee bursitis, the first form of treatment is to rest the knee in order to reduce the inflammation. Ice application and compression will also aid in the reduction of swelling. If these conservative treatments are unsuccessful, medications may be prescribed. Corticosteroid injection directly into the affected bursa may help to reduce the inflammation. Antibiotics may be prescribed if infection is suspected. Physical therapy may also be suggested by your doctor to help increase the flexibility and strength of the knee which may reduce the risk of recurrence. In very rare cases of chronic knee bursitis, the surgical removal of the bursa is required.

As I always say, prevention is the best treatment. There are a few prevention strategies that you can keep in mind while performing physical tasks. First of all, take frequent breaks to rest and stretch out your legs. Avoid extended periods of time on your knees. Wearing protective knee pads during high-risk activities or while kneeling will also reduce your risk. Finally, avoid repetitive or excessive bending of the knees

## Back behind the wheel

DR. CHRIS SINGH



which places significant strain and pressure on the bursae.

Although knee bursitis is not a life-threatening condition, it can become very debilitating if left untreated. If you suspect that you are suffering from knee bursitis and have tried these self-help tips, it is important to seek medical attention as soon as possible. Until next time, drive safely. □

– Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont. He can be reached at 519-421-2024.



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## TRUCK SHOWS



**By Mark Lee**  
**WINNIPEG, Man.** – So far this year I've been really busy, so I haven't been able to attend any of the popular truck shows. But I had booked the time off for my favourite of them all, the Working Chrome show hosted by the boys at the House of Chrome in Headingley, Man.

It is the second year that the show has been held at the Red River Exhibition Grounds, which are adjacent to the intersection of the Trans-Canada Highway and the Perimeter Bypass around Winnipeg. There's lots of free parking and it's a stone's throw from the Flying J truck stop – and if you have *really* big arms, from the Husky truck stop a bit further west.

The show took place over the Aug. 16-18 weekend, starting on Friday and running through Sunday. During this time, trucks are coming and going all the time as the title Working Chrome means just that, these are all working trucks and some of them have to go to work.

The reason I like this show so much is because of the atmosphere. People bring along their trucks just to be there; there's no prize ceremony, so it isn't a competition on who can spend the most money on shiny bits, although there is no shortage of shine on show.

The drivers are all there to hang out and show off their trucks. Sure, there are some spectacular trucks on show – including some that have won countless competitions at other events – but here it's all a little bit more relaxed. So what if there's a spot of grease or a splattered bug on a bumper? This show is not about that, it's about bringing like-minded people together to hang out and have a good time.

Throughout the weekend, drivers were hanging out and were more

than happy to talk trucking to anyone who was interested. There was a Blues Festival and BBQ competition taking place at the same time, so a lot of non-trucking people were wandering around the show. I talked with some of these guys and they were, by and large, very impressed, not just with the trucks themselves, but with the friendly atmosphere and the willingness of the drivers to answer questions, so it was a very good PR exercise for the industry.

Speaking of which, trucking is appearing on TV shows more and more these days and we had the star of one of those shows in attendance this year. Marc Springer from the TV show *Shipping Wars* brought along his Kenworth T600 and Landoll trailer. Unlike some of the other reality TV stars, this guy didn't have a crew of people around him, he was just one of the guys.

The House of Chrome boys that organized it all were very impressed with him. He didn't want a booth set up, or any special treatment, he was just there to talk trucks and trucking and he would talk to anybody, for as long as it took.

He had quite an interesting story to tell, but he was also walking around the show and hanging out with the other truckers and listening to their stories.

I was going to bring my own truck along to the show – my company has got me a new fancy Peterbilt – but it wasn't ready when I left out on the trip before the show. So, although it had the chrome, it wasn't yet a working truck. I left it behind and I'm glad I did as the House of Chrome has been working together with Peterbilt Manitoba and building some pretty fancy trucks.

The concept is that Peterbilt Manitoba orders a flat-top 389 for stock, they hand it over to the House of Chrome and let them have at it. The



**SHOW STOPPER:** House of Chrome custom-built this Pete 389 for the show.

end result is pretty spectacular.

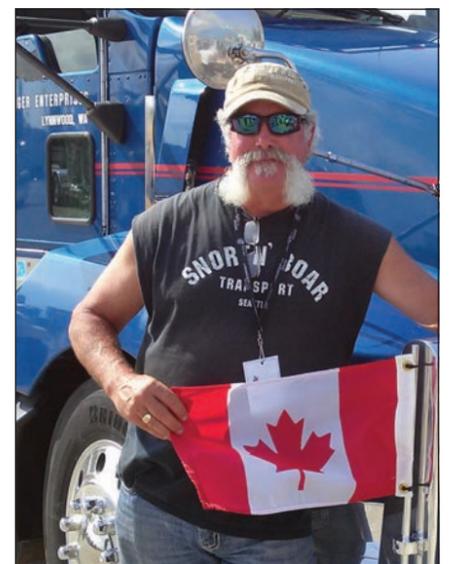
The truck they brought along to the show was paying homage to the Boss 302 Mustang, but this was, of course, a Boss 389.

Not only had they nailed the colour scheme, they had also put some nice touches in the interior, to the point of putting a Hearst shifter on top of the stick to go along with the engraved pedals and parking/trailer air control knobs.

It is a very impressive truck and I'm a big fan of the concept too; it goes to show that no matter what those folks in government come up with, there are still people out there who not only appreciate the classic truck, but are also prepared to invest in one and keep the classic truck alive.

As nice as these new modern aerodynamic trucks are to drive, no amount of customizing will ever make them look half as good as a tricked-out classic truck.

That's not just my opinion ei-



**STAR OF THE SHOW:** Marc Springer of reality show *Shipping Wars* was on-hand to enjoy the festivities.

ther, there were examples of the new models from every manufacturer at the show and not one of them had a crowd around it, unlike the classics. □



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**BRAKES**

# Better brakes, bigger decisions

*Braking systems on today's heavy trucks are better than ever. But spec'ing and maintenance considerations are also more complex.*

**By James Menzies**

Braking systems on today's heavy trucks are better than they've ever been, and maybe ever will be. Advances in drum brake designs and the increased penetration of air disc brakes into the North American market, were two of the results stemming a US government mandate that required heavy trucks to stop in a 30% shorter distance.

Phase 1 of those rules, affecting most mainstream highway tractors, went into effect Aug. 1, 2011 and the remainder of trucks – including oddball configurations like tri-drives and twin steers – were brought up to speed Aug. 1 of this year.

While there was initially speculation that air disc brakes would be widely required to meet the new requirements, brake suppliers brought to market improved drum brakes that were up to the task, giving fleets a choice in how to meet the mandate. While the 30% reduction in stopping distance was a tall order for brake manufacturers, they exceeded the requirement, building in an extra 10% cushion beyond what the rules called for.

Unlike with diesel engine emissions standards, which have provided the industry a death by 1,000 cuts so to speak, with round after round of increasingly stringent emissions reductions, it's not expected that further stopping distance requirements will be called for by government, even though the current rules will purportedly save 227 lives per year.

"We meet with NHTSA and the DoT fairly regularly, and all indications are that for the time being, their emphasis is not necessarily on increasing the performance of the technology, but really honing in on monitoring, to ensure the safety systems currently on vehicles are closely monitored and better maintained," said Gary Ganaway, director of marketing and global customer solutions with Bendix Spicer Foundation Brake.

Besides, added Chad Mitts, general manager, brakes and drive-lines with Meritor, today's braking systems are about as effective as they can be, without major modifications to the vehicles themselves.

"We're at that point where the laws of physics with current truck designs won't allow you to stop any sooner," Mitts said. "There's more torque there than the truck can manage. There's nothing left to do from a brake perspective

that wouldn't require changes in tires, changes in control systems and things like that, which would be a pretty massive undertaking."

While brake manufacturers were able to meet the new standard with no major issues, Ganaway said there has been some increased noise associated with the new-generation reduced stopping distance (RSD) drum brakes, which Bendix alerted customers to.

"We had a bit of a challenge and continue to see (issues with) brake noise," Ganaway said.

Drivers may have noticed some additional squeakiness emanating from their RSD brakes, but Ganaway said they can be a little more aggressive with the brakes, and get them hotter to burn off the resins that are the source of the noise.

"The last data I looked at, we saw noise incidences on about half a percentage of our production," he said. "Those are relatively low numbers, but we did see the need to council our fleets and to tell them to council their drivers."

**The disc vs drum debate**

Besides stopping trucks sooner, the new mandate has also significantly narrowed the gap in performance between disc and drum brakes. Larger drum brakes with more effective friction materials have been introduced to the market. Those RSD drum brakes deliver stopping capabilities that can rival that of disc brakes and comfortably comply with the requirements.

"Certainly the performance gap (between disc and drum brakes) has narrowed tremendously," Mitts acknowledged. "Disc brakes will provide a slight advantage during a full power stop, so when you're running at a high speed and you hit the brakes, disc brakes will be a little better and the main reason is there is no in-stop fade. But the difference is very small and the difference is typically felt at the end of the stop. Drum brakes tend to deliver torque earlier on, so if there is a difference, it's at the end of the stop when there's not that much energy left in any event."

Mitts said disc brakes really excel in situations where the brakes are running hot consistently, such as in refuse applications.

"That's why you see early adoption in some of those markets," he said.

However, Ganaway said while high-performance drum brakes



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are now better able to replicate the stopping power of disc brakes, there are other benefits to consider, including maintenance savings. A set of pads can be swapped out in a quarter of the time it takes to replace shoes on a drum brake, Ganaway pointed out. But the big seller, he noted, is the way the brakes feel to the driver when in use.

“What they came back with,” he said of fleets that have been implementing disc brakes into their fleets, “is the driver satisfaction in the day-to-day application. It’s one of those technologies – unlike collision mitigation and some other things – that you are going to experience every time you drive the vehicle. What fleets found was, the things we told them to expect (maintenance savings and cost of ownership reductions), they saw those things, but more importantly, it was the day-to-day experience with the brakes they had a hard time parting with.”

He said most fleets that try disc brakes, “absolutely” stick with them on future truck purchases.

Bendix has seen a 120% increase in demand for air disc brakes since the new stopping distance requirements were implemented. Though Mitts tosses some cold water on any idea that fleets are gravitating en-masse to disc brakes, noting a 100% increase of not very much, is still not very much.

“In percentage terms, it sounds dramatic,” he said. “There has been growth for sure, but it’s growing at a small pace; 90%-plus of Class 8 trucks leaving the factory have drum brakes on them.”

**Mixing-and-matching**

For those fleets that have tested the waters with air disc brakes, many have opted to try them initially on only the steer axle position. This has raised concerns in the industry about the compatibility of disc and drum brakes, when mixed-and-matched on tractor-trailer combinations.

“Compatibility can be engi-

neered in,” Mitts said. “There is a fundamental difference between disc and drum brakes in how they deliver their torque. There’s an early period in that drum brake (application) where it delivers a lot of torque quickly, then starts to level out, where a disc brake is pretty linear. So in the early part of a torque application, you get differences in how they behave.”

These differences in braking characteristics are most pronounced during light brake applications of 10-15%, which is the most frequent type of braking an on-highway truck will require. This can result in the drum brakes on certain wheel positions taking

of an issue today, than it was with previous designs.

“The technology in disc brakes has come a long way,” he said. He admitted disc brakes introduced to the North American market in the mid-1980s suffered from “relatively high degrees of hysteresis,” which caused the disc brakes to experience a lag, or to hang up, when air pressure was released.

“That negated the attempts of the air system to properly balance the vehicle,” Ganaway explained. “They were much slower than drum brakes, so while the system was asking them not to be on, they were on for a little bit longer. Today’s designs have lower hystere-

friction materials.

Ganaway said testing has shown stopping distance can be extended by as much as five car-lengths when using a non-OE friction material.

“You have these new trucks and when they need to be serviced, you do a brake job and if you don’t put OE linings on there, then you’re definitely not going to maintain their stopping performance,” Mitts pointed out. “There are a lot of lining materials available in the aftermarket that aren’t regulated. You can put those on and not be non-compliant, because the regulations only dictate what’s used on new trucks. I think that’s probably one of the bigger issues right now that the industry is working through. All this work went into developing these advanced friction materials and improving the safety of the trucks, then the rules go out the window the first time you do a brake job.”

Bendix also has been extremely vocal in raising this concern within the industry.

“When you think about the intent of the rule, the intent of the rule was to save lives,” Ganaway said. “Not just on those vehicles that are relatively new, but to follow the vehicle through its useful life.”

The regulations seem to fall short of that objective. Even so, Ganaway said he’s been encouraged by discussions with fleets, in which they’ve voiced a strong desire to remain compliant and do the right thing.

“As we talk to our fleets, they are alarmed that there is no requirement for serviced parts,” Ganaway said. “I give them an awful lot of credit. The fleets are much more safety-conscious than we give them credit for. What they have asked us for, is help and direction.”

Some fleets have requested that suppliers post a list of approved RSD friction materials. Others have gone so far as to suggest that

**Continued on page 45**

‘All this work went into developing these advanced friction materials and improving the safety of the trucks, then the rules go out the window the first time you do a brake job.’

Chad Mitts, Meritor

on more of the work, leading to premature wear.

“There are ways to get around that,” Mitts said. “Setting up an air system properly and a lot of balancing-type things. But that’s a struggle to do, because a lot of different trucks can hook up to a trailer. It’s a pretty big challenge.”

But while Mitts admits compatibility issues could result in some inconsistent wear, he said it doesn’t jeopardize safety.

“Ultimately, if you had an emergency and you were laying on the brakes, they’re both going to come on and give you everything they have,” he said. “So it’s not so much an issue in a panic stop or anything like that. Safety is not compromised; it’s more the day-to-day use. Things have to be balanced properly so you don’t get any unintended wear, where you’re wearing the drums faster than the discs or vice-versa.”

Ganaway said compatibility between disc and drum brakes is less

sis. They’re far more accurate from that standpoint.”

In the past, Bendix wouldn’t allow disc brakes on the steer axle to be mated with drums in other positions.

“We do that relatively frequently now,” Ganaway said. “It’s really not a concern.”

He noted 40% of Bendix’s disc brake customers today run discs on the steer axle alone, “which is remarkable.”

**The need for OE friction material**

Both Bendix and Meritor have expressed serious concerns about what happens when RSD brakes are relined with non-OE friction material. Technically, fleets and owner/operators aren’t breaking any rules by using a non-RSD aftermarket friction material during re-linings. But Bendix has done testing which shows that stopping distance can be seriously compromised when relining with non-OE

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**BRAKES**

# Understanding the implications of RSD brakes

Continued from page 43

suppliers design RSD brakes that won't accept non-OE friction material. So, why don't they do that?

"It's one of the things we're looking at," Ganaway said. "One of the things we try to manage is to make sure we control the costs, and one of the things we're concerned about is, if we begin to utilize unique parts, it would potentially drive up servicing costs of those components. So, for the time being, we've taken the path of being very vocal and very proactive in explaining the trade-offs of re-lining with something that is not like-for-like."

Meanwhile, Ganaway said Bendix is also developing alternative friction materials that can keep the vehicle in compliance at a lower cost.

Yes, braking systems today are better than they've ever been. But the trade-off for that, noted Ganaway, is that they're not as versatile as they once were. Think of it this way: If you buy a luxury sedan, you will have to fill it with premium gas and use high-quality replacement parts if you want to ensure the same level of performance and reliability over the life of the vehicle. The same can be said for today's high-performance brakes.

"As the technology with brakes has evolved, they're becoming a lot more sensitive to the inputs; things like bushings, lubrication and the right friction material," Ganaway explained. "So, a cautionary note is, because we've really tightened up the tolerances and performance of the brake and what it does, we've made it much more sophisticated and we've lost a bit of freedom in terms of being able to throw whatever we want at it in terms of serviced parts." □

## What drives brake experts nuts?

By James Menzies

Operation Air Brake took place in early September, a North America-wide enforcement initiative that targets braking systems. If the results are similar to previous years, then more than 10% of trucks inspected in Canada will have been placed out of service for brake-related defects.

*Truck News* asked brake experts Gary Ganaway of Bendix and Chad Mitts of Meritor, what they see in the field that drives them nuts. Both were quick to cite the common, but unnecessary, meddling with automatic slack adjusters as their main concern.

"I think the number one issue is education around automatic slack adjuster maintenance," Mitts said. "We see this still to this day. People think every time that a truck has to be touched, that they have to adjust the slack adjuster. That is absolutely the worst thing you can do."

Ganaway agreed.

"One of the things we are really surprised by, is the belief in a lot of circles that brakes need to be adjusted every trip, or every day or at every PM," he said. "That is absolutely not the case. As a matter of fact, if a fleet or driver finds they need to adjust the brake, it's probably an indication that their automatic slack adjuster is

worn out, and that happens fairly regularly. Slack adjusters have a finite life expectancy – they do not last the life of the vehicle."

Ganaway said slack adjusters typically last only four to five years before they wear out, depending on application.

Mitts added another frustration is when fleets adopt air disc brakes, thinking they're a maintenance-free component.

"They often have this mindset that, 'If I put disc brakes on there, I never have to look at this thing again,' that it's maintenance-free," he said. "Generally, it performs pretty well, but it's on the wheel-end of a truck, it's in a horribly abusive environment. We'd never recommend that you don't continually inspect disc brakes for damage to the air chamber and things of that nature."

This phenomenon reminds Mitts of when unitized wheel-ends were introduced to the North American market. Many early adopters felt they were a maintenance-free item and that mistaken perception led to some misplaced dissatisfaction with the product.

"When I hear people put disc brakes on a trailer so they don't have to worry about them, that is not the case and ultimately it could cause problems with adoption of the technology if people become disappointed," Mitts said. □

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**TIRES**

# Understanding the whole wide world of wide-base tires

## Wide-base tires can promise fuel savings, but are your trucks ready for the change?

Wide-base single tires are often called “super singles” for a good reason. Goodyear may have trademarked the phrase for its own products – and Michelin was the first to bring these wider tires to market – but the product category as a whole offers a number of “super” promises.

The combination of lighter wheel-ends and fewer flexing sidewalls can improve fuel economy by 2-5%, and the tires are expected to play a role in helping some truck manufacturers meet 2014 standards for lower greenhouse gas emissions.

“The fuel savings is real. It’s big



**Technical Correspondent**

JOHN G. SMITH

dollars,” said CR England maintenance head Greg Kitchen, during a presentation for the American Trucking Associations’ Technology & Maintenance Council.

The potential advantages are not limited to fuel economy. The products end the worries about mismatching dual tires, a known cause of premature tread wear, and the designs can save

1,272 lbs when coupled with aluminum wheels across a tractor-trailer. Wider tires also make it easier to move dollies around fleet yards, and this could prevent back injuries, said Peggy Fisher, president of TireStamp.

“The ride is better,” she added, likening the experience to riding on bias tires, and describing how the wider versions will not fall into the ruts on a highway.

Most of the designs officially known as Low Profile Metric Wide Base Radial Tires come in the form of 445/50R22.5 sizes rated at 10,200 lbs at 120 psi, but some buyers opt for the 455/55R22.5 designs rated at 11,000 lbs.

Still, despite their promise, wide-base designs represent a mere 5% of the tire market.

CR England has actually put its related tire program on hold because of challenges with retreading. When using the wide-base tires on tractors, the fleet lost eight traditional casings which could otherwise be retreaded for use on trailers. And while traditional tires could be retreaded three times, the fleet questioned how many times the wider casings could be reused.

The fleet has also been reluctant to mount wide-base tires on trailers because that’s where most of its on-road tire failures occur.

If a wide-base tire blows out, the truck cannot limp home, and the wheels are usually damaged in the process. “They’re very susceptible to irregular wear if they’re over-inflated or under-inflated,” Fisher added. Then there’s the additional cost. “The cost of one wide base tire is more than two dual tires. These are expensive tires, and the wheels are expensive, too.”

Of course, that’s if the tires can be found: “Availability can still be a problem, depending where you are.”

Then there are unique maintenance needs to consider.

A negative camber or flexing axle can cause the shoulder to wear prematurely, and the latter might be a bigger issue for those hauling higher weights, said Guy Walenga, director of engineering for Bridgestone Americas. Those who find both shoulders wearing away are likely over-inflating the tires, while excessive wear on the inside shoulder usually involves a negative camber angle.

Shops also need to take the care to properly seat the brake drum on its pilots. And operating pressures can differ when the tires are compared to traditional sizes. This means checking load/inflation tables before reaching for a compressor.

“Fleets can achieve the best overall wear on wide-base trailer tires with consistent inflation pressure maintenance, trailer alignment, proper bearing preset, and when possible, tire orientation,” Walenga said. “When spec’ing trailers, incorporate wider axles and zero-offset wheels at a minimum, and confirm that the axles do not start out with any negative camber. Operate trailers at the maximum load as often as possible. Lightly loaded trailers contribute to free-rolling wear,” he added.

The shift could affect the choice of a fleet’s retreading shops as well. “Do they have the right equipment, and are they following the right process?” asked Ed Steck, director of franchise business services for Michelin Retread Technologies. “With short cuts, you’re going to end up with problems out on the road.”

The shop’s probes should be 12.1 inches long, about double the length of a probe used for traditional tire sizes, to reach from one shoulder to the other. Otherwise

**Continued on page 75**



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**FLEET NEWS**



**THEN AND NOW:** Carl Farrow Haulage held a party Sept. 12 to celebrate 50 years in the business. On display were trucks, old and new.

## Carl Farrow Haulage celebrates 50 years

By Daniela Piteo

**CALEDON, Ont.** – While pumping gas, Carl Farrow would watch the trucks drive by the station, until he decided to follow the trucks toward a new career. Farrow had already worked on the railways and as a fire-fighter, but he found himself, at 30, looking to start his own business.

“On May 4, 1963 I hauled my first load,” Farrow said.

In mid-September, Carl Farrow Haulage paused to celebrate 50 years in the business of hauling gravel and sand – a business that grew from one truck.

“Our first truck was a fire truck that I converted,” said Farrow.

The family-run business has come a long way in 50 years, starting from just one truck and now at truck 147, with a fleet of just over 20 vehicles.

“By Christmas, in 1963, I told my wife Anne that I wanted to buy another truck,” Farrow said. “By 1964, I had bought three trucks.”

Farrow met his wife, Annette, when he was working the rails. He would stay at a boarding house in Toronto’s Junction neighbourhood and at 19 years old, he first encountered the woman with whom he celebrated 57 years of marriage at the end of September.

From the onset, Carl Farrow Haulage was a family-run business. Carl would drive while Anne looked after bookkeeping.

“I owe a lot to my family,” said Farrow. “My boys would get off the school bus and come straight into the shop to work. They would repair trucks and fix flats until dinner time and sometimes, they’d be back in the shop after dinner too.”

Farrow’s two sons still work with their father, Dave, a foreman in the shop and Vince, a driver. Even their daughter Diane works with the family, maintaining the business end of the hauling company, much like their mother did in the beginning.

“We slowly grew this into a family business, with some years better than others,” said Farrow. “The children gave up a lot through some of the harder years.”

Farrow recalls a great time in the business during the early 1980s up until 1990.

“That was a great time for the industry,” said Farrow. “Our economy seems to run in cycles. At that time there was a lot of work, the rates were decent and fuel was maybe a quarter of what it is now.”

Over the last five decades, Farrow has seen the ups and downs, but he’s

always held onto that A/Z licence, and at 82 years old, he still plans to keep it.

“I still have my licence and if I pass the test this October, it will take me through the next year.” □

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**FLEET NEWS**

# MacKinnon to build new Guelph terminal

**GUELPH, Ont.** – MacKinnon Transport has announced it will construct a new terminal for its flatbed trucking operations, while Altruck International will move into its existing facility.

The announcement was made recently by Evan MacKinnon, president and CEO of MacKinnon Transport. He said construction of the new facility will begin next year.

The new terminal will be located on the same 20-acre parcel of land from which MacKinnon operates today.

Altruck International, meanwhile, will consolidate its two Guelph operations at MacKinnon's current facility on Laird Road in the south end of Guelph.

For a period of time, MacKinnon Transport and Altruck International will share the same facility while the new MacKinnon building is constructed, MacKinnon said.

“Our current truck maintenance facility is ideally designed and situated for an expanding truck dealership and leasing operation,” MacKinnon said. “Both MacKinnon Transport and the Guelph International dealership have had a long-standing relationship that expands over 50-plus years, which enhanced our ability to structure such an arrangement.” □

# Central Freight Lines to add 100 CNG trucks

**WACO, Texas** – Central Freight Lines has placed an order for 100 Freightliner M2 112 trucks powered by compressed natural gas (CNG), becoming the latest carrier to take a significant step towards converting its fleet.

The trucks will contain the Cummins Westport ISL G engine, with 260-320 hp and up to 1,000 lb.-ft. of torque.

Central Freight Lines says it has partnered with a fuel supplier to build CNG stations in Fort Worth, Houston and San Antonio, Texas.

It's looking to convert its fleet to CNG technology to lessen its dependence on foreign oil and reduce its impact on the environment, the company claims.

“We are committed to energy conservation and a cleaner environment,” said Central Freight Lines' president and CEO Don Orr. “In 2012, we purchased CNG tractors that have been servicing the Houston area with proven efficiencies. As a result, we decided to continue investing in CNG tractors, specifically Freightliner trucks because of their reliability and the company's customer support.” □



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INVERTERS

# Power play

## Answering seven common questions about power inverters

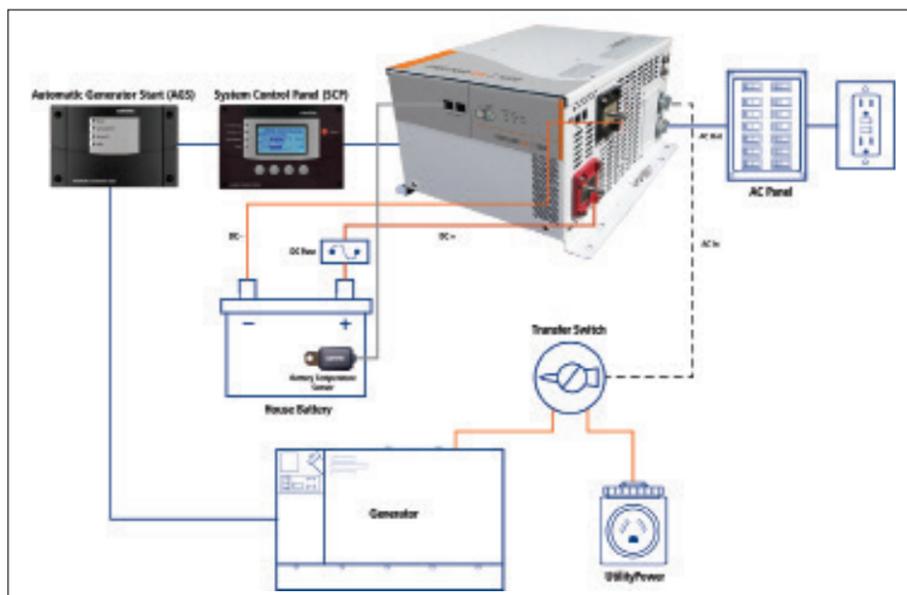
Power inverters – the devices that convert standard battery (DC) power to AC household power – are becoming more commonplace in the trucking industry. Depending upon whom you ask, that’s to the delight, or chagrin, of fleet and maintenance managers who often have a love/hate relationship with inverters.

“Inverters have always been a magnet of controversy,” says Steve Carlson, OEM sales manager for inverter supplier Xantrex. Carlson says shipments have risen sharply since early 2012 and

the company expects this trend to continue in the next few years.

“Fleets know that drivers love them, as they provide an extra measure of creature comfort that helps with driver retention,” Carlson says. “But they can be nervous about inverters and their potential to damage the truck’s electrical system.”

Carlson says he often fields questions from fleets about inverters, and “the distrust of inverters is really a thing of the past, if, and I stress if, the right inverter and installation practices



are followed. Inverters can be a great asset to drivers and fleets. The key is for fleets to do their homework and know what’s best for their operation prior to making a purchase. One size does not fit all and inverter quality varies greatly.”

Carlson says these questions typically rise above all others when fleets try to determine which inverters to purchase.

### What size should I buy?

Far and away, Carlson says “what size” is the number one and most important question he hears from fleets.

“It’s easy to say get the biggest inverter on the market and you’ll be covered for all your needs,” Carlson says. “But that’s not the best advice. Inverter sizes range from 300-watt cigarette lighter plug-in inverters to 5,000-watt units. Each fleet should do a survey on truck size and power usage and understand how their drivers will use an inverter – what items they want powered and what items will be used at the same time. That will help right-size the inverter for your operation.”

As an example, Carlson says drivers will often run a microwave, TV and laptop all at the same time.

“On each device you’ll see a wattage number,” he said. “A microwave might be rated at 1,000 watts, a TV at 250 watts, and a laptop at 95. Add them up to see how much continuous power you’ll need and then add 20%. So, in this case you’ll need just over 1,600 watts. Next, round up to find an inverter that meets your power needs. Xantrex, for example, offers an 1,800-watt unit, and that’s what we would recommend.”

While determining continuous power is an important consideration, so is “surge power.”

“Whenever you power up any device, the initial load is more – and sometimes double – what the continuous power requirement is,” Carlson says. “So the surge rating on quality inverters should be about double. So, an 1,800-watt inverter can handle a short 3,600-watt power surge requirement.” Next, Carlson says to research how long the inverter can handle the surge. “The longer the better,” he says. “Some on the market can handle only a few milliseconds of surge before the power draw shuts down the inverter. Others can last five seconds or more, and that’s what you should look for.”

### Sine or modified sine wave?

There are two types of inverters on the market, a sine wave and modified sine wave.

“Both work well in a truck environment, but for those running sensitive electronics (like CPAP machines) or products that are plugged into their own chargers – a drill or a toothbrush – sine wave is the preferred choice,” says Carlson. “Since sine wave is the same power as what you get at home, the voltage is consistent without spikes



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or drops. So, the device you're powering reacts just as it would if you were plugged in at home. But, in most cases, modified sine wave power is just fine in operating most electronics and appliances with the exception of few sensitive applications."

As for the price difference? Carlson says the gap has narrowed and today, most higher wattage sine wave inverters cost about 15-20% more than a modified inverter.

"With a sine wave unit, you'll notice a slight decrease in the efficiency rating since electronics within the inverter use power to keep electrical levels consistent," says Carlson. "It's not much – we have an 87% efficiency rating on a Xantrex sine wave unit compared to 92% on a modified inverter. It's like the difference between running a six-cylinder car versus four-cylinder car. That four-cylinder car may get a bit better fuel economy, but the six-cylinder is better in overall performance."

**Is it okay for our fleet to install the inverter?**

"Generally speaking, yes," says Carlson. "Most technicians will have no problem handling installation, and Xantrex does offer fleet training programs to our customers. We certainly would recommend our training program if there are any questions on installation. But, just remember, you're working with electricity and electricity can bite if you're not careful. It's our recommendation that inverters over 300-watts feature hard-wiring and fusing."

Carlson says there is a bevy of things to consider when installing an inverter, starting with 'where it should go' and making sure there is adequate ventilation to allow heat to dissipate.

"And you have to be cognizant of wire sizing and the distance between the inverter and plug-ins which can be put in the sleeper; plus the distance between the battery and inverter. There's a lot to consider."

According to Carlson, most fleets want the convenience of a factory-installed and warranted inverter. "We really recommend either an OEM install when you purchase a new truck, or have the installation done by an authorized dealer," says Carlson. "The OEMs have installation down to a science and it's done on the line to rigid spec's. Truck and aftermarket dealers also have the experience, so it's worth spending a few extra bucks to have the installation done right, the first time, should your own staff not have the time or expertise."

**What kind of reliability can I expect?**

"When it comes to reliability, the old adage, 'you get what you pay for' comes into play," says Carlson. "You will pay more for an inverter that has a 'Regulatory Listed' approval – such as UL or ETL with UL458 rating.

This means the inverter was inspected and approved by an independent agency which safeguards against issues with electricity. UL458 is the listing for inverters and chargers in mobile applications. They must meet strict vibration, environmental, and thermal requirements that non-UL458 units do not. This is the most important safety point I can make, and in fact, TMC's RP163 calls out this UL listing for all inverters and chargers."

Buying an inverter that is not Regu-

latory Listed tells you: buyer beware. "We've seen these types of products actually shock users, plus internally they often can't protect themselves against power surges."

Carlson says that inverters installed by truck manufacturers all are UL approved, but many inverters sold at truck stops are not.

Carlson also suggests you look for how inverters are internally tested for quality control. "If the manufacturer you're considering tests to ensure quality, then they'll likely promote that fact in their marketing material, or on their Web site," he says. "And, those inverters that have been tested will last longer versus inverters from manufacturers that don't spend the time and money to ensure quality. A quality inverter should last well beyond its warranty period."

Carlson says inverters will occasionally shut down, but quality inverters do so without damaging themselves.

"If dust or cat hair, for instance, gets inside the inverter, it can cause it to

overheat. A higher watt Xantrex inverter, for example, has an error code that lets you know what the problem is – in this case it will tell you that you are overheating and to check the fan. A simple cleaning or 'blowing out' will correct the problem and you'll be back up and running. Other inverters could leave you guessing as to what the problem is. And, if you overload the inverter, placing more wattage demands on the inverter than it can handle, the inverter will shut down. The difference between a quality inverter and low-end inverter is how they deal with a shut down. A quality inverter is designed to shut down with no ill effects. A low-end inverter can 'wear out' after multiple overloads."

**Should I buy an inverter with a battery charger?**

"The simple answer is yes if you can use shorepower (electrical outlets at home or on the road at terminals, loading docks, or truck stops)," says Carlson. "When plugged in, you can run

everything you're running with your inverter for as long as you want, plus you can recharge and top off your batteries. The more you can use shore power, the better, as it prolongs the life of your batteries."

In fact, Carlson says having the shorepower option and a charger in the system will add 20-30% to the life of the batteries if plugged into grid power whenever possible.

"It also has the potential to eliminate one battery swap-out over the five to six years use of the truck. This happens by keeping batteries fully charged, offsetting parasitic loads, and reducing the number of cycles."

According to Carlson, most installations use the inverter off the truck's starting batteries and quality inverters will have a low voltage disconnect (LVD) to shut down when voltage drops to 11.7 volts. This ensures the truck will have enough juice to start.

"Check on the LVD feature before you buy an inverter," cau-

**Continued on page 54**



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**INVERTERS**

**Choosing the right power inverter**

Continued from page 53  
tions Carlson.

“Many inverters on the market will run the batteries down to 10.5 volts, which will let drivers run electrical devices longer in the cab and sleeper. However, they won’t be able to start the truck unless the truck comes equipped with its own LVD. Another option is to run two dedicated deep-cycle batteries and connect them to the inverter,” continues Carlson. “Yes, they do add weight to the vehicle, and added cost. But, deep-cycle batteries were designed to be drawn down to a 50% state of charge, or 10.5 volts. This gives you double to triple the amount of continuous power to run hotel loads. Something your drivers will appreciate.”

**Should I allow drivers to bring their own inverters?**

According to Carlson, not knowing what kind of inverter your driver is bringing in is why fleets often have a policy of not allowing drivers to outfit company trucks with their own inverters.

“But, if you do allow drivers to bring in their own inverters, then we recommend you give them a list of approved devices, with the most important common denominator being UL458 listed. And we suggest you make it mandatory that your shop or outside dealer does the installation,” explained Carlson.

**Why use an inverter if I already have an APU?**

The addition of an inverter to a truck electrical system will reduce hours of use on a diesel-fired APU (assuming that the APU does not already have shore power compatibility).

“And, it will reduce maintenance costs and increase APU life,” said Carlson. “An inverter can be used for hotel loads in the cab as long as environmental conditions do not require air conditioning. When those conditions happen, just power up the APU for air conditioning.”

With this set-up, the only time the APU would need to come on is if the batteries drop to a low level. Once the batteries are charged, the APU can shut off again. “This significant reduction in APU run time means a quick payback on the cost of the inverter,” says Carlson. □

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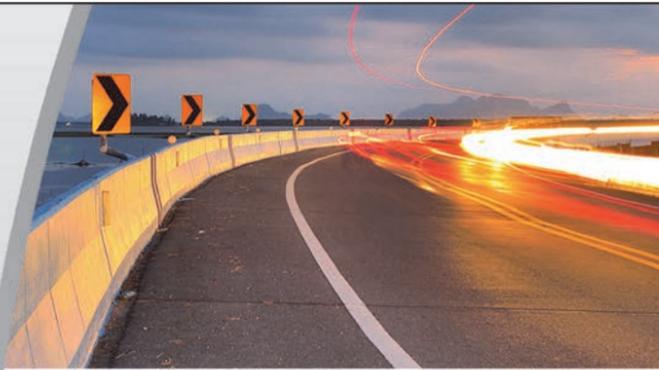


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TECHNOLOGY

# Canadian company offers scale bypass system that uses existing infrastructure

States are deploying Drivewyze system while provinces take a wait-and-see approach.

**By James Menzies**  
**EDMONTON, Alta.** – A Canadian tech company is making waves in the US, where its weigh station bypass system has the potential to save the trucking industry and enforcement agencies untold millions.

But Drivewyze is having a bigger struggle getting its system implemented in its home country. Brian Heath, president of Edmonton, Alta.-based Drivewyze, said the company is in discussions with numerous provinces and he hopes to have the program implemented in at least one of them by the end of the year.

In the US, the system has already been implemented at more than 220

inspection stations in 16 states. Subscribers with clean safety records can bypass participating inspection stations up to 98% of the time.

But what's most intriguing to state and provincial enforcement agencies is that there are no infrastructure expenses associated with implementing the program.

"Traditionally, what you do is spend \$1 million per site putting up some poles on the side of the highway, hanging some radio transceivers and putting transponders in the trucks, like the Alberta PIC (Partners in Compliance) program does to enable bypass service," Heath explained. "We leverage that \$355-bil-



**GOOD TO GO:** Drivers receive a green light via their in-cab computer, tablet or smartphone if they're allowed to bypass the weigh station.

lion investment that the wireless carriers like Bell have already spent, building digital wireless infrastructure across North America."

Drivewyze uses existing cellular services and an app that can be downloaded onto any smartphone, tablet and some in-cab electronic logging devices, including those offered by PeopleNet. The device must have: GPS capability; access to a digital cellular connection; and some type of user interface. When a registered truck approaches a participating inspection station, the app communicates driver and vehicle information (including logbook status, if e-logs are used) to the inspection station. Almost immediately, the driver receives a green or red light indicator on their device, indicating whether or not they are allowed to drive by without stopping.

"The amazing thing about that, is you just did that without putting a shovel in the ground," Heath said in an interview with *Truck News*. "You didn't spend \$1 million. There's no hardware required to accomplish that, which is fantastic, and you did not have to purchase a standalone transponder. You didn't have to buy a battery-operated box that only performs bypass operations inside your truck. There is literally no extra hardware costs."

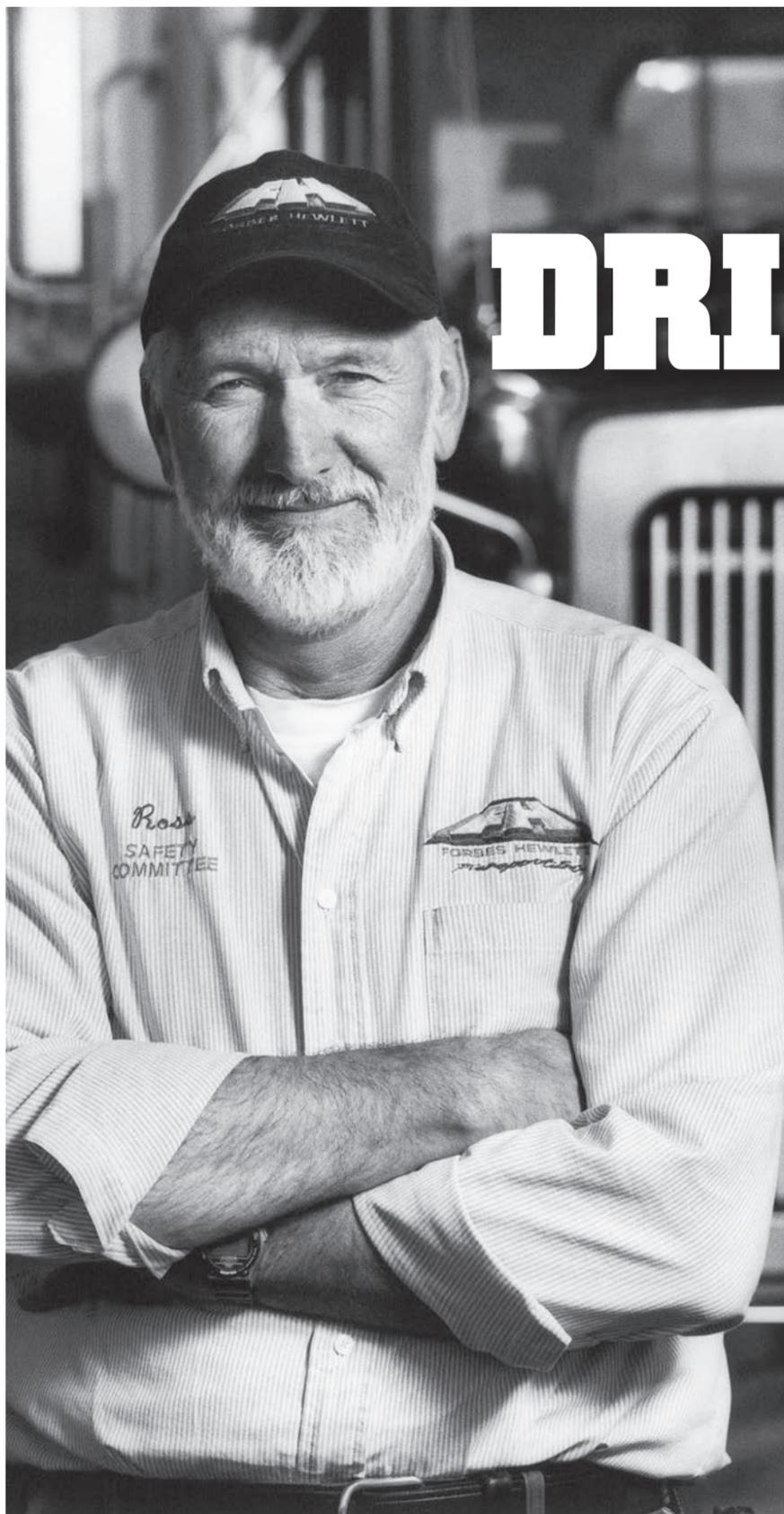
The program is quickly gaining momentum in the US, though to date, Canadian provinces have taken a wait-and-see approach. Asked if the US is more progressive in terms of intelligent transportation systems, Heath said, "There's no doubt."

He added "In the commercial vehicle enforcement world, the US has a really strong federal program."

He noted state enforcement agencies are able to easily drill down into carrier profiles created at the federal level by the Federal Motor Carrier Safety Administration (FMCSA). Even though Canadian provinces have not yet implemented the system, Canadian carriers with a US DoT number can still participate while operating in the US, and Heath is sure some are already doing so.

"Any Canadian fleet running south of the border that has a US DoT number has a safety and compliance record that is built into the screening system of all the participating enforcement agencies, so they're welcome to participate in the program," Heath said. "I know fleets are participating that have cross-border operations. A lot of our sites are in the northeastern US and I know those trucks are travelling up into Quebec and Ontario, so I'd be surprised if there were not some trucks that are Canadian-based (participating)."

**Continued on page 57**



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## A smarter in-cab camera?

**By James Menzies**

Some in-cab cameras are smarter than others. That, according to Steve Mitgang, CEO of SmartDrive, which has developed an in-cab camera that taps into the vehicle's electronic control unit (ECU) to create a more complete picture of the circumstances that led to an event.

SmartDrive, available in Canada but more established elsewhere, with installations in some 30,000 vehicles, takes video capture technology to another level compared to what currently is on the market, Mitgang says.

While other dash-cams have a crash sensor or accelerometer, the SmartDrive system also connects to the ECU using a CAN bus connection while also incorporating an accelerometer and crash sensor. Mitgang says this allows the system to not only record the events immediately prior to, and after, a crash, but also to identify a wide range of driving maneuvers that could be indicative of risky behaviour. More importantly, he also said it provides greater opportunity to exonerate drivers who did nothing wrong.

Actuarial studies conducted by AON showed the system lowered collision frequency by more than 50% and the expenses related to those collisions by more than 60%, Mitgang said. This is increasingly important,

since risk management now accounts for as much as 5-6% of a carrier's overall operating budget in the US, and last year, there were more than 30 judgments against fleets totaling between \$10- and \$90-million.

So, how does the system work?

"We have a camera that faces the driver and a camera that faces the road," Mitgang told *Truck News* in an interview. "Unlike other systems that are video crash recorders, or dumb cameras, we focus on maneuvers. A commercial vehicle may swerve on the highway, but what that vehicle is doing may be a positive thing, reacting to something negative in front of it. Our videos are used not only to see collisions, but to reward and recognize positive driving behaviour."

Mitgang said one of the differences in the SmartDrive system is that

it records 15 seconds before and after an event, compared to the usual eight seconds before and four after, that other cameras save.

"If you have enough video, you can see if your driver is doing something very good," he said. "It takes about eight seconds for a driver to avoid risk and then to put the vehicle back into an appropriate, safe position and if you aren't saving the 10-11 seconds before that event, you have no way to understand if that driver did his job well."

But perhaps more importantly, because the system ties into the ECU, it can create a more detailed picture of what has occurred. With the system deployed in 30,000 vehicles, SmartDrive has analyzed 60 million events, and has created an algorithm for virtually any scenario.

The SmartDrive system, unlike other cameras, can detect, for example, when a driver has run a stop sign and then save the video for fur-

ther analysis.

"There are two signature moves of running a stop light or stop sign," Mitgang explained. "The vehicle decelerates from about 30 mph to 5 mph, but rather than continue, they do one of two things: They completely come off the throttle and the brake and they coast for three seconds, then jump on the accelerator again; or they go from 30 mph to 5 mph, then hit the accelerator hard for three seconds and then normalize their speed again."

If the system detects either event, it then saves the footage and sends it to SmartDrive, where it is reviewed by the company's staff before being sent to the fleet for further action.

"When we see those kinds of maneuvers, we say 'Alright, it's time for us to capture a video.' We manually review it. It doesn't go to the fleet at that point, because we only want to send fleets highly-leveraged, important video, to streamline the process,"

**Continued on page 58**

**Continued from page 56**

So far, said Heath, carriers that do take part are enjoying significant savings. The cost is based on a subscription model that starts at about \$12.99 per truck each month, but comes down with volume. The payback, of course, is dependent on how frequently those trucks are allowed to drive past weigh stations.

Heath said a 2006 study by the FMCSA found that it typically costs \$8.68 every time a truck has to pull into an inspection station. That figure accounted for time lost, the fuel spent accelerating back up to highway speed and maintenance costs.

"So you can see how quickly you can get a payback on this service," Heath said. "All you have to do is bypass twice a month – just a little over once a month – and you are actually saving money. We've seen ROIs in the hundreds per month. They're saving an incredible amount of money and the more times you get the bypass, the more money you're saving."

Some US fleets, Heath said, are using the system as a driver retention tool, since drivers see a direct boost to their earnings and get home sooner when they don't have to pull through as many inspection stations. As for why Canadian provinces have been slow to adopt the program, Heath said talks are "At a sensitive point with a few different provinces right now."

"There is no national program in Canada that allows trucks to travel east-west without having to stop at inspection sites and there's no service that allows them to go north-south with full inter-operability," he said. "It hasn't existed before. I think it is really exciting for NAFTA carriers and will be really exciting for Canadian carriers when we open it up between provinces." □

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**TECHNOLOGY**

**SmartDrive looks to exonerate drivers**

Continued from page 57

Mitgang said. “We score all the videos and send the fleet a prioritized rank every day with the most extreme risks and exonerations they should look at.”

One major US fleet is now installing the system and combining it with the How’s My Driving? decals it currently uses. Previously, a How’s My Driving? report would result in an automatic black mark, and presumption of guilt, against the truck driver. But now the fleet plans to investigate complaints by using the SmartDrive system to determine whether there was a reason behind the perceived risky maneuver. In some cases, for instance, a motorist following a tractor-trailer may see an abrupt maneuver from the truck, but not the incident up ahead that caused that maneuver.

There’s also the opportunity to customize the system. Mitgang said some carriers have indicated u-turns were an issue with their drivers. SmartDrive engineers spent a couple hours executing u-turns to develop a signature that would provide an alert when a u-turn is performed.

“When I see that maneuver algorithmically, I know someone is doing a u-turn, the same way I know if someone is running a stop sign,” Mitgang said.

But the SmartDrive system isn’t all about catching drivers doing bad things. Mitgang emphasized it’s often used to exonerate drivers. In one instance, a truck driver was initial-

ly suspected of being at fault in a fatal accident. The investigating police officer was able to view the video at the site of the crash and subsequently changed his report to exonerate the trucker, according to Mitgang.

“At the end of the day, we’re able to capture the right type of data, distribute it, put the video in the hands of the right people at the right time,” Mitgang said. The SmartDrive system is primarily cellular-based, but has WiFi capabilities. While Canadian companies have shown interest, Mitgang admitted there are challenges in dealing with our wireless carriers.

“Telematics, in your market, is hard,” he admitted. “The wireless carriers are a little less in tune with the data consumption (requirements) from a telematics perspective. They’re less sophisticated than the US and UK markets in terms of packaging up data bundles for telematics.”

The hardware itself costs about \$500 per vehicle with a monthly subscription that ranges from \$33-\$60 per month, depending on the level of service that’s required.

Mitgang said in today’s telematics industry, there’s a ton of data that’s generated, but very few answers provided that fleets can use.

“We believe we can be the safety answers company,” he said, “and show what happened to put that vehicle in the position of risk in the first place, and how the driver reacted. We want to find ways to embrace and show great performance.” □



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# Tallman Truck Centres celebrates 40 years in business with Kingston bash

**KINGSTON, Ont.** – Tallman Truck Centres threw a major party Sept. 14, to celebrate 40 years in business and reward the staff that made it possible.

Employees from the various Tall-

man locations were shuttled in to Kingston for the event and put up in a local hotel. The original owner, Gerry Tallman, was on-hand, as well as his son Kevin, who now serves as president.

The celebration was held at the K-Rock Centre in Kingston. Gerry Tallman said the party was the company's way of giving back to its employees for their loyalty and dedication.

Tallman Truck Centre locations were closed Sept. 14 to ensure everyone could attend. Entertainment was provided by Eddie and the Stingrays, who crooned guests with music from the 50s and 60s. More than 400 employees were on-hand, representing all eight Tallman dealerships.

It was back to business as usual Monday morning, officials said. □



**REASON TO CELEBRATE:** About 400 people attended a major party thrown by Tallman Truck Centres to celebrate its 40th anniversary.

## Cummins launches new global engine

**COLUMBUS, Ind.** – Cummins has developed a new global engine platform, which it says will complement its existing engine line. The new G Series platform is an in-line six-cylinder engine, and will be available in 10.5- and 11.8-litre displacements for on- and off-highway use. The company says the new platform's initial engines will be diesel-powered.

The new G Series line was developed in the US, but will be offered in markets around the world.

"The G Series global design approach is a vivid demonstration of how Cummins is transforming from a multinational to a truly global company," said Steve Chapman, Cummins vice-president and group vice-president, China and Russia. "This engine platform has been designed for diverse and global markets by utilizing the expertise and local knowledge of our engineers from around the world."

The engine was designed to minimize engineering requirements for vehicle and equipment manufacturers, thanks to a compact installation envelope. The company also reduced weight in order to increase the power-to-weight ratio. This was done in part by using a sculptured block that retains high rigidity while removing unnecessary mass, Cummins announced. The company also used composite materials for the oil pan and valve cover for further weight savings.

The new G Series engines weigh just 1,900 lbs, according to the company. Cummins' Xtra-High Pressure Injection (XPI) system has been adapted to the new engine platform, from the X Series engine.

Cummins says it has reduced parasitic loss for improved fuel economy without variable-flow pumps that add unnecessary cost and reduce reliability. The G Series uses a single cam in head (SCIH) design with roller valve train and high-efficiency intake ports for reduced complexity. The first of these on-highway engines to hit the market in 2014 will be the ISG11 and ISG12. They'll be available with 290-512 hp in a compact, lightweight package, Cummins announced. The engines will be suited for heavy-duty trucks in long-haul, regional-haul and vocational services.

"Cummins G Series will set a new benchmark as a global Heavy-Duty engine platform," said Rich Freeland, president, Cummins engine business. "With innovative and leading technology, the G Series will deliver superior performance to drive our customers' success." Production of the new engine line will begin in the first half of 2014. □

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# Shell hints improvements may be in store with new PC-11 engine oil category

## Early tests suggest lower-viscosity engine oils could bring further fuel savings

**By James Menzies**  
**HAMBURG, Germany** – As work continues towards the development of a new heavy-duty engine oil category, presently known as PC-11, early indications are that fuel savings could be in store for fleets.

The API PC-11 engine oil category is slated to be rolled out to industry in 2016. While engine oil categories can be a difficult thing to get excited about, early test results from Shell suggest fleet owners may have much to look forward to in this particular changeover. Typically, emissions mandates have driven new engine oil categories roughly every four years. By the time PC-11

hits the market in 2016, the current CJ-4 category will have been on the market for a decade, which Shell's global OEM technical manager Dan Arcy said is a testament to the effectiveness of the CJ-4 specification.

All good things must come to an end, however, and CJ-4 will eventually be phased out by the new category, which was designed to handle the increased engine temperatures – to the tune of +10 C – expected of the next-generation engines, as well as other challenges.

Arcy has been actively involved in developing the PC-11 test requirements. Among the areas to be tested and improved upon are: oxidation

stability; aeration benefits; scuffing/adhesive wear; shear stability; and compatibility with biofuels.

Noticeably absent among those requirements is a fuel economy test. The industry is now wholly convinced that lower viscosity engine oils do, in fact, provide better fuel economy, and so it was agreed that no further testing of this theory was required.

Low-viscosity engine oils – generally described as those of a grade of 10W-30 and lighter – have figured prominently in discussions around the new standard; not surprising, since it's expected low-vis oils will be required, or strongly recommended, to comply with impending greenhouse gas emissions rules in the US and Canada. In fact, PC-11 will have two sub-categories: one validating the performance of

conventional 15W-40 and heavier oils, and another category for lighter-weight products.

While it's now widely accepted that low-viscosity oils provide fuel savings of about 1.6% (for a 10W-30 oil, compared to a 15W-40), concerns remain about the lighter-weight oil's ability to provide protection equal to that of a conventional 15W-40.

Those concerns seem to have been mostly put to rest, based on extensive testing conducted by Shell.

"The concern in the industry is there will be more valve train wear, more wear in the piston ring liner area and more bearing wear," Shell's Keith Selby said at a global press event on heavy-duty engine lubricants, held at the company's sprawling Technical Center in Hamburg, Germany. "The industry is currently working to enable the use of low-viscosity oils and maintain current levels of engine durability. The good news is, the data shows future engine oils can match current wear protection with conventional engine oil grades."

Arcy pointed out tests conducted by Shell showed that after 829,000 miles using Shell Rotella T5 10W-30, rocker arms, oil pans and cylinder liners were as clean and in as good of condition as those in similar trucks running 15W-40 oil. The lighter-weight oil also demonstrated excellent iron wear protection, strong TBN retention and acid neutralization capabilities, Arcy said.

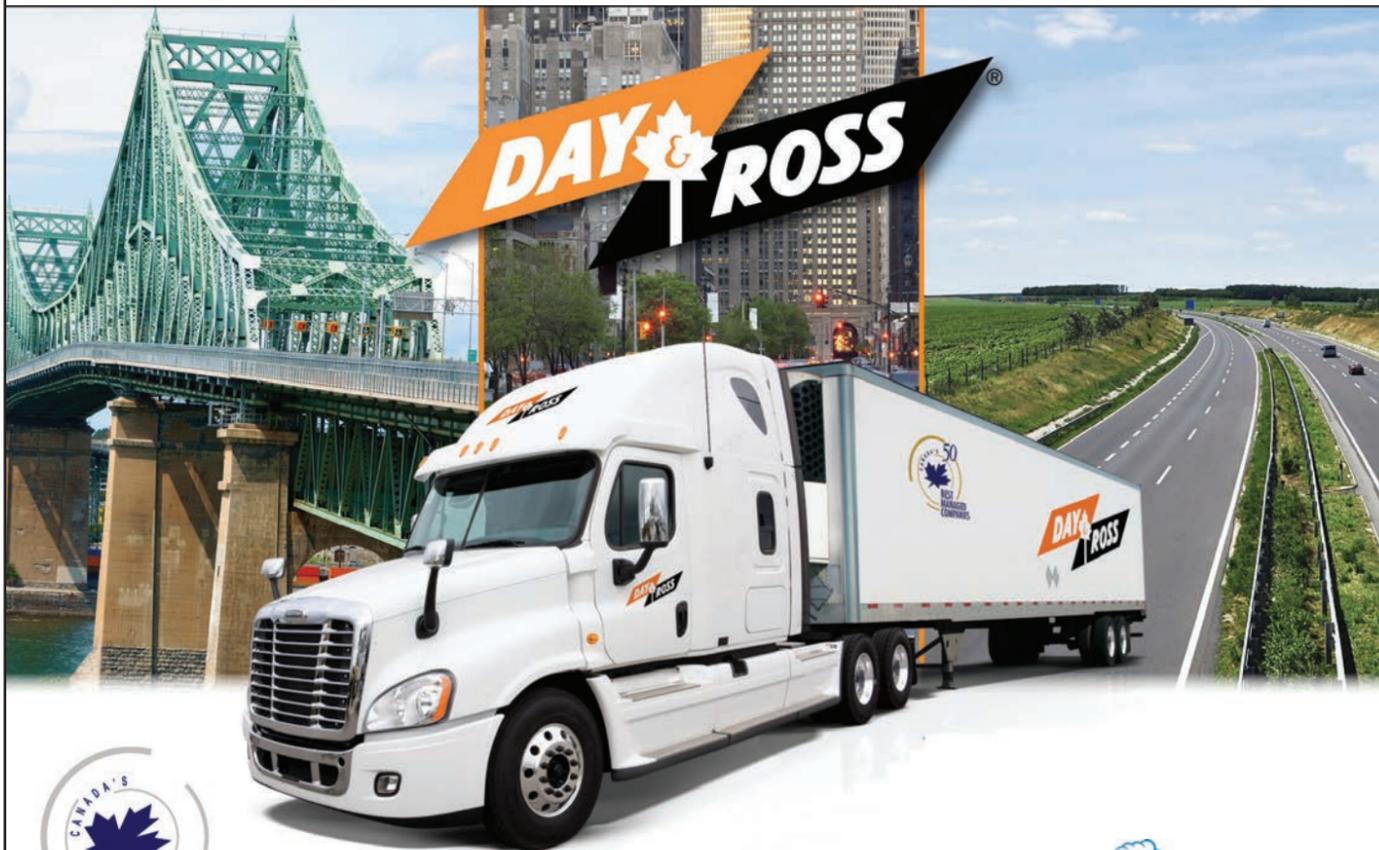
"10W-30 oils can provide the wear protection you need, even in extended drain conditions," he said.

As the PC-11 category is further developed, one term you'll want to add to your trucking vocabulary is: High Temperature High Shear (HTHS). This has become an industry-accepted method of measuring viscosity and is expressed in centipoise (cP). Industry wanted a more precise way to define viscosity, since not all 40-weights are created equal. Rotella global brand manager Chris Guerrero compared engine oils to a high school football team, where all the players may be in the same grade, but some players are much bulkier than others. Likewise, some thick 40-weights are over-engineered while others more closely resemble a 30-weight. Adopting HTHS allows the industry to better understand the true specifications of a low-viscosity engine oil.

To give an example, a current 15W-40 oil typically weighs in at about 4.2 cP. "That's towards the upper end of a 40-grade, where most 15W-40s are blended," Arcy explained. Thirty-weight CJ-4 oils are typically around 3.5 cP.

"The current proposal is for a range of 2.9 cP to 3.3 cP and it may even go lower than that," Arcy said. This is good news for fleets looking to save fuel. Arcy said Shell has found that moving from a 4.2 cP oil to a 3.5 cP product has demonstrated in on-highway field trials, fuel savings of 1.6%. Moving from 3.5 cP to 2.9 cP will bring further fuel savings. Fleet managers and owner/operators, however, will have to be savvy buyers, as this number won't likely be prominently displayed on packaging. It will behoove

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the buyer to seek out the HTHS rating, which will be included on data sheets. The fly in the ointment of this improved fuel economy could be backwards compatibility, which Arcy said may not be possible with oils that boast the lower cP measurements.

“They may not be able to be used in older equipment, and that could be a challenge for some of our customers,” he acknowledged. “They have equipment that spans multiple years, so there are going to be some challenges.”

The engine OEMs will determine whether or not they trust ultra low-viscosity oils in their older engines.

Even so, fleets may want to transition to the lighter-weight engine oils as soon as they’re able. Testing Shell has conducted in controlled environments and on the highway, makes a compelling case for low-vis oils. Arcy said Shell has gone to great lengths to ensure its test results reflect real-world conditions.

“You can structure a test to make your fuel economy look extremely good, but it may not be relevant,” he said of some testing methods employed today.

In one test conducted by Shell, five Class 7 straight trucks were run in a closed track environment. Trucks running 15W-40 were compared to those using Rotella T5 10W-30 oil. More than 400 sample points were taken, with the lighter-weight oil coming out on top to the tune of 1.6% in improved fuel economy.

Another test of Class 7 trucks in real-world conditions making local deliveries in Houston, Texas found the trucks achieved 3.3% greater fuel economy when running 10W-30 oil, compared to 15W-40. (All 10 trucks in this study alternated between 15W-40 and 10W-30 oils, to achieve credible results). And a test Schneider National conducted using on-highway Class 8 tractors yielded a 1.57% improvement in real-world driving conditions when running 10W-30 oil. This test was conducted using the highly respected SAE J1321 testing protocol. With the PC-11 category on the horizon, the opportunity exists to provide even greater fuel savings, Arcy said. Shell started testing the new category even before it was completed, developing an experimental 10W-30 oil with an HTHS of 3.0 cP (compared to the currently available 10W-30, which has an HTHS of 3.5 cP).

The initial tests of the experimental PC-11 oil revealed no compromise in protection. But perhaps even more promising were the fuel economy results. Five trucks were placed into team operations with a US fleet and four of the five showed fuel economy improvements when running the experimental PC-11 10W-30 oil, Arcy said. The best result was an improvement from 6.52 mpg using the currently available 10W-30, to 6.97 mpg running the PC-11 spec’ oil.

However, Arcy admitted the test was set up to evaluate durability, not fuel economy, and therefore he’s reticent to make any promises based on those early findings. Still, “When you look at this data, there’s definitely a fuel economy benefit there,” Arcy said. □

## Hino launches expanded protection plan on 2014 vehicles

**MISSISSAUGA, Ont.** – Hino Motors Canada has announced the introduction of a new protection plan, available on 2014 model year vehicles at no additional charge.

The Hino Premium Protection plan is available on all 2014 model year trucks contracted for retail sale prior to March 31, 2014. It’s also available retroactively on 2014 model year trucks sold prior to the plan’s launch.

The new plan includes: one year of free scheduled maintenance, up to 50,000 kms; complimentary oil changes and lube services for years two and three, up to 150,000 kms; three years of HinoWatch Roadside Assistance; and a five-year limited engine warranty (including transmission for cabover engine models).

“Hino Canada is committed to delivering the finest customer value by offering industry-leading prod-

ucts, services and programs,” said Eric Smith, vice-president of sales with Hino Motors Canada. “Hino Premium Protection not only en-

hances value but it also protects the customer’s investment through the most comprehensive vehicle protection plan in the business.” □

## SmartTruck launches program for O/Os

**DALLAS, Texas** – SmartTruck has launched a Road Team for aerodynamics-minded owner/operators who use the company’s UnderTray systems.

The program was developed to deliver educational information on the benefits of improved aerodynamics to the trucking industry, SmartTruck announced. Members will receive a gift pack, aerodynamic educational material, referral incentives, and special access at public parties, such as the Parking Lot Party the company threw at the recent Great American Trucking Show.

“Owner/operators are the lifeblood of the trucking industry, and they recognize value and ROI when they see it,” said Mitch Greenberg, chief commercial officer of SmartTruck. “However, aerodynamics can be a complicated topic. Through the SmartTruck Road Team, we’re providing owner/operators with information on the benefits of aerodynamic upgrades and how to increase their fuel efficiency with the best technology choices.”

To find out more, call the SmartTruck owner/operator hotline at 866-986-8623. You can also visit [www.SmartTruckSystems.com](http://www.SmartTruckSystems.com). □

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# No 'magic bullet' solution to global energy challenge: Shell

By James Menzies

**HAMBURG, Germany** – By 2050, there will be two billion vehicles in the world – 1.2 billion more than today – doubling energy demand from 2000 levels, and most of them will still be powered by conventional liquid fuels. Meanwhile, every single litre of diesel that's burned results in 2.6 kgs of CO<sub>2</sub> being released into the atmosphere.

Richard Tucker, general manager, technology, commercial fuels and lubricants with Shell, said during a global technology event here that there is no single solution that will wean the world off traditional fuels. Tucker said that to avoid serious climate change, emissions must be reduced in half from 2000 levels by 2050, all while accommodating some 1.2 billion additional vehicles. There will be nine billion people on the earth by then, and 75% of them will live in cities.

By 2050, Tucker said, two-thirds of vehicles will still use "current engine technologies and conventional liquid fuels."

"There are no magic answers, no single solutions to these challenges," Tucker said.

Shell has been developing alternative fuels and lubricants to work with such fuels around the world, but the effectiveness of these fuels is largely dependent on the region. For example, Shell is investing significant resources towards building a liquefied natural gas corridor in Alberta, whereas bio-fuels are a more effective alternative fuel in Brazil.

Shell is looking to address the global energy challenge through its Smarter Mobility strategy. It's based on three pillars: smarter product; smarter infrastructure; and smarter use.

The company has established a Discovery Hub; a team of people looking for radical lubricant solutions that can be developed five years down the road. For example, Shell already is looking at ultra-low-viscosity engine oils, such as 0W-20 formulations, even though current engine designs won't support such a thin oil.

"Today's spec's won't allow it, but we know we can make it work," Tucker said, noting further collaboration is required with vehicle manufacturers so that future engines can accommodate fuel-saving lower viscosity engine oils.

"We're trying to not just follow the specifications, but to take a more radical approach," said Tucker. "What can we do to change the game in the world of lubrication? We are putting a lot of effort into working with the vehicle manufacturers and the engine manufacturers to understand what the requirements of their engines are now, and also in the future. We're trying to work with them collaboratively to see how we can optimize the system (engine and lubricant) as one piece."

Shell's Frank Machatschek gave some examples of how Shell is working with truck and engine OEMs more closely than ever before to develop product and solve problems in the field. In one such example, a Daimler customer in a Peruvian

mining application was experiencing turbo failures due to oil contamination. Shell worked with the customer and Daimler to recommend a more effective lubricant for that specific application, and completely

eliminated the customer's turbo-related problems, while also doubling their drain intervals.

"Our ambition is to be the technical partner of choice for truck manufacturers," Machatschek said, noting Shell spends more than \$1 billion each year in research and de-

velopment, which he claimed is unmatched in the oil industry. Some of that R&D spending has resulted in the creation of new or improved fuels for heavy truck transport. Shell FuelSave diesel, not

yet offered in North America, can save customers up to 3% of their fuel costs over the lifetime of the vehicle, Tucker said. It also reduces corrosion and foaming, while lowering CO<sub>2</sub> and smoke output.

The company also produces GTL (gas to liquid) fuel in the Nether-

lands and Germany. Tucker said the fuel is easier to store, transport and use than other gas-based fuels. It's a cleaner-burning fuel than today's diesel, reduces engine noise and is easy to implement in existing infrastructure. There are still some challenges with GTL which must first be worked out before the fuel is rolled out commercially in other parts of the world, Tucker admitted.

Shell will continue to develop alternative fuels with an eye towards reducing emissions, by identifying the best fuel for each region, he added.

"There is no single alternative to oil-based road transport," Tucker said. "All fuel options will be needed. We don't believe there is any single solution; there's no silver bullet that's going to solve the energy challenges we have." □

**'We don't believe there is any single solution; there's no silver bullet that's going to solve the energy challenges we have,'**

Richard Tucker, Shell

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## More than just remanufacturing happening at Detroit Reman's Hibbing operations

By James Menzies

**HIBBING, Minn.** – The small northeastern Minnesota town of Hibbing has produced some notable stars, including rocker Bob Dylan and the MLB home run king of the pre-steroid era, Roger Maris. It's also home to Greyhound Bus Lines.

In August, another Hibbing business was making some waves, with the announcement Detroit Reman is moving into a new facility and expanding its operations there. DMR Electronics was initially a small, privately held organization run out of a two-car garage. It was acquired by Daimler in 2007 and has grown significantly since then.

It now does electronics remanufacturing under the Detroit Reman brand, for a wide variety of Daimler and non-Daimler companies.

But to call Detroit Reman's Hibbing, Minn. operations a simple reman plant is to do it a disservice. It's actually much more than that. During a plant tour in August, this visitor concluded it's actually an extension of Daimler's global engineering operations.

A remarkable amount of engineering and development is conducted here. They aren't simply rebuilding circuit boards and other electronics; workers here actively seek out design improvements and then share them with the parent company, which then benefits from reduced warranty costs and the development of more reliable products.

One example of this is EGR valves, which were initially problematic for all the heavy-duty engine manufacturers. During the remanufacturing process, workers at the Hibbing plant identified the root cause of many of the parts' problems and then designed a solution. In this case, failure was resulting from intermittent openings of the EGR valve, which were caused by excessive vibration.

The folks in Hibbing developed a new soldering method for improved contact between metals and then encapsulated the inside of the EGR actuator with a potting material to reduce vibration. The fix was thoroughly tested and then shared with the parent company, which implemented the design change into the production of new EGR valves around the world. Today, a Mercedes truck in Germany – and a Freightliner, here at home – is more reliable and achieves better uptime because of a solution worked out by the small Detroit Reman plant in Hibbing, Minnesota.

Another example of how this acquisition is paying off for Daimler involves variable pressure output devices (VPODs). Once again, imperfections uncovered during the remanufacturing process resulted in an improved design that saw warranty costs related to the device decrease 85% since 2010 when the fix was implemented.

Suddenly, the acquisition of little DMR Electronics in out-of-the-way Hibbing, Minn. is looking like a brilliant strategic move on Daimler's part. And the company has rewarded the operations here, expanding it to more than twice the size of when it was acquired. It now employs more than 100 people and is equipped with the latest tools and technolo-

gies. With the move to a brand new state-of-the-art facility near the region's airport, Detroit Reman will add another 30-50% to its staff size upon completion of a further 30,000 sq.-ft. expansion.

That feel-good announcement was made in August in front of current staff, local media and area dignitaries, as well as the trucking press. The move is expected to be completed by early 2015. It could also see more remanufacturing brought in-house as the company's Hibbing reman plant expands its capabilities with the strong financial backing of Daimler.

"Detroit Reman is more than a remanufacturer of heavy iron," said Stefan Kurschner, then president of Detroit Reman. "Through the growth and evolution of the Hibbing plant over the past six years and because of the creativity and passion of its employees, Detroit Reman

has become an expert in the manufacture and remanufacture of high-quality electronics products."

David Rhode, plant operations manager in Hibbing, added, "Today represents the next chapter in Detroit Reman's long-term commitment to our employees and the region."

Meanwhile, some personnel changes are afoot within the organization. Having helped orchestrate the impending move into a new facility, Kurschner has since moved on to a new role as president and CEO of Daimler Vehiculos Comerciales Mexico, effective Sept. 1.

Taking his place as head of Detroit Reman is Sanjiv Khurana.

Currently, the Detroit Reman in Hibbing produce new and remanufactured: engine controllers; transmission controllers; vehicle controllers; turbo actuators; EGR actuators; variable pressure output devices; in-



**EXPANDING:** Officials celebrate the groundbreaking at Detroit Reman's new plant near Hibbing, Minn.

take throttle controllers; instrument clusters; and audio amplifiers.

It also offers contract manufacturing services for custom wiring harnesses, circuit board assemblies, UL-certifiable control panels, test systems, and relay boxes. The Hibbing facility is one of six Detroit Reman plants located in the US and Mexico. □



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# Navistar to offer Cummins ISB engine in International DuraStar

By James Menzies

**LISLE, Ill.** – Navistar International announced recently that it will offer the Cummins ISB mid-range engine in its DuraStar medium-duty trucks.

The ISB will represent the first mid-range engines to use selective catalytic reduction (SCR) within the Navistar product line. The company will continue offering its own proprietary engines with exhaust gas recirculation (EGR), and has “an adequate number of credits” to do so well into next year, said Bill Kozek, president, North America Truck and Parts with Navistar. This move buys the company more time to adapt SCR to its mid-range MaxxForce engines.

Adding the ISB engine is “an important part of our SCR product strategy,” Kozek said during a recent media briefing. Initially, the

ISB 6.7L engine will be offered only in the International DuraStar, as well as the company’s school buses. Orders can be placed for trucks with the ISB immediately, with production slated to begin later this month and ramp up to full volumes by December.

“We’re making this move for three key reasons,” Kozek said. “First, it allows us to get into the market today with medium-duty SCR vehicles. Second, like the ISX, the ISB is a proven, accepted medium-duty engine with more than 10 million units built to date. And third, we have a proven track record with the ISB. We’ve been building the same configuration with SCR on our Ford Blue Diamond (joint venture in Mexico) since 2010.”

Asked if the adoption of mid-range Cummins engine would re-

sult in Navistar dropping its own proprietary engine product, Kozek said, “We’re not exiting the engine business.”

By offering both SCR and EGR medium-duty truck engines, Kozek said customers will enjoy greater choice, which should result in improved medium-duty truck sales.

Meanwhile, Kozek also said customers are responding well to the SCR Cummins engines offered in International’s Class 8 truck line. He said Navistar to date has secured orders for more than 10,000 International trucks powered by the ISX15 with SCR. Combined with more than 4,500 orders for Class 8 trucks powered by Navistar’s own 13L engine, Kozek said the company is showing signs of a resurgence.

“Our Class 8 order share is coming back,” he said, noting its or-

der share for the current quarter is 20.4%, a significant jump from its retail market share over the same period of 14%.

“We’re encouraged by this type of response,” he said.

As for its other medium-duty trucks, Kozek said there’ll be an announcement pertaining to the WorkStar at a later date, and said the ISB isn’t compatible with the Class 4/5 TerraStar. □

## Navistar posts Q3 loss; says order share is improving

**LISLE, Ill.** – Navistar International’s losses continue to mount, though the company says its order board is strengthening and the addition of the Cummins ISB mid-range engine sets its medium-duty business up for a turnaround. The company reported a Q3 net loss of US\$247 million, compared to an \$84 million profit for the same period in 2012.

Navistar attributed the y-o-y decline to lower volumes in its North America truck business, resulting from its transition to SCR-based products, coupled with weaker economic conditions. Its Q3 revenue was US\$2.9 billion, down 12% from the third quarter of 2012. Industry-wide demand was down 9% for the quarter, the company noted. The company reported it finished the quarter with US\$1.09 billion in cash and marketable securities.

“We were pleased with our strong cash performance in the quarter. We also continued to make solid progress on key elements of our Drive to Deliver turnaround plan, especially the on-time launches of our new Class 8 product offerings, which drove Navistar’s order share up to more than 20% in the quarter, compared to 12% in the second quarter. We’re encouraged by the growing customer acceptance of our new products,” said Troy A. Clarke, Navistar’s president and chief executive officer. “At the same time, we clearly need to accelerate progress with our financial results, and we are already implementing additional cost reduction and business improvement actions to counter our near-term volume challenges. This includes resizing our company to match our current business environment.”

Navistar says it has begun implementing new cost-reduction initiatives, including an “enterprise-wide reduction in force,” which will affect 500 salaried employees and long-term contractors. The job reductions are expected to generate \$50-\$60 million in annual savings, beginning in 2014.

“These actions are always difficult, but we are committed to making tough choices to return Navistar to profitability,” Clarke said. □

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OEM/DEALER NEWS

## 'Business as usual' in Canada, following Qualcomm sale of Omnitracs

**SAN DIEGO, Calif.** – It's business as usual for Shaw Tracking customers, following the sale by Qualcomm of its Omnitracs subsidiary. That's the message from Mike Ham, vice-president of Shaw Tracking, which is the Canadian reseller of Omnitracs tracking systems.

"This is a very exciting time in the world of fleet management and telematics and Shaw Tracking looks forward to the new ownership of the Omnitracs suite of products," Ham said in a letter to customers. "Shaw Tracking and Omnitracs are fully committed to continuing to support and grow our products and services to our customers. It's business as usual and we will continue to keep you informed with the latest news and information."

Qualcomm last month sold Omnitracs to Vista Equity Partners, a US-based private equity firm, for US\$800 million.

"In the late 1980s, Qualcomm pioneered the use of commercial vehicle telematics with the introduction of the first mobile information system for transportation and logistics. As one of Qualcomm's earliest businesses, Omnitracs has maintained a leadership position within the industry for 25 years. Today, the opportunity for fleet management and telematics is evolving rapidly, and we believe Omnitracs is well positioned to continue its leadership position as a stand-alone entity," said Derek Aberle, executive vice-president and group president, Qualcomm. □

## Freightliner honours top sales reps

**FORT MILL, S.C.** – Eight Canadian Freightliner sales reps were among the best in North America, the company revealed in announcing the winners of its annual Leland James Sales Achievement program. The program, founded in 2003, is named after Freightliner founder Leland James. It recognizes and rewards "outstanding sales results from dealerships in the US and Canada," according to Freightliner.

Criteria include: sales results; total number of customers; type of trucks sold; and training certifications.

"Our Leland James Elite program recognizes sales professionals who sell to a variety of customers into many market segments," said David Hames, general manager, marketing and strategy for Freightliner

Trucks. "The winners are true professionals and exemplify superior salesmanship. We are honoured to award them Leland James Elite status."

Canadians winning Silver Elite recognition include: Blake Macpherson, Team Truck Centres, Maidstone, Ont.; and Rohit Madan, Harper Truck Centres, Mississauga, Ont.

Elite winners included: Robert Bedard, Camions Freightliner, Trois-Rivieres, Que.; Jeff Kealey, Francis Canada Truck Centre, Ottawa, Ont.; Blaine Nicholls and Steve Petch, both of Metro Freightliner Hamilton in Stoney Creek, Ont.; and Skaria Thomas, New West Truck Centres, Calgary, Alta.

Also recognized as a sales manager winner was Michael Donnelly of Harper Truck Centres. □

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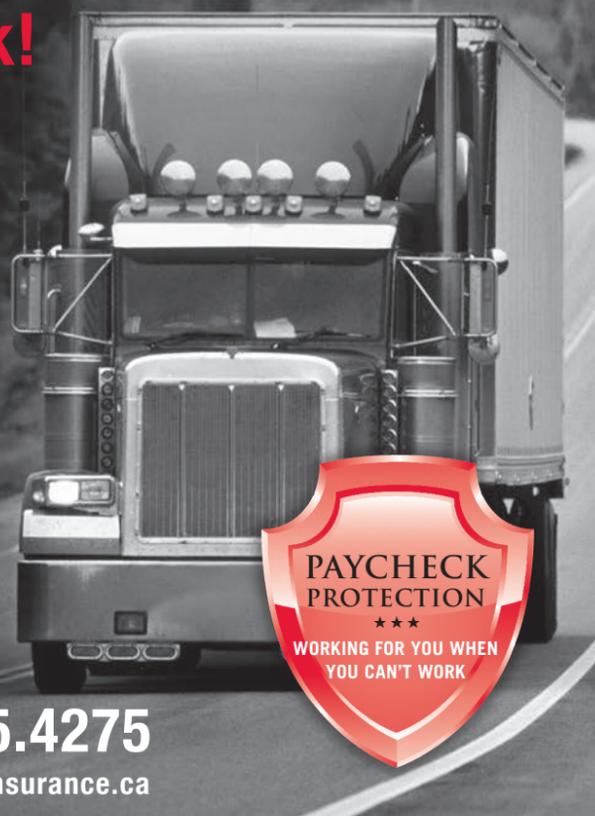
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## Tallman wins Idealease award

**KINGSTON, Ont.** – Tallman Truck Centres has won an IdealGold Award from Idealease.

The program, launched 15 years ago, recognizes Idealease locations that achieve the highest levels of performance in 12 key areas, including: professional leadership, customer service, marketing, facilities, dedicated service bays, employee training, and customer safety and compliance education.

"Attaining IdealGold status year after year is a reflection of the hard work and dedication of the entire Tallman Idealease team. Our customers appreciate your efforts and recognize this by continuing to do business with us. I would like to thank everyone for their efforts," said Fred Hildebrand, vice-president, Tallman Idealease. The Tallman Idealease team attended the Idealease Annual Meeting in Scottsdale, Arizona September 4-9, where they accepted the award. □

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**BACK ON TRACK:** Navistar says the ISX engine is winning back customers.

## Navistar reaches ISX milestone

LISLE, Ill. – Navistar announced last month it has now received more than 10,000 orders for International trucks with the Cummins ISX15 engine with selective catalytic reduction (SCR).

The milestone was reached seven months after reuniting the truck and engine.

“The International ProStar with ISX has a strong reputation within the industry and we are seeing increased interest for this configuration across our key segments,” says Bill Kozek, president, North American Truck and Parts, Navistar. “We brought Cummins ISX back for a reason – our customers demanded a capable and efficient 15-litre solution within our International ProStar chassis, and this milestone along with the number of repeat orders, is a testament to customer acceptance.”

The ISX15 is also offered in the International PayStar 5900 SBA and the 9900i.

Some of the orders have come from major fleets including Knight, Penske, Ryder and Swift, Navistar announced. It also pointed out its on-highway Class 8 order share reached its highest level in three years in July.

“Increasing acceptance from our large fleet customers who conduct

rigorous analysis prior to purchase is evidence of the value our vehicles deliver,” added Kozek. □

## Kenworth launches road tour for T880, T680

KIRKLAND, Wash. – Kenworth is taking its all-new T880 and T680 with 52-inch sleeper on a North America road tour, including six dates in Canada. The tour will visit 34 Kenworth dealerships in the US and Canada before the end of the year, the company announced.

“The brand new Kenworth T880 and Kenworth T680 52-inch sleeper configuration are the latest in Kenworth’s outstanding line of quality and innovative trucks,” said Alan Fennimore, Kenworth vocational marketing manager, who heads up the tour. “These two new models enhance Kenworth’s 90-year, well-deserved and strong reputation of providing industry-leading trucks to our customers.”

Included in the tour is an interactive, self-guided exhibit, housed in a 53-ft. tour trailer.

Canadian dates include: Sept. 20, Inland Kenworth, Langley, B.C.; Sept. 23, GreatWest Kenworth, Calgary, Alta.; Sept. 25, Edmonton Kenworth Northside, Edmonton, Alta.; Sept. 27, Custom Truck Sales, Saskatoon, Sask.; Oct. 15, Kenworth Toronto, Mississauga, Ont.; and Oct. 17, Kenworth Montreal, St. Laurent, Que. □



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## Detroit builds 500,000th steer axle

**REDFORD, Mich.** – Detroit Diesel Corp. announced that it has built its 500,000th Detroit steer axle at its Redford, Mich. plant. Detroit offers a full line of axles, including steer axles with weight ratings up to 20,000 lbs, and rear axles rated up to 23,000 lbs. It also produces tandem axles rated up to 46,000 lbs.

The axles are an important part of Detroit's integrated powertrain, which also includes Detroit engines and the DT12 automated manual transmission, the company announced.

"The Detroit powertrain provides the quality engineering, durability and performance enhancements that our customers expect," said Brad Williamson, manager, engine and component marketing for Daimler Trucks

North America. "We're proud of reaching this milestone, and we're even prouder to continue helping our customers achieve a lower total cost of ownership by producing the highest-quality axle every time." □

### Clarification

In last month's *Truck News*, we reported the Cummins ISX12 G could easily handle 88,000 lbs GVWR. The engine, however, is only rated at 80,000 lbs and there are no plans to increase the GVWR beyond that, says Hugh Donnell, North American OEM truck business and market segment leader with Cummins Westport. □

## Trailer Wizards adds 13-axle, 85-ton trailer to Edmonton rental fleet

**EDMONTON, Alta.** – Trailer Wizards has announced it's now offering a 13-axle trailer for rent or lease.

The trailer is based out of Trailer Wizards' Edmonton location, but can be delivered anywhere in North America, the company said. The trailer features an Aspen 85-ton tridem lowbed, a hydraulic removable neck, a six-foot deck extension, a tridem common air booster, and a tridem jeep. It can carry 85 tons on its 29-ft. deck.

"At Trailer Wizards, we really stand by having any type of trailer for any type of need," said Gary Myroniuk, vice-president of Trailer Wizards' Prairie region. "Since a 10-axle trailer usually only has a 65-ton capacity, we wanted to ensure we had the equipment for our customers in the construction industries or oilfields hauling pieces like bulldozers, rock trucks, cranes, generators, excavators, or whatever they need to get their jobs done and done safely. The more axles, the more weight the trailer can legally haul."

For more information on the 13-axle trailer, contact Myroniuk at 780-451-9015 or toll-free at 855-451-9015. □

## DTNA expands Elite Support dealer network

**PORTLAND, Ore.** – Daimler Trucks North America (DTNA) announced it has grown its network of Elite Support dealers.

The network commits to a heightened level of customer service and now stands at 113 North American locations, according to the company.

According to DTNA, features promised by Elite Support dealers include:

- **Express Assessment:** Within two hours of service write-up, a certified diagnostic technician will examine the truck and provide the customer with an assessment of the service and parts required on a single service issue;

- **Superb Customer Service:** Elite Support Certified dealers have clean and comfortable driver's lounges with free Wi-Fi and other amenities, along with friendly and professional staff that provide a superior customer service experience;

- **Exceptional Turnaround and Quality:** Elite Support Certified dealers use best practices and continuous improvement to ensure that drivers receive the fastest possible turnaround time. These practices include scheduling the most qualified technician to perform the work while doing an up-front parts availability check. To guarantee the repair is completed correctly, all vehicles receive a quality check before leaving the facility;

- **Consistent Communication:** Elite Support Certified dealers will contact drivers before the repair begins to provide time and cost estimates. After the repair begins, any change in repair status will be communicated as it occurs. Once the repair is complete, drivers will be notified immediately;

- **Robust Parts Availability:** Elite Support Certified dealers stock the most critical parts to minimize driver's downtime.

"Our customers are noticing the customer service difference and that makes us want to continue this process even more," said Pat Miller, who serves as the chief financial officer at Freightliner of St. Cloud, Minnesota. "We're proud to be Elite Support Certified and use all of the tools available from Elite Support to improve our quality and efficiency."

"The success of the Elite Support network has been phenomenal," added Jennifer Stevenson, director, distribution development at DTNA. "Our customers love working with a dealership that is focused on continuous improvement. This mindset, along with the consistent communication and exceptional customer service offered by Elite Support Certified dealers, is truly one-of-a-kind in this industry."

More information and dealer locations can be found at [www.EliteSupportDealer.com](http://www.EliteSupportDealer.com). □

## PeopleNet first to offer fuel consumption tracking for natural gas trucks

**MINNEAPOLIS, Minn.** – PeopleNet has announced it's the first and only telematics company to specifically support the natural gas trucking industry, with products available for both CNG and LNG trucks.

Its system can deliver engine reporting in diesel equivalent gallons, which allows for easy comparisons for multi-fuelled fleets.

"As more fleets experiment with natural gas vehicle adoption to lower the cost of a fleet's largest expense and reduce greenhouse emissions, they need the ability to compare fuel efficiency across a mixed-vehicle fleet," said Rick Ochsendorf, PeopleNet executive vice-president.

"Collecting and analyzing comparative fuel use is critical for efficiently determining the return on investment (ROI) of moving from diesel to natural gas. In addition, the comparative data PeopleNet provides allows fleets to compare a driver's MPG while in diesel vehicles with MPG in natural gas vehicles in order to preserve the integrity of driver incentive programs based on performance."

The PeopleNet system collects fuel consumed by LNG and CNG engines in pounds and automatically converts the usage to a DGE for accurate and efficient comparisons against diesel-fuelled vehicles, the company claims. □






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**NEW PRODUCTS**

## Rolling Strong develops new program for driver health and wellness

Rolling Strong has introduced a new wellness card for professional drivers, fleets and owner/operators, designed to help mobile workers achieve a healthy lifestyle.

“We understand the unique needs of the transportation industry and created our wellness program with new card technology that supports the mobile population,” shared Bob Perry, founder of Rolling Strong. “Our goal is to bring drivers the latest in health, wellness, and nutritional tools available to support their personal health on the road and at home. Our most important goal is to keep drivers safe and well on the road and get them home safely to their families.”

The new wellness card can be accessed at [www.rollingstrong.com](http://www.rollingstrong.com). The Driver Wellness Program is designed for drivers for where they work and live - on the road, the company says. The program was devel-

oped with the input of thousands of professional drivers.

Using the new silver card program, fleets can provide a complete menu of wellness services starting for less than US\$59/year, the company says. Services include: access to more than 1,100 truck-friendly pharmacies throughout the US; unlimited phone health and wellness coaching; driver fitness programs; a 10% discount on Rolling Strong branded nutritional products; \$1-off coupons at Pilot Flying J’s Subway locations when ordering healthy subs; unlimited access to health check stations at Kroger locations in the US; a grocery shopping list; and a driver’s handbook with nutritional content for meals at more than 3,000 restaurants.

A gold card membership includes a pedometer to track miles and calories and earn free rewards. □

## Western Star launches new Web site

FORT MILL, S.C. – ‘If you’re looking for excuses, you’re on the wrong site.’ That’s how visitors to the new Western Star Web site are greeted, upon visiting a revamped online home that’s packed with material for the brand’s owners and fans. The new [www.WesternStar.com](http://www.WesternStar.com) Web site is designed to be easier to navigate, with improved access to information, the company announced.

“We responded to feedback from our customers and fans with a Web site that provides the performance and ease of use they associate with our trucks, with the same rugged Western Star edge,” said Andy Johnson, brand manager, Western Star. “Whether making it easier to find the latest updates or designing the right-fit truck, we’re working hard to give our fans and customers exactly what they need to do the job.” □

## PeopleNet offering security key fob

MINNEAPOLIS, Minn. – PeopleNet has partnered with SafeKey, to provide what it says is the first system from an industry technology provider to offer asset protection and driver well-being monitoring.

The new offering is based on a key fob that includes a panic button a driver can press from up to 100 feet away from the tractor.

It notifies fleet management of a situation that could jeopardize the safety of a driver or vehicle.

“The SafeKey system provides our customers another safety-management tool for safeguarding both drivers and vehicles,” said PeopleNet senior vice-president Rick Ochsendorf. “The GPS-enabled key-fob ‘check’ module is like a portable insurance policy for supporting a driver’s personal safety, and minimizing vehicle and cargo theft. SafeKey also provides an optional impairment configuration to strengthen CSA compliance.”

Fleet management, upon receiving an alert, can then remotely disable the vehicle.

For more info, visit [www.safekeycorporation.com](http://www.safekeycorporation.com). □

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NEW PRODUCTS

# KRTS, CarriersEdge developing new online training program

CALEDONIA, Ont. – Kim Richardson Transportation Specialists (KRTS) and CarriersEdge have teamed up to develop a new online training program for entry-level drivers and carriers.

The program, dubbed the KRTS Online Training Highway, was introduced Sept. 1.

It will be offered in two models: the first for entry-level drivers, and the second will be geared towards individuals and companies seeking online certification.

“We’re no stranger to online

training when it comes to the transportation industry,” said KRTS president, Kim Richardson. “We were the first educational facility in our industry to offer online training. CarriersEdge was our partner then and we are excited for our customers and the industry to take our relationship to a new level. We believe we will offer the best solution and supply the best service and price in the industry.”

The program will include a full suite of courses and options. KRTS corporate customers will receive

discounts on the training, while other fleets and companies will be offered a limited time enrollment deal.

“Kim Richardson and his team were one of the first companies we did business with when we entered the transportation sector,” said Mark Murrell, president of CarriersEdge. “They have a long history of doing things the right way and they have an outstanding reputation for offering quality educational programs. We at CarriersEdge benefit from aligning with companies and organizations like KRTS.”

The two companies say the new program will provide one of the

largest growing libraries of online courses.

“When we were doing our research and development and considering getting into the online space, what we found is there are a number of organizations and companies who offer online training to their customers and membership, but training and education is not their core business. At KRTS training is what we do every day. We’re in tune with the pulse of education in transportation and our team has been doing it really well since 1989,” Richardson added.

For more info, call Kim or Matt Richardson at 800-771-8171. □



LARGER TANK: Western Star has introduced a new 4900XD water tanker.

## Western Star introduces new water truck

FORT MILL, S.C. – Western Star has partnered with Klein Products to develop a 6,500-gallon water tank truck for the 4900XD. The truck features a Klein K650 water tank, to provide a more efficient road dust control operation for construction, quarry and mining applications.

The Western Star 4900XD is equipped with Klein’s largest available water tank for Class 8 vehicles, reducing the need for refill trips.

“We’re proud to team up with another premium brand to provide our mining and construction customers a highly efficient truck to tackle the harshest dust condi-

tions,” said John Tomlinson, heavy vocational sales manager, Western Star. “Together with Klein, we’re committed to offering an affordable solution to reduce health and equipment hazards, and ultimately help our customers be more successful on the job site.”

The truck features a low center of gravity and is available with roll-over protection technology. Other features includes a custom-drilled 3.4-million RBM steel frame chassis, galvanized steel cab and aluminum fenders. It can be ordered with the Detroit DD15, DD16 or DDC 60 Tier III engine. □

## Bendix revamps friction material product line

ELYRIA, Ohio – Bendix has announced it’s now offering new aftermarket friction lines through three tiers of product offerings.

The new lines include an economy grade product as well as the industry’s first reduced stopping distance (RSD)-certified aftermarket friction, the company announced. Bendix is now offering: Bendix Basic Friction; Bendix Advanced Friction; and Bendix OE Friction. Basic Friction is offered at a lower price point, Bendix Advanced Friction is the first aftermarket friction material to comply with the new RSD requirements, and Bendix OE Friction is the highest performing friction offering, according to Bendix. The new line, including the lower-cost friction material, will launch by the end of the month.

“We believe it’s important for every vehicle to be equipped for safe operation, regardless of a fleet’s or operator’s budget, and now we have a product that will ensure safety and performance while being more affordably priced,” said Bendix Spicer Foundation Brake president Eddie Wilkinson. “Whatever a customer’s application or budget, Bendix has an aftermarket friction product to meet the need.”

“We listen carefully to our customers. They made it clear that while they value performance and maintaining RSD compliance, in some cases OE friction can be cost prohibitive,” Wilkinson added. “Two years after the implementation of RSD phase one, many people in the industry are now relining their RSD trucks. Bendix Advanced RSD is a good option for maintaining compliance at a lower cost.” □

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# ADVERTISERS' PRODUCT/SERVICE INDEX

**BUSINESS CONSULTANTS**

C.H. Robinson ..... 79  
 C.U.T.C. ....9  
 Brief & Associates Bankruptcy Trustee ..... 73  
 Stateside Transportation Consultants .42  
 Transport Financial Services..... 74

**CARD LOCK**

Davis Fuels..... 77

**CAREERS**

Truck News/Careers .. 44,45,46,47, ..... 48,49,50,51,52,53,54,55,56,57, ..... 58,59,60,61,62,63,64,65,66,67  
 Truck News/Driver Link ..... 77  
 Truck News/Truck Ops ..... 68

**CHILD FIND/MISSING KIDS..... 75**

**CLASSIFIED..... 68**

**CONSTRUCTION EQUIPMENT**

Wajax Equipment ..... Insert

**CROSSWORD**

Oct Crossword Puzzle .....9  
 Oct Crossword Solution ..... 73

**DIESEL EXHAUST FLUID**

H2Blu/Wakefield Canada..... 37

**ENGINES**

Caterpillar Inc.....2  
 Cummins Inc ..... 80

**EXHAUST**

Taxis Truck Exhaust .....72  
 The Truck Exhaust Place ..... 12

**FINANCING**

Accutrac Capital Solutions ..... 75  
 Maxium Financial Services ..... 39

**FREIGHT SERVICES**

C.H. Robinson ..... 79

**FUEL**

Davis Fuels.....77

**HEATERS**

Espar.....26  
 Snugger Heater Systems-Canada .. 34

**INSURANCE**

Burrowes Insurance Brokers..... 20  
 Innovative Insurance ..... 68  
 NAL Insurance ..... 39  
 National Truck League ..... 75  
 Saskatchewan Government Insurance ..... 19

**LEGAL SERVICES**

Brief & Associates Bankruptcy Trustee ..... 73

**LUBRICANTS**

Castrol/Wakefield Canada ..... 33  
 Chevron Global Lubricants .....4,25  
 Imperial Oil..... 71  
 Petro Canada .....8  
 Shell Canada Products Ltd. .... 13

**MATERIALS HANDLING**

Wajax Equipment ..... Insert

**MEDICAL SERVICES**

Ontario Drivers Medical..... 69

**RADIATORS**

Atlantis Radiator Truck Auto Service..71  
 Canadian Industrial & Truck Radiators.....9,73  
 King Radiator ..... 49  
 XL Radiators ..... 75

**REAL ESTATE**

Cross Docks Available For Lease .... 74

**SAFETY AND COMPLIANCE**

Stateside Transportation Consultants..... 42

**SEATS**

Bose/BoseRide..... 32

**SHOWS**

Surface Transportation ..... 40

**SUBSCRIPTION TO TRUCK NEWS.. 69**

**SUSPENSIONS**

SAF-Holland ..... 15

**TANKER SALES (NEW & USED)**

Dependable Tank ..... 11  
 Eastway Tank ..... 71  
 Tankmart International.....6

**TARP SYSTEMS**

Trison Tarps..... 74

**TIRES & TIRE SERVICE**

Benson Tire ..... 30  
 Bridgestone..... 35  
 Goodyear ..... 14  
 Michelin ..... 27,76  
 Ok Tire..... 78  
 Yokohama..... 24

**TRAILER LEASING & RENTAL**

Action Trailer Sales .....7  
 Glasvan Great Dane ..... 5,18  
 Trailers Canada ..... 29  
 Sheehan's Truck Centre ..... 23

**TRAILER PARTS & SERVICE**

Action Trailer Sales .....7  
 Glasvan Great Dane ..... 5,18  
 Kingpin Specialists ..... 70  
 Trailers Canada ..... 29  
 Trison Tarps..... 74

**TRAILER SALES (NEW)**

Action Trailer Sales .....7  
 Glasvan Great Dane ..... 5,18  
 Trailers Canada ..... 29

**TRAILER SALES (USED)**

Action Trailer Sales .....7  
 Glasvan Great Dane ..... 5,18  
 Trailers Canada ..... 29

**TRUCK PARTS & ACCESSORIES**

Drive Products ..... 36  
 Morgan's Diesel Truck Parts..... 10  
 Nu-Line Products ..... 16  
 Bose Corporation ..... 32  
 Sheehan's Truck Centre ..... 23  
 XL Radiators ..... 75

**TRUCK SALES (NEW)**

Mack Canada..... 17  
 Sheehan's Truck Centre ..... 23  
 Volvo ..... 21

**TRUCK SALES (SHUNTS, YARD TRACTORS)**

Capacity of Ontario..... 38  
 Glasvan Great Dane Autocar ..... 18

**TRUCK SALES (USED)**

Arrow Truck Sales ..... 42  
 Morgan's Diesel Truck Parts..... 10  
 Sheehan's Truck Centre ..... 23  
 Surgenor National Leasing ..... 43

**TRUCK SERVICE & REPAIR**

Benson Truck Service..... 30  
 Diesel Spec ..... 28  
 Drive Products ..... 36  
 Sheehan's Truck Centre ..... 23  
 Truckpro..... 22

# ALPHABETICAL LIST OF ADVERTISERS

Accutrac Capital Solutions ..... 75	Laidlaw Carriers (Bulk/Dumps/ Flatbeds) ..... 49,55
Action Trailer Sales ..... 7	Laidlaw Carriers ( Pneumatic/ Tanks) ..... 61
All Points Freight..... 45	Laidlaw Carriers (Vans) ..... 52
Anderson Haulage ..... 44	Liquid Capital Midwest..... 68
Arnold Bros. Transport..... 66	Mack Canada..... 17
Arrow Truck Sales ..... 42	Maxium Financial Services..... 39
Atlantis Radiator Truck Auto Service ..... 71	Michelin Tires ..... 27,76
Benson Truck & Trailer..... 30	Morgan's Diesel Truck Parts .... 10
Bison Transport ..... 45	NAL Insurance ..... 39
Bose Corporation ..... 32	National Truck League ..... 75
Bridgestone ..... 35	Nu-Line Products ..... 16
Brief & Associates ..... 73	OK Tire ..... 78
Burrowes Insurance Brokers..... 20	Ontario Drivers Medical..... 69
Canadian Industrial & Truck Radiators.....9,73	P&D Freightlines ..... 54
Capacity Of Ontario..... 38	Petro Canada ..... 8
<b>Career Opportunities .. 44,45, 46, ..... 47,48,49,50,51,52,53, ..... 54,55,56,57,58,59,60, ..... 61,62,63,64,65,66,67</b>	Precision Specialized..... 63
Castrol/Wakefield Canada..... 33	Q-Line Trucking ..... 57
Caterpillar ..... 2	Rideway Transport..... 44
Celadon Canada..... 50	Ryder Logistics & Transportation... 65
C.H. Robinson ..... 79	SAF-Holland ..... 15
Challenger Motor Freight ..... 47	Saskatchewan Government Insurance ..... 19
Chevron Global Lubricants .... 4,25	Scotlynn Commodities ..... 64
<b>Child Find-Missing Kids ..... 75</b>	Schneider National ..... 46
<b>Classified ..... 68</b>	Seaboard Transport Group ..... 58
Contract Express ..... 54	Sheehan's Truck Centres ..... 23
Cross Docks Available For Lease.. 74	Shell Canada ..... 13
<b>Crossword Puzzle &amp; Solution .. 9,73</b>	SLH Transport..... 55
Cummins Inc..... 80	Snowbirds Auto Connection..... 55
C.U.T.C. .... 9	Snugger Heaters ..... 34
David Benjatschek – Authorenticity ..... 74	Stateside Transportation Consultants ..... 42
Davis Fuels..... 77	Surface Transportation ..... 40
Day & Ross ..... 60	Surgenor National Leasing ..... 43
Dependable Tank ..... 11	T.D. Smith Transport ..... 44
Diesel Spec ..... 28	Tank Truck Transport..... 44
Drive Products ..... 36	Tankmart International..... 6
Eastway Tank ..... 71	Taxis Truck Exhaust ..... 72
Espar Heater Systems ..... 26	The Rosedale Group..... 67
Fleetway Transport..... 51	The Truck Exhaust Place ..... 12
Forbest-Hewlett Transport ..... 56	Trailers Canada ..... 29
Glasvan Great Dane ..... 5,18	Transport Financial Services..... 74
Goodyear Canada..... 14	Transport Training Centres ..... 44
GTI Roll Transportation Services .. 66	TransX Group Of Companies..... 59
H2Blu/Wakefield Canada..... 37	Trison Tarps..... 74
Holmes Freight Lines..... 44	<b>Truck News/Circulation ..... 69</b>
Imperial Oil..... 71	<b>Truck News/DriverLink ..... 77</b>
Innovative Insurance ..... 68	<b>Truck News/Truck Ops ..... 68</b>
Interline Carriers ..... 54	TruckPro..... 22
International Truckload Services .. 49	Villeneuve Tank Lines ..... 67
Keypoint Carriers ..... 51	Volvo Trucks ..... 21
Kindersley Transport ..... 55	Waylon Transport ..... 62
King Pin Specialists ..... 70	Woodcock Brothers..... 53
King Radiator ..... 49	X West Carriers ..... 67
Kriska Transportation ..... 48	XL Radiators ..... 75
	Yokohama Tire ..... 24
	Young Transportation ..... 67

1	A	I	2	R	D	3	I	S	4	C	B	5	R	A	6	K	E	7	S
	U	E		D		L		O		N									P
8	T	O	N	K	A		9	A	X	L	E	O	I	L					
	O		T		H		S			L		B		I					
10	C	H	A	M	O	I	S		11	I	N	S	E	T					
	A		L				8		N										
12	R	E	S	U	M	E		14	A	G	E	N	T	16	S				
						A		17	E					S		A			
18	R	O	19	T	O	R		20	D	R	21	I	V	E	I	N			
	A		U		M		I							R		D			
22	C	U	B	E	O	U	T		23	D	R	I	V	E					
	E		E		N		O							I		E			R
24	R	O	S	E		25	A	R	K	A	N	S	A	S					

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**NEW PRODUCTS**

## Tires & Wheels



be downloaded from Google's Play Store and from the Apple App Store. The app allows drivers to pre-load their tractor and trailer unit numbers into the system so they're able to expedite the service call, Goodyear announced.



## Components

TRP Parts has introduced a line of all-makes **HVAC replacement parts**, including condensers, compressors, heater cores, receiver dryers, blower motors and air compressor clutches. The company says the products are all engineered and tested to be efficient and to meet or exceed industry standards. For more info, visit [www.TRParts.com](http://www.TRParts.com).

Dometic Group has announced the availability of a **line of comfort-related products** for long-haul drivers. The Dometic Truck Comfort line of products includes: air conditioners; refrigerators; freezers; air purifiers; cleaning supplies; and batter and inverter boxes. For more information, visit [www.dometic.com/truck](http://www.dometic.com/truck).

BettsHD is now offering a new line of smooth **stainless steel fenders** for heavy-duty tractors and trailers. They're made from 16-gauge stainless steel for durability in harsh conditions, while adding a stylish look to the vehicle. They can be ordered in pairs or kits in single axle, half-tandem or full-tandem sizes. They can be ordered with a total installation kit, including mounting brackets, hardware and universal center brackets. For more, see [www.BettsHD.com](http://www.BettsHD.com).

Detroit Diesel has come out with a new **driver training video** for users of the Detroit DT12 automated manual transmission. The video is available at [www.DemandDetroit.com](http://www.DemandDetroit.com). It shows drivers how to effectively use the new DT12 transmission and how to take full advantage of its features. Detroit says the video is designed for drivers to watch before they drive a truck with the DT12 for the first time. It'll help them understand the functionality and features of the transmission. □

Michelin Retread Technologies launched a **new retread** that promises year-round drive axle traction and optimized features for difficult winter driving. The Michelin XDS 2 Pre-Mold offers a 10% improvement in tread life over its predecessor, the XDS Pre-Mold, Michelin claims. The new tire, at 25/32nd of depth, provides exceptional traction using deep sipes with zigzag groove walls, as well as V-shaped transverse shoulder grooves, according to Michelin. An engineered tread compound that delivers wear resistance in high scrub applications has improved the tire's tread life. The tire contains a wide contact patch for force distribution and a directional tread that reduces heel/toe wear.



Goodyear has developed a **new app for its FleetHQ program**, which allows drivers in the field to more efficiently solicit roadside assistance. The Goodyear RoadService App is available free of charge, for Android and iPhone platforms. It can



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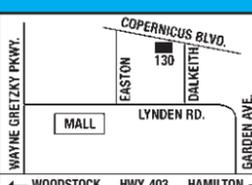


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**TIRES**

# Working with wide-base tires



**SHOP TALK:** Nobody disputes the fuel savings of wide-base tires, but there are maintenance implications to consider when implementing them.

**Continued from page 46**

punctures in the shoulder could be missed. Rotation speeds also need to be slowed, and buffing should not begin until pressures are running between 18 and 22 psi. Those who are too quick on the trigger will expose steel. And an expandable rim of 14.5 inches rather than 13-3/8 inches will be needed.

“Tread table rollers should be completely cleaned before each build series,” Steck added, noting how this will keep the tires from picking up contaminants from the rollers.

The impact of wide-base tire choices is not limited to tires, either.

The tires can be run in three different outsets, explained Al Cohn, director, new business development and product support at Pressure Systems International. A two-inch outset will have a 92-inch total width, 1.13” will have a 90.4” width, and 0” will have an 88.2” width. “There’s a big, big difference in the scenarios,” Cohn said. Those who simply swap standard dual wheels with a single wheel can alter the stresses in the bearing’s spindle and hub. The bigger the outset, the higher the loads on the outer bearing.

This can reduce bearing life and wear the spindle.

Parallel systems use a larger outer bearing to resist the increased stress, Cohn added. “The wider axles, together with the wide-base, zero-offset wheels, will avoid bearing issues.” And housings will need to be thick enough to counter the increased bending caused by outset wheels.

But each bearing supplier will set its own standards for bearing geometry and profiles. Timken says there will be little difference in bearing life between duals and wide-base tires, regardless of zero-inch or two-inch outsets. Meritor, meanwhile, reports excessive spindle wear with two-inch outsets. Dana has not seen any difference.

“There is a big, big factor in reducing bearing life when you mix cones and cups,” Cohn added, noting how Timken and Meritor have quantified this at 80%. “Never mix cups and cones.”

He also cautions against jumping for a cheap source of offshore bearings. The hardness of a trailer’s spindle ends, and the quality of steel in the bearing, will make a difference. There are plenty of hard decisions to be made. □



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# Mark Dalton: Owner/Operator

## The Blame Game

By Edo van Belkom

THE STORY SO FAR...  
Mark takes a load of steel rebar from Hamilton to Sudbury. It's very heavy and he takes it slow, and that encourages drivers to take risks getting by him. After one particularly close call, he's forced onto the shoulder.

Mark continues on, leaving Sudbury for Winnipeg. On curvy Hwy. 17, a minivan tries to make a dangerous pass in the oncoming lane. Mark tries to get out of the way but some quick turns of the wheel sent his trailer spinning, forcing his load to break free and spill into the ditch.

A crane comes to clean up the mess. The police arrive on the scene and Mark is given two tickets – one for careless driving, another for an unsecured load. When the clean-up crew is done, the leader hands Mark the bill for their service. Mark expected the steel company to pay, and they want him to pay, but who is to blame?

Mark stopped at the first truck stop he came upon so he could call up the steel company. He could have easily called while he drove and speak through his bluetooth connection, but he had a feeling he'd want to focus all of his attention on this phone call.

"Hello?"

"Hi, this is Mark Dalton calling."

"Mark who?"

He just shook his head. "The guy who lost his load."

"Ah, one moment please."

The line went silent a moment, then the shipper picked up the phone.

"Yeah, I've got your bill for the crane," Mark said.

"Our bill?"

"That's right. The crane operator gave it to me."

"That's your bill."

"You expect me to pay for this?"

"Yes I do. You're the driver. It was your load." Mark had a feeling the company would take that position, but he wasn't going to give up without a fight. "But your guys loaded the trailer. Your guys secured it."

"You did a circle check, right?"

"Of course."

"And everything was all right before you headed out, right?"

"It looked that way..."

"You inspected the load and you made the decision that everything was safe enough to take it on the road. That's why it's your bill."

"But..."

"Once the trailer leaves our yard, the

driver is responsible for the load. Even if that wasn't our position, everyone knows that it's the driver who's ultimately responsible for his load."

This time Mark paused and when he was sure he could proceed without getting cut off, he said, "Your guys loaded the truck and secured it with faulty equipment. Two of the straps were frayed right through."

"Okay. Did you make a note of that after your circle check?"

"No," Mark said, feeling the wind coming out of his sails. "The frayed bits were on top of the load. I didn't see them until after."

"Isn't that convenient?"

Mark expected a bit of a fight, but not this kind of antagonism.

"Why would I lie about something like that?"

"To avoid paying the bill for the clean-up."

"But you guys have to be at least partially to blame."

A long silence, then, "Sue us if you want. We're not paying for the crane." And with that the shipper hung up. Mark was speechless. He'd expected some resistance, but not this...this was bullying. He considered leaving the loaded trailer right there in the truck stop, but that would only make matters worse. If he didn't deliver, he'd never get paid for the load and they'd probably sue him for some sort of breach of contract. If he sued them, the process would take years and even if he won, it probably wouldn't cover the money he'd spend on lawyers fees, never mind the time off work to appear in court. He looked at the bill again. It was a big number, maybe big enough to make legal action worth his while. Maybe it was worth a try.

Mark hit the Internet via the truck stop's WiFi. At first his Google search for lawyers who dealt with trucking accidents was like hitting a jackpot. Dozens and dozens of law firms welcomed, even specialized in trucking accidents. And there were plenty of sub-headings on the law firm websites that dealt with "Common causes and liability," and "Defective truck equipment and improper load size."

"Now we're talking," Mark said.

But as he read further, his stomach began to turn. Sure there were all kinds of lists that asked "Who is responsible?" and the answers ranged from the truck's driver to the shipper or loader of the truck's cargo, but each of these sites – every last one of them – was designed to attract people who had been injured or otherwise involved in an accident with a truck.

These lawyers were out to sue every-

one from the driver to the shipper, from the company that made the truck's tires to the guy who last worked on the truck's brakes. Their job was to extract as much money as possible from the trucking industry on behalf of their clients. And judging by the number and variety of lawyers who did this kind of work, it had to be one hell of a profitable business.

Still, Mark thought it was worth giving one of these lawyers a call, just to see if they could help. He picked a lawyer whose office was nearby and gave him a call. After Mark explained what had happened, the man asked, "Was anyone hurt?"

"No."

"Oh, I see," the man said, doing nothing to hide his disappointment.

"I just want to sue the company for at least half the clean-up bill. That's only fair, right?"

"Uh-huh." The man didn't seem all that interested in the idea of fair. After a sigh, he said, "I'd be happy to take the case for you. I require \$5,000 up front as a retainer..."

Mark's jaw dropped. That was almost as much as the clean-up bill.

"And once that's used up I charge \$300 per hour."

At that rate, it wouldn't take long to owe this lawyer double or triple the cost of the clean-up. It was probably cheaper and easier just to pay the bill.

"I'll think about it," Mark said, hanging up the phone.

After Mark delivered his load of steel in Winnipeg, he got back onto the road and headed straight for Hamilton.

"Bud, this is Mark Dalton," he said, not allowing Bud to play any games with his name.

"What can I do for you?"

"I want you to get me another load of steel from that same mill."

"What? I didn't think you wanted to go back there." A laugh. "They probably wouldn't give you another load anyway."

"You think so?"

"Yeah, pretty sure."

"What if you give them another name? It's a busy place with plenty of shippers. They've got drivers coming and going all day long."

"And what name would you use?"

Mark's mind was a blank. "John Smith," he finally blurted.

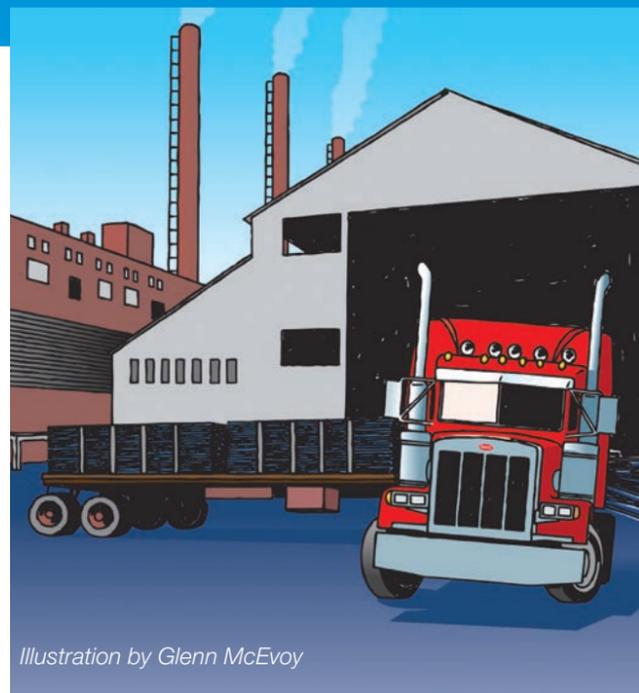


Illustration by Glenn McEvoy

"Oh, very original."

"Okay, how about John G. Smith?"

"Wow," Bud said. "I hardly recognize you anymore."

"Just do it for me, will ya?"

"Okay," Bud said. "It's not like I'll be sending any of my drivers there anymore anyway."

Two days later Mark was back at the mill wearing a ball cap and a pair of big, dark sunglasses. He was picking up a load from a different area of the plant and shipper was a younger man, probably in his early thirties. As his trailer was being loaded, Mark decided to strike up a conversation with the shipper. "Hey, I heard you guys had a spill up north."

"Yeah. Winnipeg run."

"Losing one of these load is expensive, eh?"

"Yeah, for the driver."

"Really," Mark said. "You guys weren't liable at all."

He shook his head. "Nah."

"Not even a little bit?"

He shook his head again. "Out of the yard, not our problem."

It sounded like a mantra shippers for the company chanted in their sleep. "That's good to know," Mark said. "Thanks."

A short time later, Mark did a thorough circle check, but instead of tightening the straps securing the load, he undid every single strap on the trailer. Then, when everything was good and loose, Mark put Mother Load in gear and began driving in circles inside the yard. Tighter and tighter until...SPRANGSHH! The entire load rolled off the trailer and spilled out across the yard.

Traffic in the yard grounded to a halt. People began appearing in windows and doorframes. Without a glance at any of them, Mark calmly got out of Mother Load, disconnected the fifth wheel and drove out of the yard. "Your yard," he said at the top of his voice. "Your problem." □



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PEOPLE

**Lucas Redpath**, sales manager, military and automotive, for the past two years with Cummins Eastern Canada, recently passed away suddenly. Redpath was also on the board of directors for the Allied Trades division of the Ontario Trucking Association and had spent seven years as technical support manager with the Cummins division office.

“His hard work, energy, enthusiasm and cheerful disposition will be sadly missed,” said Robert Verduren, regional vice-president Ontario for Cummins.

Wix Filters has named **Steve Ellis** its new Canadian business development manager. Ellis will manage an 11-person team of national sales reps, responsible for expanding Wix’s market position in all Canadian provinces and territories, the company announced.

“Steve is a valuable addition to the Wix sales team in Canada,” said Jeff Blocher, vice-president of sales for Wix Filters, a global manufacturer of filtration products. “He brings 35 years of sales and retail experience to the position, both at the customer level and in the automotive aftermarket industry, and will ensure Wix’s continued growth in the Canadian market.”

**Jason Farley** has been named parts manager for Trailer Wizards’ Quebec region. Farley will handle parts purchases, balancing parts inventory and launching retail parts sales in the Quebec City and Montreal Trailer Wizards locations, the company announced.

He started with Trailer Wizards in March 2010 as a mobile mechanic, and was promoted to mobile coordinator in 2012.

Volvo Trucks has named **Mike Randolph** its new vice-president for North American national accounts.

In his new role, Randolph will manage national accounts, developing total fleet solutions for LTL, truckload and private fleets, Volvo announced. Randolphs joined Volvo in 2010 and has served as director of national accounts and regional fleet manager for the Western US region. He has more than 20 years’ experience in the industry, Volvo says. Randolph succeeds Herb Broadmeadow, who will retire at the end of the year after 36 years with Volvo.

Tepper Holdings has announced **Sandro Caccaro** has joined Bruce R. Smith as its president and chief operating officer. Caccaro previously worked for Tepper Holdings as director of sales with Consolidated Fastrate. He’ll replace John Smith, who is now chairman of Bruce R. Smith, which specializes in van, reefer and heavy truckload services between Ontario and Quebec, and between Canada and the US.

In addition to working for Consolidated Fastrate, Caccaro has held various other senior positions in the Canadian trucking industry, including the role of v.p. and general manager with the Canadian arm of Schneider National, and most recently, as senior vice-president with Canada Cartage. □



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**Preferred Trailer Type (check all that apply):**  Flatbed  Heavy Hauling/Specialized  Moving Van  Tanker  Straight Truck  Super B  Reefer  Van  Other \_\_\_\_\_

**Trailer Type Experience (check all that apply):**  Flatbed  Heavy Hauling/Specialized  Moving Van  Tanker  Straight Truck  Super B  Reefer  Van  Other \_\_\_\_\_

**CURRENT DRIVERS LICENSE:** Do you have a Commercial License?  Yes  No

License# \_\_\_\_\_ Prov/State issued \_\_\_\_\_ Type \_\_\_\_\_ Exp Date \_\_\_\_\_  
 Total Truck Driving Experience \_\_\_\_\_ /yrs Has your license ever been suspended?  Yes  No  
 Last Employer \_\_\_\_\_  
 Name \_\_\_\_\_ Company City \_\_\_\_\_ Prov/State \_\_\_\_\_  
 Tel \_\_\_\_\_ Start/End Date \_\_\_\_\_  
 Job Description \_\_\_\_\_ Reason for Leaving \_\_\_\_\_

**CERTIFICATION / TRAINING:** Can you lift 50lbs?  Yes  No

Name of School \_\_\_\_\_  
 Name of Course Completed \_\_\_\_\_  
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TSQ

**JOYCEVILLE, Ont.** – Driver compensation packages make up the biggest slice of operating expenses for any trucking company. While most people in the industry would like to see all drivers paid better, carrier and fleet budgets are limited by fierce competition for freight, slim profit margins, austerity measures and other economic factors.

From a driver's perspective, the dollar-per-hour or mileage rate is important, but that's not the only variable worth considering. Drivers or owner/operators looking to sign on with a company are often influenced by the total benefits package. Something like a family dental plan can be extremely attractive to a prospective hire.

*Truck News'* on-road editor Harry Rudolfs squeezed in several interviews with people involved in the industry while making nightly switches at the Husky Truck Stop in Joyceville, Ont. This is the first time we've included a non-driver in the survey. Waitress and night cook Violet Scott, affectionately known as "Ma" to the regulars, shared her thoughts on whether drivers are fairly compensated over coffee.

Seventy-year-old **Lorne Myles** lives in Bancroft, Ont., and drives part-time for the Rosedale Group out of Ottawa. He's been retired five years but seems to get called back every year. Lorne is also a former driver-trainer will the company and on occasion, still takes job applicants for road tests.

"Overall, I don't think they are compensated enough. But some companies do better than others. I



**Truck Stop Question** *Are truck drivers fairly paid for the work they do?*

HARRY RUDOLFS



**Lorne Myles**

used to attend some OTA meetings where this question about how to retain drivers would come up a lot. My suggestion is that a company should put \$100 the first year into an RSP for the new driver (along with the driver's contributions), increase it to \$200 the next year, \$300 the next year, up until 10 years where the company puts in \$1,000 annually. If you do that for a driver, you've got them forever. Safety incentive programs are a good idea, too.

"I started in trucking in 1969, and we got paid relatively well in those days compared to other jobs. But over the years it seems we've gone backwards. At least at my company we get a raise every year, something at Christmas time, and a bonus for years of service. But I still think every driver, across the board, should get paid a little better."



**Violet Scott**

**Violet Scott** has worked as a waitress and cook at the Joyceville Husky for the last seven years. Violet has also tried her hand at driving big rigs, running a team with her husband, and has also instructed women truckers at St. Lawrence College.

"Drivers are compensated at different rates depending on the job they do. But some drivers, doing the same job, are paid better than others. Unionized drivers get paid for working on a statutory holiday, but some of these boys out here, those working for owner/operators, don't get paid for those days and that's not right.

"I think the union drivers are better off, getting paid for drops and waiting time, but the unions are getting phased out. That's not to say there aren't non-union jobs

that aren't well compensated. I have a friend who works for FedEx and she's doing real well."



**Sukhdeep Singh Bhullar**

**Sukhdeep Singh Bhullar**, lives in Brampton, Ont., and works as an owner/operator for Maritime-Ontario Freight Lines.

"I don't think drivers are paid as much as they should be, but in my opinion those drivers working for bigger more reputable companies are better off. As an independent operator I have no use for unions, but the bigger companies I've worked for, Maritime-Ontario and Yanke, are both awesome.

"I would say stay away from smaller companies where someone is working out of their own house. They might promise you lots of things and not be able to deliver. After working a year for one guy, he started deducting miles from my pay. I'd book for 1,000 miles and he'd only pay for 950. Other times I'd be sitting for two days waiting for a load and he'd give me \$100. I'd say look for a bigger company that pays fairly for mileage and waiting time." □



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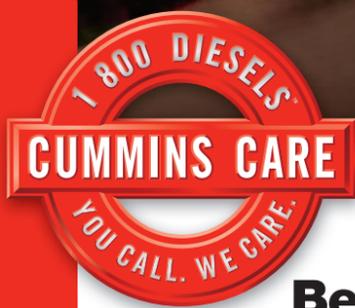


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