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Is it possible to eat healthy while on the road? It is, if your cab is set up properly to prepare healthy meals.

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Meet three truck-driving brothers who've amassed 10 million miles of safe driving over a combined 120 years.

Port strike ends

Government gets involved to bring end to costly strike at Port Metro Vancouver

VANCOUVER, B.C.

The month of March was a difficult one for B.C. truckers who, fed up with operations at Port Metro Vancouver, walked off the job in hopes to gain the attention of government officials.

The entire strike lasted a lengthy 28 days and gained national attention after it suspended activity at Canada's largest port - an action that left hundreds of millions of dollars worth of cargo grounded at Vancouver container terminals.

Starting in late February, members of the non-unionized United Truckers Association (UTA) parked their rigs and began protesting at Port Metro Vancouver because of excessively long wait times. The UTA also demanded to see pay-rate enforcement as a way to eliminate under-cutting of prices.

After seeing the UTA action, president of Unifor-Vancouver Container Truckers' Association (VCTA) Paul Johal, said,

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The US has introduced legislation that will require electronic logging devices for interstate drivers, including Canadians. Canada is expected to follow.

One step closer

A long-awaited regulation that will mandate the use of electronic on-board recorders edges closer in the US

By Carolyn Gruske

WASHINGTON, D.C.

Mandatory electronic logging of driver hours-of-service is one step closer to being a requirement in the US.

The US Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) has put forward a proposal mandating the use of electronic logging devices (ELDs) - or electronic on-board recorders (EOBRs) - for interstate commercial trucks and bus companies.

Technically the FMCSA issued a Supplement Notice of Proposed Rulemaking and submitted it to the Federal Register for publication. (This proposal supersedes an earlier 2011 Notice of Proposed Rulemaking). Before any agency can enact a new rule, the agency's plan must be published in the Federal Register in order to notify the public and give people an opportunity to submit comments. Comment periods typically range between 30 and 60 days, although some can run as long as 180 days.

According to the Department of Transportation, the Supplemental Notice includes provisions to:

- "Respect driver privacy by ensuring that ELD records continue to reside with the motor carriers and drivers. Electronic logs will continue to only be made available to FMCSA personnel or law enforcement during roadside inspections, compliance reviews and post-crash investigations."

- "Protect drivers from harassment through an explicit prohibition on harassment by a motor carrier owner towards a driver using information from an ELD. It will also establish a procedure for filing a harassment complaint and creates a maximum civil penalty of up to \$11,000 for a motor carrier that engages in harassment of a driver that leads to an hours-of-service violation or the driver operating a vehicle when they are so fatigued or ill it compromises safety. The proposal will also ensure that drivers continue to have access to their own records and require ELDs to include a mute func-

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Editorial Comment

JAMES MENZIES



Three trends noticed at Mid-America

The last few weeks have been a whirlwind of activity in the trucking industry. In March, I attended the Work Truck Show, Technology & Maintenance Council meetings and the Mid-America Trucking Show. The mood at each of these events was universally upbeat, with OEMs talking about increased demand for new equipment, the likes of which hasn't been seen since record-setting 2006.

When I attend truck shows, I'm always drawn to the equipment. While there were no new model introductions this year, I did notice several equipment-related trends we could be hearing more about in the future.

The 6x2s are coming...but when?: We've been hearing a lot over the past year about the advantages of 6x2 axle configurations, where power is supplied to only one drive axle, providing about 400 lbs of weight savings or fuel economy improvements of 2-3%. But in Canada, several provinces still do not allow the technology. I sat down with Joe ElBehairy, v.p., engineering and quality with Meritor for an exclu-

sive interview and he told me Meritor and other companies have been actively lobbying all the provinces to allow 6x2s. Ontario and Quebec, it turns out, have dug in their heels and provided the most resistance. The concern they have, it seems, is that in situations where the non-driven axle is liftable, that drivers could lift that axle while under load and potentially cause road damage. This is new news, by the way, from within the past couple weeks.

The dangers of downspeeding: The other trend we've been hearing a lot about is engine downspeeding - running at lower rpms with faster rear axle ratios to improve fuel economy. The idea is that for every 100 rpm slower the engine runs at 65 mph, fuel savings of 1.5% can be achieved. However, engine downspeeding also increases torque loads on the axles and driveshaft, meaning truck buyers should spec' axles and driveshafts designed to handle the extra torque.

Speaking at a press conference at Mid-America, Steve Slesinski, director of product planning at Dana, noted

that moving from a 3.55 to a 2.26 rear axle ratio increases the torque load on the driveshaft and axle by 57%. Even going from a 2.64 to a 2.26 ratio increases torque by 14%.

Meritor's Joe ElBehairy told me in our interview, fleets need to be mindful of this when spec'ing new vehicles. "In order to have acceptable level of start-ability, the engine torque and drivetrain torque increases," he said. "It's really critical to make sure that as (rear axle ratios) get faster, you're not overloading the rest of the system."

The shift towards automation: It's no secret that more fleets are buying trucks with automated transmissions, but for the first time at MATS I saw some hard numbers that attest to this trend. Eaton announced during its press conference that presently, 20% of the North American Class 8 truck build features automated transmissions. The



company expects that to expand to 30% within three to five years. Also announced at the show, in just one year of production, Daimler has taken orders for 17,000 of its DT12 automated manual transmissions. Yes, automation is here to stay. ●

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The view with Lou

LOU SMYRLIS



What does the future hold for natural gas?

How will natural gas shape the long-haul trucking industry of the future? The answer to that question is less clear following the recent Mid-America Trucking Show.

Natural gas has been riding a wave for the past two years as the leading alternative to diesel for several good reasons: It's a mature technology; the engine shares 80% of its componentry with its diesel counterpart; there's a proven return on investment on high-mileage applications; and vast shale formations in North America are keeping price well below that of diesel.

At the Green Truck Summit last month fuel experts were forecasting that natural gas trucks could soon comprise 10% of the Class 8 truck market. The only point of contention was just how long it would take to get there, with some suggesting it could

be as quickly as three years.

The waste and refuse sector has been the quickest to adopt natural gas vehicles in Canada.

There are now more than 300 such trucks in use compared to just a handful a few years ago. The highway tractor segment is the second fastest growing in the country with more than 200 highway tractors operating in four provinces.

But the head of Daimler's global truck and bus business poured some cold water on that optimistic thinking with his comments to business leaders gathered for the annual Heavy Duty Manufacturers Association breakfast at the Mid-America Trucking Show.

"My alternative fuel is diesel and we will continue to perfect that technology," Dr. Wolfgang Bernhard, head of the market share leader in North

America, told the HDMA, adding that the hype surrounding natural gas as a fuel alternative for trucking is gone and realism is setting in. (See story, pg. 67)

The day before Bernhard addressed the HDMA, Martin Daum, president and CEO of Daimler North America, said natural gas seems a more viable option for local delivery applications. Yet medium-duty truck operators may not run enough miles to deliver a sufficient return on the investment when one considers the initial cost of moving to a natural gas engine.

Is there then a future for natural gas in trucking?

Dr. Bernhard himself acknowledged that although "the buzz was bigger last year," natural gas is not going away. Canada's heavy-duty natural gas pioneers such as Groupe Robert and Ved-

der Transportation Group are continuing on despite the disappointing news about the lack of a 15L natural gas engine.

What may also determine how natural gas will shape the trucking industry is the commitment from Ottawa (and more importantly Washington) to continue to reduce greenhouse gas emissions.

Natural gas tractors on a well-to-wheel basis, compared to diesel powered trucks, generate 15-25% less emissions.

A natural gas highway tractor that operates 200,000 km per year will produce 65 tonnes less carbon with natural gas than it does with diesel.

A natural gas fleet could make it easier for carriers working with large environmentally conscious shippers to secure their business. And that too will colour the way carriers consider the natural gas option. ●

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CLASS 8 TRUCK SALES TRENDS

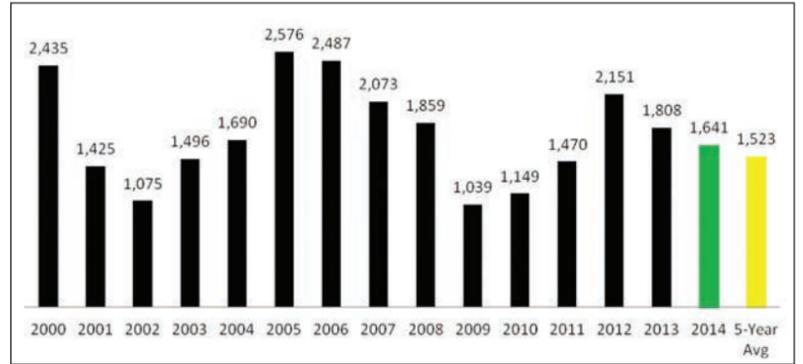
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Monthly Class 8 Sales – Feb 14

Class 8 truck sales started the year on a mildly positive note, surpassing last year's January totals, but February's numbers are disappointing. Not only does February represent the second consecutive month with sales below the 2,000 mark, after 10 straight months of being above it, but the month's total is short of last year's mark. Last year's market leaders Freightliner, Kenworth and International all suffered setbacks in February, falling behind last year's totals.

OEM	This Month	Last Year
Freightliner	347	458
International	159	250
Kenworth	316	360
Mack	146	120
Peterbilt	301	256
Volvo	231	219
Western Star	141	145
TOTALS	1641	1808

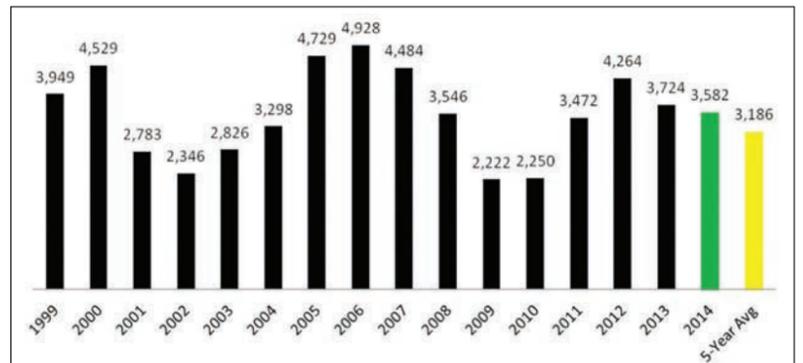
Historical Comparison – Feb 14 Sales



Class 8 Sales (YTD Feb 14) by Province and OEM

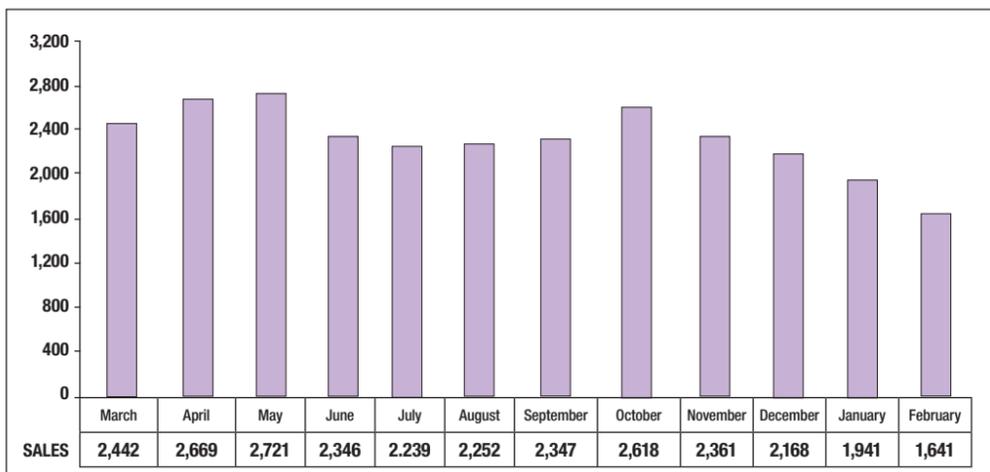
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	70	135	28	30	335	165	31	8	0	0	802
Kenworth	97	287	44	1	89	83	7	0	0	0	608
Mack	26	41	21	18	118	28	3	6	0	2	263
International	17	97	13	19	244	120	28	6	3	7	554
Peterbilt	87	185	48	18	109	79	22	3	0	0	551
Volvo	63	79	14	27	183	66	17	6	0	0	455
Western Star	64	171	14	6	42	38	4	9	0	1	349
TOTALS	424	995	182	119	1,120	579	112	38	3	10	3,582

Historical Comparison – YTD Feb 14



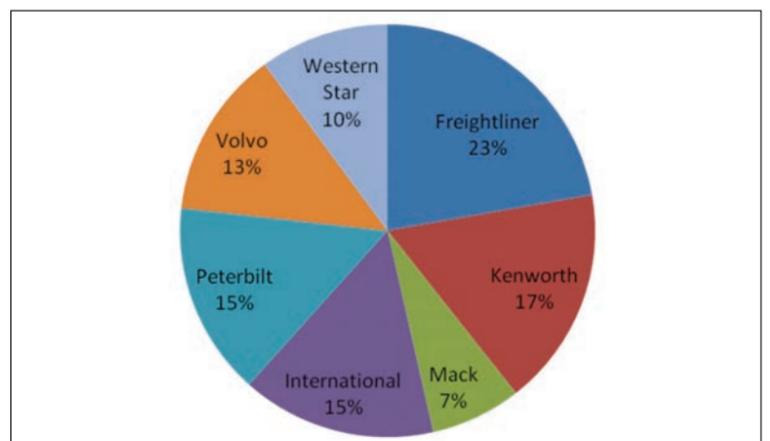
This was the eighth best February total since 1999. Monthly sales were about 400 units above the five-year average. There is optimism for an improvement in Class 8 truck sales in 2014 after 2013 proved a disappointing year but so far the Canadian market is not reflecting that optimism. The big question is whether Canada's many small fleets are ready to buy new again. Our research shows large and medium-sized carriers are in a buying mood but small carriers are not.

12-Month Sales Trends



After 10 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007, they dropped slightly below 2,000 in January and considerably further in February. Yet with the US economy regaining its stride and the value of the Canadian dollar dropping against the US dollar, economic forecasters anticipate exports will lead the Canadian economy in 2014. That may spark increased truck sales as trucking will be the main beneficiary of improved business volumes with the US.

Market Share Class 8 – Feb 14 YTD



Freightliner, last year's Canadian market leader, has started off with a bit of a drop in market share but remains strong enough to have a controlling lead. Kenworth finished 2013 in the number two spot for market share, enjoying the fact that its strong western network is able to tap into the stronger western economy. But the company has also faltered in January and February and currently sits with 17% market share, followed by International and Peterbilt, both at 15% of the market after two months.

Source: Canadian Motor Vehicle Manufacturers Association

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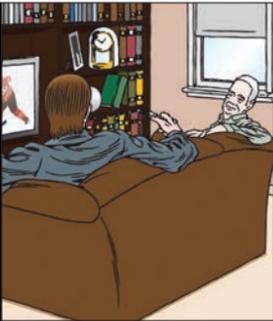
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2012 WABASH 52'6" x 102" REEFER

Carrier Vector 6500 unit with diesel/electric, 1768 hours,
2 rows "E" track, interior lights, flat aluminum floor, swing rear
doors, Hendrickson air ride suspension, aluminum wheels,
Maxon 4000lb tuck-away lift gate. Clean.



(6) 2008 UTILITY 36' x 102" REEFER VANS

Carrier reefer units with low hours, overhead rear doors,
2 rows recessed "E" track, interior lights, Hendrickson
air ride suspension, Maxon 5500lb rail gates.
Clean well maintained units.



2012 STRICK 35' DRY FREIGHT VAN

Logistic side posts on 16" C/L, 18" steel scuff liner,
Neway air ride suspension, new brake linings & drums,
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US to require electronic logging devices

Continued from page 1

tion to protect against disruptions during sleeper berth periods.”

• “Increase efficiency for law enforcement personnel and inspectors who review driver logbooks by making it more difficult for a driver to cheat when submitting their records of duty status and ensuring the electronic logs can be displayed and reviewed electronically, or printed, with potential violations flagged.”

US Transportation Secretary Anthony Foxx proclaimed both the political merits of the announcement as well as the business benefits.

“Today’s proposal will improve safety while helping businesses by cutting unnecessary paperwork – exactly the type of government streamlining President Obama called for in his State of the Union address,” he said. “By leveraging innovative technology with electronic logging devices, we have the opportunity to save lives and boost efficiency for both motor carriers and safety inspectors.”

FMCSA administrator Anne S. Ferro, spoke about how the devices will help get fatigued drivers off the road. FMCSA statistics show ELDs/EOBRs help reduce crashes by fatigued drivers, and prevent approximately 20 fatalities and 434 injuries per year.

“By implementing electronic logging

devices, we will advance our mission to increase safety and prevent fatigued drivers from getting behind the wheel,” said Ferro. In response to the announcement about the Supplemental Notice, American Trucking Associations executives issued statements welcoming the proposal.

“ATA supports FMCSA’s efforts to mandate these devices in commercial vehicles as a way to improve safety and compliance in the trucking industry and to level the playing field with thousands of fleets that have already voluntarily moved to this technology,” said ATA president and CEO Bill Graves.

“It is past time to replace pencil and paper with 21st Century technology,” said ATA chair Phil Byrd.

“We’re pleased that we’re now seeing a proposal from FMCSA,” said ATA executive vice-president Dave Osiecki. “After carefully considering stakeholder input on this proposal, we urge the agency to move quickly to craft a final rule that ensures deployment of tamper-proof equipment, while still ensuring the regulatory flexibility needed to accommodate the diversity of the trucking industry and the ELD vendor community.”

“We especially appreciate FMCSA proposing that paper print-outs of ELD data be an acceptable means of demonstrating hours of service compliance, but not requiring all ELDs to be printer-equipped,” he added. ●

Bendix rep says US likely to mandate more collision mitigation systems

By James Menzies

LOUISVILLE, KENTUCKY

The trucking industry can expect more regulations requiring the adoption of active safety systems, Fred Andersky, who handles government affairs for Bendix, announced at the Mid-America Trucking Show.

Andersky gave an update on the National Highway Traffic Safety Administration’s (NHTSA) long-awaited stability system mandate, which has once again been delayed – this time until October 2014. “We do expect a final rule to be published this year, however I think it will be more of a Christmas gift as opposed to a Halloween treat,” he said.

Andersky said Bendix expects the rule will call for the use of electronic stability control (ESC) systems, with implementation slated for 2017 model year trucks.

Even without a government mandate, Andersky said fleets continue to adopt stability systems on their own. He said Bendix ESP (electronic stability program) is now ordered on 18% of heavy-duty vehicles, up from 17% last year. Overall stability system penetration – including roll-only stability systems and other competitors’ offerings – has grown to cover 34% of new vehicles. “One third of air brake-equipped

Class 6-8 trucks came equipped with some kind of stability system,” Andersky noted, adding most of those systems were ESC. Bendix has 300,000 ESP systems on the road today.

Looking beyond stability, Andersky said he expects the feds to also mandate forward collision avoidance and mitigation technologies (F-CAM). Current generation systems, with stationary object alert, have the potential to reduce fatal crashes by 31%, injury crashes by 27% and properly damage crashes by 11%. Andersky said next-generation systems, which not only warn drivers of stationary objects in their path but also take steps to avoid hitting them, will be twice as effective at preventing crashes.

Andersky expects to see a final rule requiring the use of these systems published by 2017, with implementation in 2019 at the earliest. ●

FTR index shows tightest ever capacity

BLOOMINGTON, INDIANA

The latest Trucking Conditions Index compiled by FTR shows “unprecedented capacity constraints” which could help boost rates. The TCI reading of 7.54 for February should serve as a warning to shippers and good news to truckers, FTR reports.

When adjusted to account for weather, the reading would actually exceed 10, FTR says, reflecting the tightest capacity market on record. FTR says it expects the reading to remain this way throughout 2014 as “regulatory drag” reduces truck productivity.

“The most recent weekly spot market data shows that the spring thaw has come to truck demand with spot market capacity up and load activity down slightly – a plateau versus the last couple of months when both demand and pricing spiked while capacity was severely constrained,” said Jonathan Starks, director of transportation analysis with FTR.

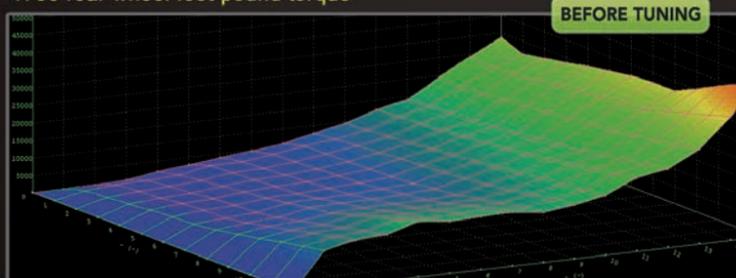
“Both carriers and shippers have to be on the lookout for a potential tipping point when freight demand is able to keep the current high level of truck use well into the summer months. Such an environment would necessitate shippers bidding up rates to maintain secure capacity during the fall shipping season. FTR continues to evaluate the freight environment and currently sees enough moderation in truck demand to get through the year without a crisis – but, it would only take a relatively modest and short uptick in the industrial sector for capacity to tighten significantly further. We advise everyone to stay tuned to the manufacturing data to see if the thaw continues.” ●

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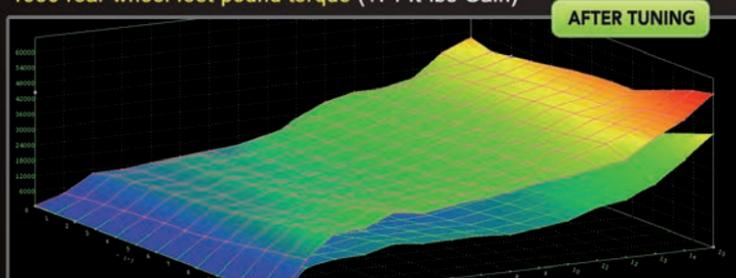
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Burning desires

New emission standards, SmartWay offer ways to improve fuel economy

By John G. Smith

NASHVILLE, TENNESSEE

Cleaner air has traditionally come at a cost. Tighter emission standards have led to pricey equipment, increased downtime, added maintenance, and maybe even trucks with lower residual values, says Paul Menig of Tech I-M, a consulting service which specializes in truck-related technology. But the latest focus on reducing greenhouse gases offers a new benefit in the form of equipment that burns less fuel. January marked the first phase in new fuel economy regulations for the trucking industry, and in this year's State of the Union address US President Barack Obama repeated the commitment and encouraged the wider use of alternative fuels. Still-tougher GHG limits will be in place by March 2016.

"Where do we go from here?" Menig asked a crowd of maintenance managers during this year's annual meeting of the Technology & Maintenance Council.

Of course, the trucking industry has hardly been standing idly by and waiting for regulators to demand better fuel economy. About 3,000 companies are already participating in the US Environmental Protection Agency's (EPA) decade-old SmartWay program which identifies fuel-saving devices and quantifies

the benefits they deliver.

"We have been a SmartWay partner for a long time," said Dwayne Haug, associate vice-president of equipment purchasing at Werner Enterprises, which has 7,300 trucks and 23,380 trailers operating in jurisdictions such as the US and Canada. "We've been green for a long time," he added. "We used to call it conservation. We used to call it survival. We used to call it profitability."

The fleet has adopted fuel-saving changes including bunk heaters, auxiliary power units, optimized speeds, trailer skirts, low-rpm engines, and fewer out-of-route or empty kilometres. "It isn't necessarily low-hanging fruit. This has been a battle," Haug said. "The next steps are going to be very hard. They're going to be very miniscule."

As hard as these steps may be, many fleets are already meeting the tougher greenhouse gas limits set by California, said Stephan Lemieux, manager of the on-road heavy-duty diesel section at the California Air Resources Board. His state actually mandates elements of the otherwise voluntary SmartWay program, such as low rolling resistance (LRR) tires and better aerodynamics for 53-foot dry vans and reefers. The number of available fuel-saving products has increased dramatically in recent years, driving down prices in the process. SmartWay, for ex-

ample, has verified 366 new fuel-saving tires and 38 retreads, many of which match the price of their traditional counterparts or cost less than \$50 extra per tire, he said. And where five companies made 11 different aerodynamic devices for trailers in 2008, there were 33 companies with 76 such products last year. The average prices of these components plunged from \$2,800 to \$1,000 during the same time period; the average return on investment dropped from 30 months to fewer than 11 months.

Regulators are also evaluating aerodynamic improvements for flatbed trailers, boosting their fuel economy by as much as 5%, Lemieux added. As important as the new hardware may be, Scott Webb of Mesilla Valley Transport draws attention to the "human factors" that can help to burn less fuel as well. The orientation programs for drivers in his fleet have focused on fuel economy since 1981, encouraging employees to be easy on the throttle, shift into the top gear as quickly as possible, and not to tailgate.

The company began to measure driver performance as early as 1986.

"We also turned it into a game with them," he said, noting how every driver's fuel economy is compared to that of their peers. "People don't want to be at the bottom."

There are some undeniable benefits to being at the top of the list, too. The most fuel-efficient driver of the year wins \$25,000. Quarterly prizes have included Harley-Davidson motorcycles, Jeeps and cars. By 2009 the fleet had several drivers reaching an average 12 mpg (19.5 L/100 km), until exhaust gas recirculation systems made numbers like those impossible. Mesilla Valley has embraced technology to improve fuel economy.

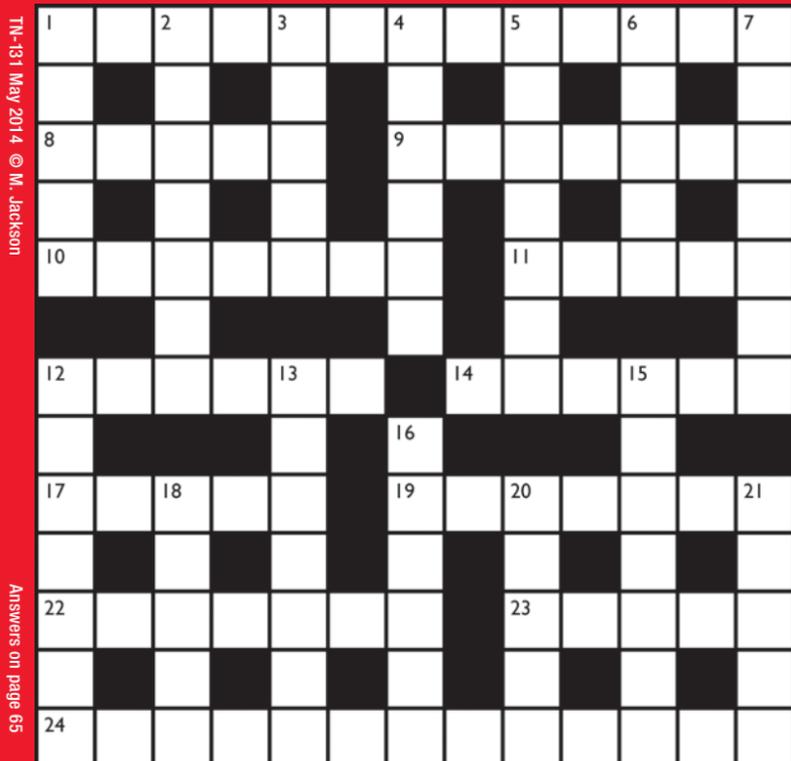
Wide-base single tires were adopted, complete with brackets to carry the larger spares. Aluminum wheel covers were added to improve aerodynamics, but also answered driver complaints about the look of the steel wheels. The fleet was even stamping its own trailer skirts as early as 2008, eventually buying the devices from suppliers. There are now roof cap extenders, solar panels to recharge batteries, and trailer boat tails.

"High miles per gallon (are) attainable," Webb said. "You can do it. You can make money on this."

The latest emission rules are ensuring that available technology is embraced more quickly, said Arvon Mitcham of the US Environmental Protection Agency, noting that the required technology will pay for itself within one to two years.

"There may be more advances and more innovative technologies coming along," Mitcham said. Energy from future turbochargers might be stored to power accessories or be fed back into the drivetrain. Predictive cruise controls could ensure the best following distances. No matter what form it takes, the equipment is likely to be similar on both sides of the border as greenhouse gas emissions continue to tighten. The EPA is also looking to encourage "global harmonization" through work with Transport Canada and Environment Canada, Mitcham said. Meanwhile, SmartWay is updating its list of available technologies and criteria, said Sam Waltzer an environmental engineer in the EPA's technology assessment centre. A new SmartWay Elite rating will identify trailers that have used aerodynamics to improve fuel economy by 9%, with another 1.5% to come from low rolling resistance tires. Ratings for pup trailers are also on the way. ●

THIS MONTH'S CROSSWORD PUZZLE



TM-131 May 2014 © M. Jackson

Answers on page 65

Across

- 1 Unfinished truck type (3,3,7)
- 8 Windshield trim
- 9 Shell engine-oil brand
- 10 Former ON home of Navistar plant
- 11 Trip-odometer button
- 12 Rush-hour snarls (3,3)
- 14 Parts and _____, truck- repair costs
- 17 Aluminum-wheel brand
- 19 Truckmakers' sales incentives, sometimes
- 22 Factor in operating costs (4,3)
- 23 Body-work tool, _____ grinder
- 24 Cab-roof danglers, often (1,1,11)

Down

- 1 Palindromic Honda sedan
- 2 No-go street section, sometimes (3,4)
- 3 It's up on the map
- 4 Bumper or air-horn finish
- 5 Medium-duty Sterling
- 6 Truck-showroom transactions
- 7 Key-activated component
- 12 Vehicle volume
- 13 Ubiquitous modern-truck material
- 15 Traffic-stopping shape
- 16 Western Canada truck show
- 18 Truck-stop coffee additive
- 20 Dune-buggy terrain, perhaps
- 21 Truck buyer's requirements, briefly

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Atlantic truckers pay more for worse service

DIEPPE, N.B.

Truckers on the east coast have had to pay more for ferry service to Newfoundland and Labrador as of April 1, despite

months of sub-par service. Marine Atlantic increased its rates 3% and Crown Corp. fees have spiked 11% since 2012. "Marine Atlantic is holding New-

foundland and Labrador hostage with this latest increase above the inflation rate," said Jean-Marc Picard, executive director, Atlantic Provinces Trucking Association. "There is no alternative when shipping goods. Coupled with higher costs for fuel and equipment, truckers

will need to pass these higher prices on to their customers. This will be reflected in the cost of every product that Newfoundland and Labrador residents buy. We are calling on Marine Atlantic to revisit these rate increases and consult with its users to reach a reasonable solution." ●



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Quebec doling out money for green technologies

Now is the time for Quebec carriers to buy fuel-saving technologies

By Carroll McCormick

MONTREAL, QUEBEC

Transports Quebec has \$28.3 million dollars burning a hole in its pocket. It wants trucking industry players to spend it on approved equipment and on demonstration and approval projects for newer technologies that reduce fuel consumption and greenhouse gas emissions.

The program is called Ecocami-onnage (Ecotrucking). Hundreds of trucking companies will correctly recall that it closely resembles a \$27-million dollar program, called PEETM, launched in 2009 to get fuel- and greenhouse gas-reducing technologies into the province's transport trucks.

Ecotrucking is a considerably expanded program, however. It has a longer list of approved equipment, and money for companies that want to test and certify newer products for use. Ecotrucking even has money for improving company logistics.

Announced Feb. 25, Ecotrucking will subsidize trucking companies to the tune of 30% and more for a variety of purchases and activities.

The program runs until March 31, 2017, unless the \$28.3 million is spent before then. Applications for subsidies must be sent no later than Feb. 1, 2017. It is open to owners and operators as described in the Act respecting owners, operators and drivers and heavy vehicles. It is also open to Quebec-based businesses, institutions and people, such as the manufacturers and distributors of equipment that reduces fuel consumption and greenhouse gases.

Ecotrucking offers financial aid in four target areas: the acquisition of technologies that have been evaluated and is on the list of approved equipment; the certification of technologies so they can be added to the list of technologies approved for financing; technologies under development or that require demonstration or testing; improving transport logistics, with the goal of reducing greenhouse gas emissions.

The expanded list of approved equipment includes more manufacturers and models. Ecotrucking also includes funding for electric and hybrid vehicles and natural gas engines.

There are seven categories of approved technologies. For each, the maximum subsidy is per unit or vehicle. However, a truck owner can apply for more than one subsidy per truck; ie., side skirts and an on-board computer. Applicants must have already purchased and installed the equipment before applying for a subsidy. A single applicant may only request a maximum of \$1 million in aid per year.

The first category is anti-idling technologies, offering a 30% subsidy, up to \$3,000. They include cab heaters, engine heaters, battery-operated air-conditioners and combined heating/AC systems. Around 30 manufacturers are represented.

The second category includes auxiliary systems that operate truck equipment such as hoist buckets, sign panels and cold storage systems. The government will kick in 30% of the purchase and installation

cost, up to \$15,000.

Category three covers on-board computers. The list of eligible manufacturers has been increased from 19 in the PEETM program to 25 in Ecotrucking. The subsidy in this category is 30%, and tops out at \$900 per on-board computer.

Category four is for aerodynamic equipment. Again, the list is much longer than the PEETM list. In addition to side skirts, from 10 manufacturers now, and dump truck box covers, a variety of tractor-mounted gear is eligible. A purchase subsidy of 30%, up to \$3,000, is on offer.

Category five is described as a grab bag of things that are not in category

one to four. That said, there is just one technology listed right now – the E-Codriver, which is manufactured by RM2J in Boucherville, Que. Said to reduce fuel consumption by as much as 10.9% (it was tested according to SAE J1321), it adjusts the engine power according to the engine load. Subsidies in this category are worth 30%, up to a cool \$15,000.

Category six is for hybrid or electric vehicles. The subsidy for this category is 50%, up to a whopping \$75,000 per purchase.

The seventh and last category is for fuel replacement technologies, namely, engines that burn compressed and liquefied natural gas. The listed engines are the Cummins Westport 8.9-litre ISL G and the Westport 15-litre engine (Westport stopped taking orders for the 15L engine last November). The subsidy in this category is



Hybrids in Quebec now qualify for funding covering up to \$75,000.

30%, up to \$15,000.

Transports Quebec has a summary of the program at www.mtq.gouv.qc.ca. This page has links to all the necessary forms, such as the request for purchase of a technology, doing a demonstration project, and guides for each type of aid. ●

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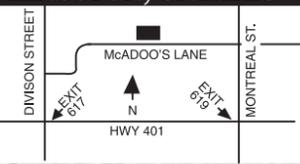
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Ontario drivers honoured for commitment to safety

By Carolyn Gruske

CAMBRIDGE, ONTARIO

On March 29, drivers who collectively have 230 years of collision-free years behind the wheel were honoured for their perfect records.

The Kitchener & District Driver Awards Banquet, held in Cambridge, Ont., was held to celebrate the accomplishments of drivers who work for three companies: Erb Transport, Home Hardware Stores and the Rothsay division of Darling International.

Donald R. Danbrook, driver awards committee member, hosted the evening's ceremony, and during his opening remarks, he spoke about the changing nature of the job, and about the professionalism of the drivers.

"Ontario remains the safest jurisdiction with regards to collisions and fatalities per 100,000 people and that's because of folks like you out there that make the roads safer," he said.

"We all know the workplace has changed significantly over the years. It seems that the attitude was that injuries and collisions were just part of doing business. I come from an era where that seemed to be the attitude. That has changed. We all know that governments and enforcement agencies, the insurance industry, your employers, your peers and even the general public, are saying



At the Kitchener & District Driver Awards Banquet, drivers for Erb Transport, Home Hardware Stores and the Rothsay division of Darling International, were celebrated for their years of collision-free driving. Awards were presented to drivers who reached 10, 15, 20, 25, 30 and 35 years without having an accident.

that roadway and workplace injuries and fatalities are not acceptable. Not even one. Greater steps are continually being taken by everyone to reach that goal of injury-free, fatality-free and collision-free. That's what every employer wants and certainly every worker wants: zero injuries, zero collisions and zero fatalities.

"The question is: is it an impossible goal? I would say if you asked that question even ten years ago, a lot of people would have said, 'that will never happen.' But you know what, over the years – and I've worked in the industry for a lot of years, including in the injury-prevention side as

well – and every year you're seeing more and more companies and organizations, and not just in Ontario, but across the countryside, that are achieving some of these very lofty goals, in all modes of industry, so the goal can be achieved. It doesn't just happen by chance. It's planned and it's organized and it happens as a result of much time and effort from everyone. Better new work orientation, better specialized training, better equipment and most of all, a greater commitment towards creating a safer work environment by everyone. No one wants to be a statistic. Everyone wants to be a winner, and every-

one wants to work for a winner. So to be a winner and work on a winning team, it takes effort and commitment from all of us, because we all have a part to play on that road to zero."

In total, a dozen drivers were named as recipients of special awards for 2014 for reaching milestones in the number of years they have been driving without a crash. The award winners were:

10 years

Barry McBeth, Rothsay
Henry Maier, Erb
Gregory Storey, Home Hardware (not present)

15 years

Robert Poole, Home Hardware
Chris Kauth, Rothsay
Jeff Lambkin, Erb
Dale Haves, Erb

20 years

Mike Wirth, Erb

25 years

Carl Jantzi, Erb (not present)
Roger Zehr, Erb

30 years

Jeff Snider, Home Hardware (not present)

35 years

Wayne Jantzi, Home Hardware ●

Trison relocates

BRANTFORD, ONTARIO

After nearly a year of construction, Trison Tarps Inc.'s new building expansion is finally complete. Located in Brantford, Ontario (33 Kippax Court) the new building is 48,000 square feet, has seven drive-through bays, and a 2500 square foot showroom.

The company had been working out of an 18,000 square foot facility until recently. Since the business was flourishing, Paul Vandenberg began looking for a new place to operate out of to better serve his large customer base. The new building was purchased in May 2012 with construction starting a year later.

Suppliers and customers alike will be able to tour the new building on May 21, 2014, when Trison Tarps will host an open house. ●

Longer B-trains

TORONTO, ONTARIO

Ontario has introduced legislation that would extend B-train length from 25 metres to 27.5 metres.

The change would help accommodate new technologies needed to meet air quality standards and to reduce greenhouse gas emissions, the province announced. It was packaged within the Keeping Ontario's Roads Safe Act, along with other amendments to the Highway Traffic Act. Among the changes, fines for distracted driving would climb from a range of \$60-\$500 to a range of \$300-\$1,000, as well as three demerit points. ●

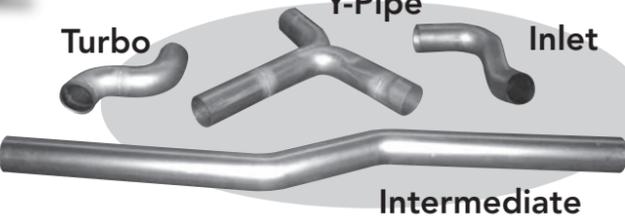
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GOODYEAR
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B.C. port strike ends

Continued on page 15

"This morning's protest is just the beginning. Truckers are prepared to escalate job action if the port and both levels of government don't take our concerns seriously."

"This is the most complicated set of negotiations I've ever been involved on."

Jerry Dias, Unifor

Frustrated by the lack of progress on negotiations, members of the VCTA authorized a strike shortly thereafter.

Days later, members of both the UTA and VCTA voted to reject a deal where the UTA would go back to work, VCTA would abstain from striking and Vince Ready, the appointed mediator, would prepare and submit a report about working conditions at the port and submit it to governments by May 30. Both associations voted overwhelmingly against the deal. UTA reported 100% of its members voted against the deal, and the VCTA reported 98% of its members rejected. The dispute picked up speed on March 10 when the 250 unionized truck drivers of the VCTA, stuck to their word and joined the non-unionized drivers in the protest.

In response, the federal government issued a Joint Action Plan (joint because it was "collectively agreed to" by both the federal and provincial governments and Port Metro Vancouver) on March 13 in an attempt to end the protest. The plan had 14 points that promised drivers (among other things) that if they returned to work, there would be changes to the port's licensing system, regulated trip rates would increase by 10% by the end of the month and drivers would be paid for the fuel surcharge. The 14-point plan did not bode well with the truckers – they rejected it saying the proposal didn't address the right issues at hand.

"Truck drivers have been raising concerns that long line-ups and wait times at the Port of Vancouver are costing truck drivers money and that rates agreed to in previous contract negotiations were not being honoured due to under-cutting," read a statement released by the VCTA shortly after.

After the 14-point plan rejection, the province started to prepare a back-to-work legislation, with the aim to pressure the striking truckers to resume normal port activity. The bill threatened hefty fines and contained a provision for a 90-day cooling off period. Yet again, the legislation didn't faze the truck drivers and their respective unions. Unifor said the bill is not doing anything to resolve the drivers' concerns, which of course was the root of the problem, and reason for the strike in the first place.

"B.C. transportation minister Todd Stone's refusal to negotiate with container truck drivers and the introduction of forced-work legislation will only make matters worse in the port dispute," said a Unifor statement. Unifor's national president, Jerry Dias, added, "Stripping workers of their right to negotiate fair working conditions is not leadership. We're actively seeking a resolution that works for everyone, but that can't be done if the minister doesn't take workers' rights seriously."

After no significant reaction from the drivers, Federal Transport Minister, Lisa Raitt released a statement stating, "I stand by our commitment to implement the 14-point action plan." In addition, Port Metro Vancouver released a statement outlining 10 reasons the 14-point plan was "good for truckers."

A deal was reached on the afternoon of Wednesday March 26, just two days after the back-to-work legislation was introduced. Officials with Unifor, and the UTA, spent hours deliberating with B.C. and federal government staff, to eventually reach a conclusion.

"This agreement means our port is open for business starting tomorrow morning," said B.C. Premier Christy Clark on March 26. "We had to sit down and look at each other in the eyes and realize we weren't that far apart."

The conclusion included a revision

of the Joint Action Plan, which now addresses the concerns voiced by truckers.

Dias criticized the federal government for fighting with truckers initially instead of listening to them.

"This is by far the most complicated set of negotiations I've ever been involved on," said Dias. "What changed today was the willingness to listen. The key thing was the desire to find resolve." ●

Saskatchewan gets road funding

REGINA, SASKATCHEWAN

After a nearly \$90-million increase from last year's total, it was announced yesterday that Saskatchewan's highways budget is a whopping \$664.5 million for this fiscal year – one of the highest budgets in the history of the Ministry.

This is good news for the trucking industry (which contributes 70% of all provincial exports) as they can expect many highway upgrades soon, including improvements to bridges and culverts. The province is also planning to twin Highway 39 and Highway 7 from Saskatoon to Delisle. As well, plans are being made to change some highways from Thin Membrane Surface (TMS) roads to Supergrid roads, which would allow them to support primary weights.

"It's great to see spending on highways and infrastructure projects now considered an investment, rather than an expense," said Nicole Sinclair, a spokesperson for the Saskatchewan Trucking Association. The Ministry and transportation companies alike are hoping for a longer construction season with warm weather to ensure all repairs and projects in the budget can be attended to. ●

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AMTA shuffles deck

Richard Warnock steps in as interim executive director

By Jim Bray

CALGARY, ALBERTA

A bombshell personnel change at the Alberta Motor Transport Association

(AMTA) has installed a new face in the organization's centre seat and kicked off some serious soul searching about the group's direction going forward.

The move, which came at the end of February, saw the association part ways with executive director Don Wilson, replacing him – at least temporarily – with trucking industry veteran Richard Warnock. Warnock told *Truck News* about a week after assuming his new duties that he's planning to occupy the corner office for a short time only and that, in the meantime, the status quo reigns supreme.

"Business as usual, and that's the truth," Warnock said, "and I'm not just saying that to make everyone happy. The AMTA is strong, the AMTA plans on getting even better and the AMTA will be looking for new leadership in the future."

Warnock said it was the AMTA's board that decided to make the change at the top and the reason he was brought in was to ensure the group's profiles and programs continue as usual while he evaluates the

situation, meets and consults with the staff and then "makes an alignment to move the association forward."

In other words, he's tasked with reviewing the status quo and deciding what, if anything, needs fixing and where, if anywhere, the board should change direction. The move means Warnock had to take a leave of absence from his position on the AMTA board and, while he said he has a timeline in mind for easing himself out again, he's keeping it close to his chest for now.

"Technically, I'm the acting executive director until the position is filled," he said. Warnock said he doesn't intend to throw his own hat into the ring, but admitted that anything is possible.

In Warnock, the board chose a person with wide-ranging experience in many – if not all – aspects of the trucking industry in Alberta, including many years with the association itself.

The hunt for a new head – which may or may not include the use of

professional head hunters – will look both inside and outside the AMTA, but Warnock said that whoever the board chooses, it wants someone who can guide the AMTA on a "different path, a stronger path. Responsibility to the board is important in the AMTA because (it's) our members who drive this organization. Members want to be heard and timely action taken on their concerns," he said.

Warnock noted that a lot has changed in the industry, and people involved in the trucking world today look at it differently than folks did 30 years ago. He also noted that "because of my expertise and my knowledge and my past positions...I'm hoping to drive the AMTA profile and set up a path so that the new executive director can come in and go to work and not have to build an organization or a management team."

Warnock said he's already received calls from people prepared to pursue the position, but advises them to hold off a bit.

"I'm not going to stop anyone from sending a resume or a letter to the AMTA, but because what's on your resume today may not be what's on it four months from now – you're early," he said. The position will be posted internally first, so current AMTA employees have a chance to apply.

Outgoing executive director Wilson, who was in the position for about three years, drew praise from Warnock for the great things he did for the association. "I'm sure he'll be recognized for that," he said, adding "we're not badmouthing Don at all. We're just going in a different direction and therefore (the change) was necessary."

Warnock is a native Calgarian, who has been involved in the industry for the better part of 50 years. "I started very young," he joked, noting that "I only worked for two employers before technically being (in the current job)."

He spent about 25 years with the original Orlick Transport before the company was closed and "everyone was looking for a job," and then he went over to WestFreight – which he said was very small at the time – and spent 22 years building it into "a fairly good company."

After WestFreight's owner retired and sold the business in 2007, Warnock was named president and "stayed there till I technically retired," he said.

When his current gig runs its course, Warnock would like to continue as a spokesman for the industry – something he said he was planning to do anyway before the AMTA board came calling.

"I have done a lot in 48 years," he said. "When I was a young man, I was in dispatch and back in that time frame, a 50-year-old truck driver would not take any orders or direction from a 21-year-old kid."

The situation made him decide that, if he was going to earn their respect, he had to be their peer – so he went on the road and drove a truck. And his strategy seemed to work.

"When I went back into the office I was much more versed and of course it was a lot easier to get their respect because I stayed with the same company, worked with those same people, and never looked back after that."

As for his new focus of looking forward on behalf of the AMTA, Warnock said "technically, if there's a focus, it's to look at the operations of the AMTA and give guidance to the board if change is necessary. It may not be. I may get in and say we're good to go, let's just build and move on." ●

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Donnie Fillmore Jr.

Cargo theft reporting tool rolled out nationally

By Sonia Straface

TORONTO, ONTARIO

In an attempt to put a stop to cargo theft crime nationwide, the Insurance Bureau of Canada (IBC) and Canadian Trucking Alliance (CTA) have teamed up and expanded their joint IBC-CTA reporting form into a national reporting program.

The Cargo Theft Reporting pilot program was launched in 2011 by IBC and CTA jointly as a response to CTA's 2009-2010 Report On Cargo Crime in Canada.

The pilot program started in Ontario and Quebec and was successful in recovering stolen goods by collecting, analyzing, and sharing cargo information with law enforcement.

"The cargo theft problem is not going away," said Garry Robertson, national director of IBC's investigative services. "We decided to expand this pilot project into a national reporting program making it available to all insurers across the country as well as all trucking associations across the country."

It has been estimated that cargo crime is a \$5-billion-a-year problem that affects insurance companies,

trucking companies, and consumers alike.

This new program allows insurers and trucking companies to report cargo theft directly to the IBC through an online submission form. From there, cargo theft information will be maintained in a national database where it will be analyzed regularly to help develop a prevention strategy going forward. Law enforcement can now also ask the IBC to search the database to help speed up the recovery of stolen goods.

"In the trucking industry this (cargo theft) is a real challenge for us," said David Bradley, CEO, Canadian Trucking Alliance. "We're encouraging all trucking companies to participate."

Since so many cargo theft crimes go unreported because of the fear of a damaged reputation, Bradley says trucking companies can fill out a form anonymously, "so the stigma that might be attached to becoming a victim to this crime isn't there."

"The only way to stop organized criminal activity such as cargo theft is to work together," said Robertson. "This program allows us to do just that." ●

Entry-level training standards examined

OTTAWA, ONTARIO

In an effort to address the trucking industry's shortage of qualified workers, Trucking HR Canada, the Canadian Trucking Alliance, and provincial trucking associations have collaborated on a project that will soon establish the benchmarks for mandatory entry-level driver training across Canada. Driving the Future is a three-year project led by Trucking HR Canada with support and funding from Employment and Social Development Canada's Sectoral Initiatives Program. Its aim is to distinguish the steps an entry-level driver needs to take in order to be certified, as well as clearly defining the skills that carriers expect out of their introductory drivers.

Angela Splinter, CEO of Trucking HR Canada, says the program will "make graduating drivers more employable, and better meet the trucking industry's needs." ●

Best Fleets seminar series announced

CarriersEdge has announced the schedule for its popular 2014 Best Fleets to Drive For seminar series. The online training company developed and administers the Best Fleets to Drive For program for the Truckload Carriers Association.

During the evaluation process, organizers collect thousands of driver surveys and examine programs offered by leading fleets in the US and Canada that provide the best workplaces for professional drivers. During the seminar series, Mark Murrell, president of CarriersEdge, shares some of those best practices.

Admission to the half-day seminars is free of charge and attendees leave with an armful of tips and information they can easily and immediately apply to their own operations.

"The fleets that participated in the 2014 edition of Best Fleets to Drive For

have really stepped up their game in terms of programs for their drivers," said Murrell. "With increasing focus on performance management, driver efficiency, and work/life balance, this year's fleets provided us plenty of exciting things to share in the seminar series."

Topics covered will include: how technology is changing the work experience for drivers; what drivers want to see in a bonus program; the connection between public image and driver retention; and the new standard for wellness.

Dates include: May 13, Windsor, Ont.; May 14, Kitchener, Ont.; May 21, Saskatoon, Sask.; May 22, Winnipeg, Man.; May 27, London, Ont.; May 29, Toronto, Ont.; June 3, Calgary, Alta.; June 4, Edmonton, Alta.; June 5, Vancouver, B.C.; and June 12, Moncton, N.B. To register, call Judi at 905-530-2430 or e-mail info@carriersedge.com. ●



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Just because it's on the Internet doesn't make it true

New Ontario study finds online exercise advice for professional drivers is not reliable, often misleading

By Sonia Straface

TORONTO, ONTARIO

If you thought resorting online for exercise tips as a long-haul truck driver was a good idea – think again.

A recent study published this past February in the *International Journal of Workplace Health Management* shows Web sites that offer physical activity advice to long-haul truck drivers may actually be doing more harm than good.

Due to the exhaustive and often busy schedules of truck drivers, claims Dr. Paul Gorczynski, the correspond-

ing author of the study and post-doctoral fellow at the Centre for Addiction and Mental Health in Toronto, most don't have the ability to see a health-care provider (let alone get enough physical activity) on a regular basis. Thus, booting up a computer to search for workout pointers is a simple option for long-haul drivers because "it's anonymous and it's convenient."

Though the Internet may be the easiest way to get information, the study found that the quality of exercise information found in the 44 Web sites

examined was very poor and didn't adhere to any sort of recognized national guidelines.

Where the Canadian Physical Activity Guideline recommends 150 minutes of moderate to vigorous intensity aerobic exercise per week for adults aged 18 to 64 (this includes activities like bike riding, jogging, and cross-country skiing) only a fifth of the Web sites relayed this necessary information to their readers.

More startling is that none of the Web sites studied touched on the Canadian guidelines for resistance exercise, specifically. According to the national guidelines, adults should add bone and muscle strengthening exercises to their workout regimen at least two days per week. This is especially important to truck drivers, claims Gorczynski, because of the unique age group most truck drivers fall under.

As specified by Statistics Canada, nearly 48% of truck drivers in Canada are between the ages of 45 and 64, an age where trips and falls could mean more broken bones. Without strength training in multiple and major muscle groups a couple of days a week, bone density decreases and the chances of bone fractures and breaks are more likely.

"It's very important to maintain muscle mass," said Gorczynski. "That message is not getting out online and a lot of truck drivers are at risk."

In addition, the study found that the sites examined mostly catered to male drivers.

"Only two Web sites offered health advice to women," said Gorczynski.

While a small percentage of truck drivers in Canada are female (3.5% according to Statistics Canada) research shows that more and more women are entering the trucking industry, and they would need exercise and health information too; another glaring hole found in the study.

As if the information (or lack thereof) being relayed on the sites wasn't enough to scare off drivers seeking exercise advice online, the reading levels of the Web sites also proved to be worrisome. The Canadian Health Libraries Association recommends that health information be written between the reading grade levels of six and eight (the reading level of the average American sixth to eighth grader). According to the research, 64% of the sites had a grade reading level higher than eight – some even required the reader to have advanced knowledge in behavioural psychology in order for them to understand the content.

"These Web sites should get their readability down," said Gorczynski. By using language that is easy to read, it ensures the reader fully comprehends the instructions laid out for them – especially important when it comes to information concerning one's health.

"Posting pictures or having videos could also help," added Gorczynski. "Because people learn in all different kinds of ways."

And when it came to a site's layout, researchers found that keeping it simple is best.

"The architectures of the Web sites were very complicated," said Gorczynski.

Many sites required multiple clicks and the knowledge of how the specific page worked in order to find the intended subject matter.

"Most people would give up at that point," noted Gorczynski. "We believe that making information accessible would benefit the health of these drivers."

Gorczynski also claimed that the Web sites weren't making use of the easy and obvious tools they have available to them – things like language that is encouraging and inspiring to truck drivers who may be using the Internet as their only source of health and exercise information.

"There weren't any strategies in place," said Gorczynski. "There was no mention of setting goals. Or anything to help people build confidence and get motivated."

A final takeaway from the study is a warning from Gorczynski to truck drivers thinking of going online for workout advice: "They should be very cautious of what's out there." ●

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Creating the ultimate in-cab kitchen

By Sonia Straface

An oversized greasy cheeseburger, crispy French fries and an ice-cold soda – this is the typical meal a truck driver will find along the stretch of any highway.

While pulling up to a fast food joint to order a meal may seem like the quickest (and cheapest) way to cure the hunger pangs that come with a lengthy drive, an unbalanced diet has affected truck drivers as a whole and the statistics are hard to ignore.

A study published earlier this year from the National Institute for Occupational Safety and Health (NIOSH) found that nearly three-quarters of truck drivers sampled in America were obese – making obesity twice as prevalent in the trucking industry as in the US working adult population.

Research shows those who are obese are at a higher risk for serious health conditions such as Type 2 diabetes, heart disease, and sleep apnea. Obesity has also been linked to increasing the chances of developing cancer and the likeliness of having a stroke.

In an effort to maintain a healthy lifestyle, drivers are finding it useful to skip the fast food joints altogether, and revamp their cab into a kitchen where the taste of home can travel with them.

Appliances that can be hooked up simply to a cigarette lighter or through an inverter can help ensure meals are balanced and nutritious, and many truckers are taking note of this.

Alfy R.E. Meyer, a truck driver for Erb Group of Companies for nearly 12 years says his in-cab appliances have helped him eat better throughout the years.

“I have the luxury of being an owner/operator,” said Meyer, who has been driving trucks professionally for

Eating healthy on the road is possible, with some careful planning

almost four decades. “My truck has a small fridge and mini-freezer, which means I get to do a lot of my meal prep at home before I leave.”

Even though on his days off Meyer says he enjoys swimming, he makes the effort to eat healthy on the job because his working conditions are so sedentary.

“I have a blender in my truck,” said Meyer. “I have a microwave. I have a coffee maker. I have a toaster oven. And I have a Max Burton stove.”

“Go get a case of water. Go get grapes. Before you leave, have your food with you.”

Mark Perkin

Meyer says he uses his microwave the most during his long treks to nuke home-cooked meals like rotisserie chicken and vegetables that he pre-ports before his shifts. He also likes to bring fresh fruits on the road (ones that can cross the border since most of his driving requires him to go stateside) that he stores in his fridge.

“I can never imagine myself going on the road without a microwave,” said Meyer. “My appliances have

definitely helped me maintain my healthy lifestyle.”

If you drive a day cab like Jason Jannetta, a driver for The Beer Store who works mostly night shifts, having a microwave or slow cooker isn't possible without an inverter, making healthy eating more difficult.

Jannetta, known on Twitter as #Fit-Trucker (his handle is @UrbanHauler), instead uses a hand-mixer that plugs into a cigarette lighter outlet to blend up protein shakes throughout his shifts.

In addition, Jannetta prepares meals at home and stores them in his 6 Pack Bag, a cooler he swears by (no power required) so he can properly portion his food. He even makes time to work out seven days a week.

“I really want to change the image of the big fat trucker,” said Jannetta, who tweets encouraging advice and photos of clean meal ideas to his 1,000 followers multiple times a day.

“People need to know it's easy to obtain this lifestyle,” added Jannetta. “I'm not only trying to reach out to other truckers on Twitter. I want to reach out to the executive of the trucking companies. They all need to get on the bandwagon to help get their drivers healthy.”

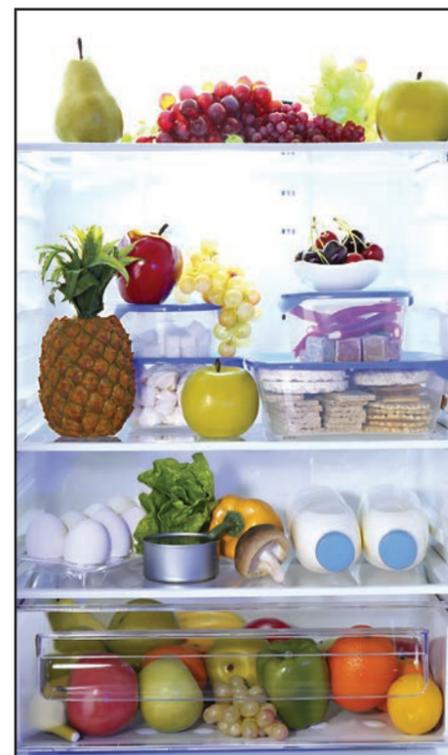
One such company that is already on the bandwagon to ensuring its employees are healthy is Erb Group. Erb claims most of its long-haul trucks have inverters to provide power to appliances that can be used to heat up or cook prepared meals.

Erb Transport was also the winner of the second Truckload Carriers Association's (TCA) Trucking's Weight Loss Showdown in 2012. Erb's 12-person team lost a grand total of 315 pounds, a 12% drop of their combined weight, over the 10-week challenge.

In addition, Erb Group is planning to circulate cookbooks to its drivers filled with healthy meal options on the road. Submitted by its employees, the recipes were further analyzed by a group of Masters of Applied Nutrition students at the University of Guelph to gather the nutritional value (fat, fibre, protein content) of the meals.

Carolyn Vokes Reibeling the co-ordinator for the corporate health and wellness program at Erb Group says there is a specific section dedicated to meals-on-the-go for drivers using simple appliances they already have in their trucks such as slow cookers and microwaves.

“We truly do care about our employees,” said David Dietrich, vice-president of human resources at Erb



Packing a fridge full of healthy meals and snacks is the first step to eating healthy while on the road, drivers say. If you run long-haul, a power inverter and microwave can help with the preparation of healthy meals.

Group. “We want to be able to help our drivers make healthier choices.”

The cookbook is currently being designed and Erb Group hopes that it will be ready for distribution this fall.

If your truck doesn't have the equipment necessary to power cooking appliances, and protein shakes aren't for you, Mark Perkin, a special products mover for Total Transportation Solutions, says he prefers to eat healthy while on the road – no appliances necessary.

“I go to Costco before I leave,” says Perkin. “I stack up on grapes, cherry tomatoes, and carrot sticks.”

A non-smoker who enjoys snacking, Perkin is fortunate enough that his company pays for his meals while on the road. So while he doesn't cook much of his own food in-cab, he opts for healthier choices on a menu when he eats out.

“I try to stay away from red meat,” notes Perkin. “I eat a lot of grilled chicken and I almost completely cut out gluten and bread (from my diet) altogether.”

Whether you use in-cab appliances or not, Perkin says preparation is key in order to become a healthy driver

“Go get a case of water. Go get grapes. Before you leave, have your food with you.”

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DR. CHRIS SINGH



Watch out for this issue

Have you noticed yourself holding books or reading material farther away in order to see the print clearly? Have you noticed eye strain or headaches after reading or working on the computer?

If you said “yes” to either question, you may be experiencing presbyopia. Presbyopia is defined as the gradual loss of the eye’s ability to focus actively on close objects. This is a completely natural process that usually begins to affect people in their 40s and continues to worsen as they age.

The major cause of presbyopia is the hardening of the lens of your eye. As this process worsens and the flexibility of the lens decreases, it can no longer change shape to focus on nearby images. This causes the image to appear out of focus.

Presbyopia forces the muscles around the lens to work harder to focus on close-up objects which in turn causes the muscles to fatigue.

If you are experiencing the symptoms of presbyopia it is important to have your eyes checked. A basic eye exam performed by an optometrist or ophthalmologist is usually sufficient to determine if you have presbyopia. During the examination, the doctor will perform a series of tests using various sophisticated instruments and machines. These tests are used to evaluate different aspects of your vision.

If you have been diagnosed with presbyopia, the treatment is usually quite simple. The goal of treatment is to compensate for your eye’s inability to focus on close objects. If your presbyopia is mild, you may be able to use non-prescription reading glasses. These are the ones that you can buy at your local drug store.

However, if you require a stronger prescription, custom-made glasses are really your only option. There are many different options and choices for lenses which include reading lenses, bifocals and trifocals. Consult with your eye care specialist as to which is best for you. Another form of treatment is refractive surgery. Basically, this surgery changes the shape of your lens in order to improve your vision. An example of this type of procedure is called Lasik surgery.

This type of surgery involves the use of a laser to perform the procedure. Another type of surgery involves the removal of your existing lens and replacement with a synthetic one. It is important to note that there are risks and benefits with all surgeries so it is imperative to consider all options.

It is impossible to prevent presbyopia, however you can take measures to help protect your eyes and keep them healthy. First of all, it is important to have your eyes checked on a regular basis. This will allow for early detection of any problems.

Protecting your eyes from the sun is also very important. Wearing sunglasses that block ultraviolet light is especially important for professional truck drivers due to the fact that your eyes are exposed to the sun for many hours during the day.

Eating healthy foods such as leafy greens and other vegetables is a good practice. These foods contain high levels of antioxidants and vitamins which help to maintain good vision. Finally, it is important to have good lighting when you are reading, which will reduce the amount of strain on the eyes.

Keep these simple tips in mind and you will be well on your way to maintaining your good vision. Until next month, 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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KAREN BOWEN



What's your core strength?

What can help you reduce body fat, increase lean muscle mass and burn more calories? Strengthen your core with core-strength training.

Your core is more than just your abdominals. It also includes your pelvic, mid-back, lower-back and hip muscles, which work together, forming a stabilizing muscular corset that supports your spine and skull. These core muscles form a bridge between your upper and lower body, allowing fluidity of movement from head to toe.

Strengthening your core will build more than just your muscles. It will also help develop strong bones. By stressing the bones, it increases bone density and reduces your risk of osteoporosis.

Strength training can also help you control your weight. Muscle burns calories more efficiently than fat. So, the more toned your muscles are, the more calories they burn.

Strength training can also boost your stamina by improving your balance and endurance level. People with weak core muscles are more prone to back injuries. Poor muscle support may allow the vertebrae or discs to more easily slip out of position and pinch surrounding nerves.

Strength training can also help you

manage chronic health conditions, including: back pain, obesity, arthritis, diabetes, heart disease and some breathing challenges.

Recent research suggests that regular strength training can improve your ability to focus mentally, especially as you age.

Improving your core strength will also improve your performance in sports, including: running, kicking, throwing, swinging and/or jumping.

Even everyday tasks become easier and safer with increased core strength. Improved balance and muscle controls makes you less prone to injury when trying to keep your balance on slippery surfaces, carrying packages, jumping in and out of your rig, walking up and down stairs, etc.

Building core strength is different than following other strength-training programs, which target a single muscle group. Core strength exercises challenge a broad range of interconnected muscles at the same time to produce coordinated, integrated movements that engage the entire body from head to toe.

Effective strength training can be done with little or no special equipment, making it very convenient for when you are on the road. Using nothing more than the resistance of your own body weight, you can build your strength doing push-ups, pull-

ups, abdominal crunches and/or leg squats.

Isometric core exercises are also effective. For isometric exercises, you hold your body in a stationary position for a period of time, rather than contracting your muscles through a range of movement as with most exercise programs.

Two common isometric exercises are a 'plank' and a 'bridge'. To do a plank, you hold your body at the top of a push-up position for as long as you can while maintaining your back in a straight line. (Start with 60 seconds). The next time you do a plank, try to hold it a little longer.

To do a bridge, lie on your back with your knees bent and your feet flat on the floor. Hold your back in a neutral position - not arched and not pressed against the floor. Slowly lift your hips off the floor without tilting them, while tightening your abdominal muscles.

Raise your hips until they are even with your knees and shoulders. Hold this position for as long as you can without breaking your form. (Start with 60 seconds). As your strength increases, increase the duration of the exercise.

As well, many Yoga and Pilates programs can be done with no equipment. Take a look online or in the DVD section to find a suitable pro-

gram that matches your fitness level.

For variety, you may consider packing some simple exercise equipment in your bag. Resistance tubing can be picked up in most sports departments. It is effective, yet inexpensive, lightweight, and very transportable. Free weights, such as small barbells also travel well.

When using weights or resistance equipment, choose a weight or resistance level that is heavy enough to tire your muscles after 12 repetitions. Gradually increase this level as your strength increases, but maintain a 12-repetition limit, so that you just have enough strength to complete the twelfth repetition.

As an alternative, why not pack your bathing suit in case there is a pool where you are laying over? Swimming is a refreshingly different way to build core strength.

If you prefer exercising with others, public fitness centres and organizations offer drop-in programs with free weights, weight machines, and classes, such as: spinning, kick boxing, karate, etc. You don't need to invest a lot of time to benefit from strength training. Two or three sessions a week that take between 20 and 30 minutes are all that most people need.

After just a few weeks, your strength and stamina should noticeably improve and continue to improve while you continue to train.

Try it. You'll look better, feel better and move better. ●

Karen Bowen is a professional health and nutrition consultant, and she can be reached at karen_bowen@yahoo.com.

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There are many ways to go green

By James Menzies

INDIANAPOLIS, INDIANA

Natural gas trucks could soon comprise 10% of the Class 8 market, OEM representatives speaking at this year's Green Truck Summit agreed. The only point of contention was just how long it will take to get there. Brian Daniels, product manager, vocational and alternative fuels with Daimler Trucks North America, predicted that natural gas trucks will account for 10% of industry-wide production by 2020.

Andrew Douglas, national sales manager with Kenworth, was even more bullish, estimating natural gas trucks will make up 10% of the Class 8 market within three years.

There's been increasing confidence among truck buyers that natural gas is a viable alternative to diesel for heavy-duty trucks in each of the past few years, as the product line-up has broadened and fuel availability has improved.

Douglas said 2013 represented a "tipping point" for the on-road segment, with about 2-3% of Class 8 trucks ordered with natural gas power. Three forces came together to make natural gas an attractive option for buyers: the low cost of gas as vast shale formations have become accessible; the development of new engine technology; and expansion of the fuelling infrastructure.

Douglas said there's a lot to like about natural gas. It's a mature technology and the engine shares about 80% of its componentry with its diesel counterpart, it's robust and there's a proven return on investment in high-mileage applications.

Daniels said OEMs are taking a two-pronged approach to reducing emissions, by producing vehicles that consume less fuel and that consume cleaner fuel. Natural gas fits into the latter category, however Daniels said a wider array of natural gas engines is required for further gains to be made.

Daimler itself offers a range of diesel engines from 6.7- to 16-litre, with a power range from 200-600 hp.

"Right now, as an industry, we have an 8.9- and a 12-litre (natural gas) engine," he said. "The next step is rounding out that portfolio, looking at a true 15-litre engine, so customers are not forced to compromise."

Daniels also said it's important that as the government brings forth further fuel economy standards for diesel-powered heavy vehicles, that the technologies used to comply can be adapted to natural gas trucks as well.

"One frustration I have as an alternative fuels manager is, I don't feel the GHG regulations give enough recognition to fuels like natural gas," Daniels said. "The GHG regulations focus on diesels and a good deal of that (technology) will carry over to the natural gas portfolio, but some will be challenging to make a business case to bring over. Natural gas will always be less fuel efficient than diesel and the more diesel improves in fuel efficiency, the bigger the gap becomes and the more challenging that payback period becomes."

While natural gas commands most of the attention on the heavy-duty side, it's not very attractive to medium-duty operators who don't run enough miles to deliver a return on investment, according to Glenn Ellis, vice-president, marketing and dealer operations with Hino Trucks. Ellis

said electrification remains a more attractive option for medium-duty truck operators.

"We feel hybrid technology is one way we can easily enter the (green truck) marketplace today," he said. Hino's hybrid has a higher residual value than its diesels, it can run on B20 biodiesel, it doesn't require any additional fuelling infrastructure and it's a proven technology with more than 15,000 hybrid Hino trucks in the marketplace, Ellis said.

But the easiest way to reduce emissions from the commercial vehicle population, according to Kenworth's Douglas, is to remove the heavy-polluting 1990-era trucks from the road. He pointed out a 1990 heavy truck produces as much tailpipe emissions as 65 EPA10-generation vehicles.

"The single greatest impact customers can have is to get that old 1990 vintage truck off the road and upgrade," he said. ●

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BRUCE RICHARDS



Fleet managers and suppliers join forces

Everyone involved with truck transportation should recognize the need to stay current with regulatory changes, with technology, and with new concepts in the world of trucking. My discussions with PMTC members indicate to me that they are at the forefront when it comes to seeking out information and in sharing what they know with other members. That's why so many

people take advantage of the best, most informative event of its kind for the private carrier community – the PMTC's annual conference.

Participants who return year after year will tell you that the PMTC conference consistently delivers expert speakers on a wide variety of current topics along with the opportunity to meet and exchange knowledge and experience with fellow members. The conference is the highlight of the PMTC education cal-

endar and if you have not participated in the past you are very definitely missing a learning opportunity. Mark your calendar now: June 18-19, Kingbridge Conference Centre, King City, Ont. No one can effectively operate a truck fleet in a knowledge vacuum – it is a critical part of the job to keep up to date with changes and learn about new products and services. Some people may honestly feel they lack the time to leave the office and attend events like the PMTC conference, but that mindset can leave you falling behind very quickly. Industry professionals recognize the importance of continuous learning and have a commitment to being the best that includes participation in learning opportunities and, in particular, exchanging ideas with their colleagues.

If you're looking for reasons to take in your first PMTC conference, consider that those who make the time return year after year – a testament to the value of the experience. Consider also that post-conference surveys of participants consistently provide very high ratings to the speakers, topics, Exhibitors' Showcase, and the venue. This year we return once again to the Kingbridge Conference Centre, just north of the Toronto airport. The venue is outstanding and its amenities and service are an important part of the success of our conferences – that's why we're going back.

Elsewhere in this issue of *Truck News*, you will find the full agenda for the con-

ference, which I'm sure you will agree, covers a wide variety of important subjects. However, the educational seminars are but one of the learning opportunities the conference offers: this is the single best opportunity of the year to meet with industry colleagues and share experiences and information that will make your operations even better.

The 2014 lineup includes no less than seven informative seminars on topics chosen by your conference committee for their impact on fleet operators. Day one begins with an important human resources topic: Managing in a Multi-Generational Workplace. This program will be led by Trucking HR Canada, the go-to resource for information on all human resources issues in trucking. The topic is timely as we all face the challenge of effectively integrating a workforce that can include several generations, each with their own ideas and styles.

Additional seminars on that first day include a look at how one major private fleet deals with the issue of driver fatigue. Despite the regulation of hours-of-service, fatigue is a safety concern that cannot be ignored, and this progressive fleet has found an effective way to combat its effects. We'll also take a look at a popular topic – truck technology. Want to see what's available now and what the techies are thinking about that will improve truck safety? This is always an intriguing session.

Next up we've engaged a panel of experts to describe a variety of ways that fleet managers can acquire the equipment they need. You may have been doing it the same way for years without considering some of the available alternatives, and this seminar will definitely give you some alternatives to think about. Day one also includes networking and receptions in the Conference Exhibitors' Showcase – another sell-out this year – and of course the inductions into the Hall of Fame for Professional Drivers and the Private Fleet Safety Awards.

And this year we are excited to include a very special "Champagne Reception" that will precede the presentation of the private fleet safety awards during the Chairman's Dinner Evening. This addition to the annual program will give everyone a chance to socialize.

Day two begins with a review of Canada's newly proposed EOBR standard. This standard, and the one being developed in the US, will lead us into a new era of compliance with, among other things, hours-of-service. This is your chance to learn what Canada will require and to ensure that your system, or the one you will acquire, meets the standard.

Another important session will reveal the results of Deloitte's recently submitted report on the effectiveness of Ontario's CVOR system. That report contained a number of recommendations for changes and improvements, relying to a large extent on input from the trucking community. We'll review that report and hear from MTO about their planned responses. We then conclude the seminar series with a presentation that will explain exactly what goes on during a CVSA inspection. And of course we will be distributing the PMTC annual vehicle graphics design awards – always a highlight of the conference.

You don't even need to be a PMTC member to attend. Our aim is to educate and for that reason we open the conference to everyone with an interest. We're in the education business – come on out and get some. ●

The Private Motor Truck Council is the only national association dedicated to the private trucking community. Direct comments and questions to trucks@pmtc.ca.

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DAVID BRADLEY

Waiting
on Obama

There's a song that's been out a while in the United States by one Cledus T. Judd, called "Waitin' on Obama." It's a lament about high expectations and dashed hopes. I readily admit there are times I lament what I perceive to be our federal and provincial regulators "Waitin' on Obama" before taking positions or moving forward on certain transportation matters.

I just think we have something more to offer to the debate on certain trucking regulations by leading than by following. There are times when we can and we should punch above our weight. One project where Canada has punched above is weight is with regard to the new international bridge crossing at Windsor-Detroit. I commend our federal government for its leadership on this key infrastructure project which is important not only for Canada's economy, but equally so for the US economy. Yet, we still find ourselves "Waitin' on Obama."

The Windsor-Detroit International Crossing is dubbed "the most important international land crossing in North America" in the Government of Canada's Economic Action Plan 2014 "in recognition that an efficient and secure corridor is essential to the competitiveness of the manufacturing sector, and Canada's economy more broadly."

By now you know the story. After years of stops and starts, and because you can't build half a bridge (unless you want a diving board over the Detroit River), the Government of Canada took the bold step of offering to pay Michigan's share of the bridge construction and land acquisition costs - estimated at around \$2 billion - thus removing a major political roadblock in the state legislature.

In 2012, newly-elected Michigan Governor, Rick Snyder, despite opposition from some in his own government and a campaign by the Ambassador Bridge owners, won a referendum in support of the new bridge. In June 2012 a governance agreement between the Government of Canada and the State of Michigan was signed and enacting legislation was passed in December that year. I was proud to be in attendance at the signing ceremony. I recall the federal US Secretary of Transport, Ray LaHood, also participated and spoke in glowing terms on behalf of the Obama Administration in support of the project. In April 2013, what many of us thought was the last major stumbling block - the Presidential permit - was issued for the project.

Perhaps we should have known better. There have been more red lights on this project than on Huron Church Road. Now, it seems, the administration can't come up with the \$250 million needed to construct the US Customs plaza on the US side of the new bridge.

The President's \$4-trillion budget for 2015, which he sent to Congress in March, didn't include a penny for the Customs plaza. So, here we are "Waitin' on Obama" again.

Undaunted, but no doubt frustrated, the Canadian government is providing \$631 million over two years on a cash basis to advance the construction of the new crossing, of which Economic Action Plan 2014 proposes to provide \$470 million over two years to support necessary procurement and project delivery activities. It should also be noted that construction of the connecting highway - a joint project of the Ontario and federal governments - to the new bridge has been underway for a couple of years now. The Herb Gray Parkway is expected to be open to traffic in late 2014.

The "other" major infrastructure project of joint interest to both Canada and the United States is the Keystone XL pipeline. As Mr. Judd's song goes: "There's a long line waitin' on Obama." Let's hope we don't have to wait too much longer and that the answer on both of these essential projects is affirmative. ●

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

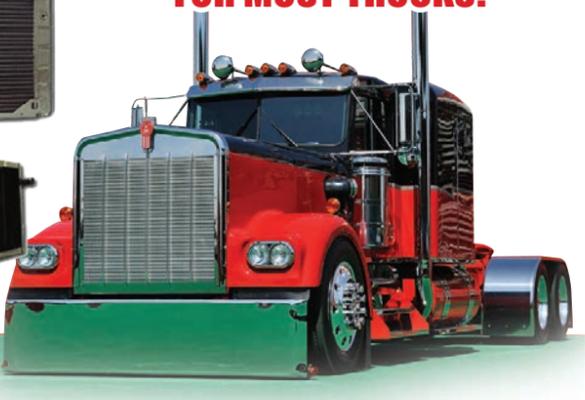


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*Source: Impact of Ride Quality on Truck Driver Health & Safety, A TCA Member Fleet Case Study, March 11, 2014.

Over the Road

AL GOODHALL



They took my stick and I don't miss it

Back in February, I jumped into a 2015 Freightliner Cascadia Evolution. The catch was that it came equipped with a Detroit DT12 automated transmission. I talked to a few folks I knew who had made the change to an automatic – drivers that I thought would never make the change from a stick – and received a lot of positive feedback.

Turns out, I found it to be a pretty slick combination myself. I had tested an automatic for a three-month period several years ago and couldn't wait to get back into my old truck at the time. Automatic transmissions have come a long way in a short period of time. I'm already averaging a full mile per gallon in fuel savings over my previous Cascadia equipped with a 13-speed standard transmission, and since my company pays a fuel bonus, what's not to like? A couple of things have come up, but so far the good outweighs the bad by a long shot.

The DT12 has an economy setting which is the fully automatic mode and a manual setting, allowing the driver full control over gear selection. Once the cruise speed is set in the economy mode the DT12 pretty much drives itself. On a downgrade it will grab lower gears and engage the engine brake to hold your cruise speed. For

steep mountain grades and/or poor weather conditions, simply flick it over to manual mode and you have full control of gear selection and engine brake applications.

The transmission shifter and engine brake are combined in a paddle lever mounted to the steering column under your right hand, so if you're cruising along and have a need to avoid that deer or moose spooked out of the

“I've probably shifted gears millions of times over the course of my career. At this point I'm not missing it.”

bush, just flick your fingers downward to manually engage your engine brake as you brake and steer. With disc brakes on all axles there is plenty of smooth stopping power. Rollover stability provided by Meritor gives some additional peace of mind. Like I said, it pretty much drives itself.

Because I do a fair amount of LTL work, I had some concerns about how it would handle the city driving and how responsive it would be working in tight quarters. I had no need to worry. The DT12 shifts smoothly under a variety of loads and will “creep” slowly if just left in gear as you reverse into a dock. Nice. So far so good, but what

about snow and ice?

At this point I have not completely overcome my bias for a standard transmission in poor weather conditions. Maybe it's not so much a bias as a comfort level I have developed with a stick. I still feel somewhat disconnected from the road surface sitting on top of an automatic. Maybe that will change in time. That being said, I've had the opportunity (or bad

driver training? These trucks may require far less input from the driver by removing the burden of shifting gears, but what are the disadvantages of not having that experience in your toolbox as a professional driver?

My concern for new drivers in these trucks is their first experience in poor winter weather conditions. In a truck with a standard transmission, you can feel a truck breaking traction. It's difficult to describe but you develop a sensitivity to the road surface when you have driven a stick for a number of years. You carry that experience forward when you climb into a truck with an automatic transmission, but I don't believe you can develop that feel by driving an automatic. I'm not sure if that statement will make any sense at all to someone that has no experience driving a big truck but I'm sure any truck driver reading this will get it.

The DT12 will downshift on its own and apply engine brakes as needed. What if that occurs with a light load on a slick road? Has the new driver received the much-needed mentoring to recognize the line between driving for economy and driving for safety? Perhaps my concern in this regard is misplaced. I hope it is.

The bottom line is that I'm willing to give this truck a couple of years to grow on me. I've probably shifted gears millions of times over the course of my career. At this point I'm not missing it. ●

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 @Al_Goodhall.



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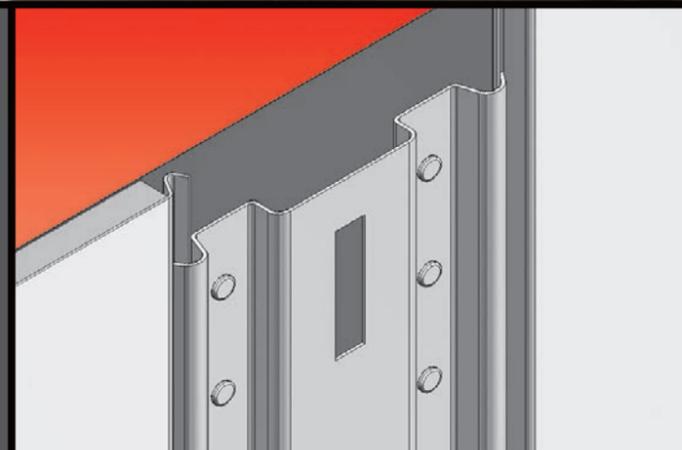
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You say tomato I say tomahto

MARK LEE



Embarking on a new career as an O/O

In my brief absence from these pages, I have been quite busy. Not my usual kind of busy, but busy expanding my knowledge of our industry. I have been doing it from the other side of the desk too, in a poacher-turned-game-keeper kinda way.

My goal was to find out as much as I could about how it all works so I could decide which way to go in the next stages of my career.

Although I enjoyed my time in the office, the diesel fuel still pumps through my veins and it was only a matter of time before I got myself back where I belong, looking at the world through a windshield. That time has now come and my view from the windshield will be somewhat different than what I am used to.

I'm the one who will be picking up the bills from now on, so my love for the classic long-nose large car has to take a back seat to economics. However, choosing a truck wasn't the first thing on my list; my main priority was choosing who was going to be paying me for my services.

Obviously rates were important, but not just a dollar amount, turnaround times and frequency of runs were also a priority. An extra few cents per mile can soon be swallowed up by a day sitting around waiting on the next dispatch.

I did a lot of research and finally settled on a carrier from my hometown.

Not only do they meet my criteria for good miles, minimal downtime, a decent rate and a good reputation, I will also have zero bobtail miles as the yard is less than two kilometres from my house. I have spoken to many people who are leased on with them and they seem to offer a very good deal for the owner/operator, so I put pen to paper and signed on with them.

Next step was to buy a truck. Here, a little knowledge can be a dangerous thing. Regular readers of my past columns will have no doubt about my feelings towards the unreliability of the newer engines, or rather some of the stuff that is bolted on to them in the name of emissions control.

Things have improved recently, so things are not as bad as they once were, but there is still a lot of stuff to go wrong and this all has to be taken into account when making the choice. The other consideration is, would it better to go for an older pre-emission truck and have nothing to worry about?

If only it were that simple. A pre-emission truck will have done a lot of miles, many parts will need replacing, in fact over time you could end up rebuilding the truck one part at a time. Going down this route does allow you start off cheap and you can also upgrade components as they need replacing and end up with a very efficient truck, but did I really want the hassle?

No, I didn't, and my chosen carrier didn't want that either. They have a 'five years old or newer' policy, so I was faced with a choice between nearly new or new. Now my thought process on this was that if somebody has a decent, reliable truck less than five years old, why on earth would they be selling it? I

I've gone for a full warranty package that pretty much covers everything from the bumper to the rear mud flaps.

didn't want to take a chance on someone's cast off, so my decision was to buy new. Again, I did a lot of research. I also looked at what the larger carriers were operating and I kept being pointed in the direction of one manufacturer in particular.

My fellow trucking industry writers also pointed me in the same direction, as the vehicle in question has been awarded prizes by my colleagues. Dealer service was also a priority.

The truck that doesn't break down has yet to be invented, so that was high on my list too. Once again, my decision was reinforced by my local dealer being an award-winning service provider.

So I went to the dealer, cut them a cheque for the deposit and ordered my new truck. I've gone for a full warranty package that pretty much covers everything from the bumper to the rear mud flaps. Hopefully I will not have to have reason to use it, but if I do, then everything is taken care of. Obviously I won't be earning money while this is happening, but I won't be getting a big bill handed over on completion of any work that is done.

Reading through what I've just written makes it all sound so easy - if only that were true. I have spent the past six months asking questions, doing research and calculations.

I wasn't starting out from scratch either. I ran my own small fleet before I came to Canada, so I had an idea of how it all works, but the main thing that I knew was that I needed to plan and not just jump in feet first.

This industry doesn't take prisoners, so getting it right the first time is very important. There are no guarantees that I have gotten it right of course, but I've increased my odds of success by doing the research and making considered decisions. Time will tell if those decisions turn out to be correct. ●

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.

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Track the cost of risk to uncover rewards

There is a price to pay for risk management. Every insurance premium or deductible will illustrate that point. But many fleets and owner/operators might be surprised to learn just how much the cost of risk extends beyond insurance claims alone.

Look no further than dented wheels, a barn door blown off a trailer's hinge, or any of the other collision-related damage which can typically be repaired for less than the price of an insurance deductible. Individually, they might be dismissed as minor problems and absorbed into overall maintenance budgets. Collectively, they can be part of a more

troubling story and an ever-escalating financial loss.

It supports the case for a closer look at the numbers.

The cost of replacement components and a mechanic's time are just the beginning.

Delays linked to these "little" collisions might generate fines for late shipments or erode goodwill, potentially convincing a shipper that they would be better served by another carrier. At best, the fleet will lose the revenue that would otherwise be made by a moving truck.

Even purely cosmetic damage can exact a financial toll. A skilled driver who takes pride in their equipment might decide to look elsewhere for a

job, adding to a fleet's overall recruiting and retention costs.

To compound matters, the smaller claims tend to be a sign of bigger problems to come. There is a saying in the insurance industry that "frequency leads to severity."

Put another way, each minor collision increases the likelihood of a bigger one in the future.

This time a poorly adjusted mirror might lead a driver into a barrier and cause \$500 in damage; the next time, the same sequence of events could lead the driver into a bystander. The employees who make such mistakes are also more prone to costly single-vehicle rollovers, jackknives, and rear-end or intersection collisions.

It is why the Total Cost of Risk (TCoR) is typically set at four to five times the known costs including insurance premiums, out-of-pocket expenses such as the minor repairs, internal administration costs of risk management teams, and third-party support from sources such as lawyers.

With each of these costs paid directly from a company's bottom line, this is hardly a comforting thought in a business where fleets typically make pennies on the dollar. Still, it is possible to control the losses by tracking even the smallest repair – and taking a broader look at the numbers rather than fixing and forgetting any damage.

Every figure can help to tell a story. It is a matter of finding the underlying factors that the individual losses share in common.

Crashes which always seem to involve a particular customer's freight, for example, can draw attention to exceedingly tight schedules or other unusual demands. These might be addressed by refining dispatching procedures or working with sales teams to revise the contracts.

Meanwhile, a troubling increase in backing collisions could focus safety managers on the layout of a fleet yard or the tight route into a customer's loading dock.

These issues can often be solved by considering different routes into a property, switching to shorter trailer lengths, or offering drivers added training in backing techniques and mirror adjustments.

Common threads might also be connecting specific groups of drivers. After acquiring another business, for example, a fleet might discover that its newest drivers are more prone to certain types of collisions and need some type of remedial training. Maybe they are unfamiliar with the new routes or equipment they are using.

Quite simply, any emerging trend will give fleet managers the insight to refine policies and procedures; assign training budgets where they will make the biggest difference; or make the business case for vehicle options such as larger mirrors, electronic blind spot detectors, and other purpose-built technology.

The benefits which emerge are not limited to lower collision costs or controlled insurance premiums, either.

Improved ratings through carrier profiles such as Ontario's Commercial Vehicle Operator's Registration (CVOR) or the US-based Compliance, Safety, Accountability (CSA) score help to prove that trucks will face fewer delays, which will be positive news for customers and drivers alike. Administration teams who spend hours investigating or filing insurance claims will also have the chance to turn their attention to other tasks.

Best of all, the fleet owners and managers who understand the true costs will be equipped to make informed business decisions about risk-related investments. That will lead to many lasting rewards. ●

This month's expert is Kevin Cole, risk services specialist. Kevin has served the trucking industry for more than 25 years providing loss control and risk management services to the trucking industry. 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. You can visit them at www.nbins.com.

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Join us for Trailer Wizards' **Grand Openings (Delta, BC & Cornwall, ON)** and **Customer Appreciation Events across the country this spring!**



Once again, we would like to take the opportunity to show our appreciation by inviting you over for lunch on us! We'll be giving away some great prizes as well as featuring exclusive specials and more!

Trailer Wizards is also, once again, proud to be a sponsor of **Food Banks Canada's Hunger Awareness Week** campaign (May 5-9, 2014). **Food Banks Canada** is the only national charitable organization representing and supporting the food bank community across Canada.

Also, during the months of April to June 2014, we invite customers and suppliers to stop by any Trailer Wizards location nationwide and bring in non-perishable food donations in support of local food banks.

Watch out for our Customer Appreciation Events this spring and help us support those in need!

Food Banks
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April 30: Delta, BC **Grand Opening!**
May 7: Edmonton, AB
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CONFERENCE

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WEDNESDAY, JUNE 18

Registration & Coffee

Seminar I: Managing in a Multi Generational Workplace

Today's workplaces now include multiple generations – more than ever before, and managers must understand how to get the best from each of their employees. Learn strategies for handling the challenges of a multi generational workforce.

Seminar II: Equipment Acquisition – Tips for the Buyer

A panel of industry experts will explain the pros and cons of renting, leasing, purchasing and financing your equipment acquisitions – advice that will help you make the right choice.

The Conference Exhibitors' Showcase

Visit with our conference exhibitors and network with fellow registrants. Meet old friends, make some new ones, and see products and services that can make your fleet more effective.

PMTC – Huron Services Driver Hall of Fame Luncheon

Every year we induct up to four professional drivers who have compiled outstanding safety records over the course of their career. Recognizing their individual achievements is always a conference highlight.

Seminar III: Pro-Actively Addressing Driver Fatigue

We're all concerned with driver fatigue but one major fleet has taken a pro-active approach to studying the issue and addressing it with their drivers. Learn how you can benefit from their experience to improve safety in your fleet operations.

Seminar IV: Truck Technology – What's New and in the Works

Advancements in truck technology that improve safety and reduce operating expenses is always a popular topic at this conference. Here's where you discover the latest in truck technology.

Networking and Reception in the Exhibitors' Showcase

Another opportunity to network with your peers, continue conversations, and visit with exhibitors as we prepare for the Fleet Safety Awards Dinner.

The Chairman's Dinner Evening

Recognizing private fleets with exceptional safety records is an important part of the conference. Join us for the presentation of the 2014 awards and dine with the private fleet community.

THURSDAY, JUNE 19

Registration and Coffee

Seminar V: The Canadian EOBR Standard – How It Affects You

Canada has developed a proposed standard for implementation of mandatory EOBR's and you need to know what it means to you. You can hear first-hand from the people who wrote the standard and get your questions answered.

Seminar VI: The CVOR – How Effective Is It?

Significant changes to Ontario's CVOR program were implemented in 2008, and as a follow-up Ontario's Ministry of Transportation commissioned an independent review of the program and its effectiveness. We will report on changes that were recommended and give you your say on the program.

Seminar VII: The CVSA Inspection Model

Do you really know what happens when your trucks are pulled in for a CVSA inspection? In this presentation you will learn from field officers how the inspection process works and what you and your drivers need to be aware of to help keep your fleet running with a minimum of delay.

Exhibitors' Showcase Reception

Relax in our reception area, chat with friends, and inspect the products and services on display that can make your fleet even more effective.

Annual Meeting & Vehicle Graphics Awards Luncheon

Following the business session you'll be treated to a video display of some of the best truck graphics to be found anywhere. These fleets are proud of their image and so they should be. Always a highlight of the conference, the fleet graphics awards luncheon wraps up the conference.

Conference Adjourns

PMTC 2014 ANNUAL CONFERENCE REGISTRATION FORM

3 WAYS TO REGISTER: 1. EMAIL TO INFO@PMTCC.CA 2. ONLINE AT PMTCC.CA 3. FAX TO 905-827-8212

REGISTRANT INFORMATION

Name: _____

Company: _____

Phone: _____ Email: _____

Additional registrants:

1. _____ Email _____

2. _____ Email _____

Non-PMTC members please complete the following:

Address: _____

City: _____ Province: _____ PC: _____

INDICATE HOW MANY WILL ATTEND EACH EVENT

WEDNESDAY

- _____ Seminar I: Managing in a Multi Generational Workplace
 _____ Seminar II: Equipment Acquisition – Tips for the Buyer
 _____ The Conference Exhibitors' Showcase
 _____ PMTC - Huron Services Driver Hall of Fame Luncheon
 _____ Seminar III: Pro-Actively Addressing Driver Fatigue
 _____ Seminar IV: Truck Technology – What's New and in the Works
 _____ Networking and Reception in the Exhibitors' Showcase
 _____ Chairman's Dinner Evening: PMTC – Zurich Private Fleet Safety Awards

THURSDAY

- _____ Seminar V: The Canadian EOBR Standard – How It Affects You
 _____ Seminar VI: The CVOR – How Effective Is It?
 _____ Seminar VII: The CVSA Inspection Model
 _____ Exhibitors' Showcase Reception
 _____ PMTC - 3M Vehicle Graphics Awards Luncheon

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Note: Those cancelling prior to June 1, 2014, will be entitled to a refund less a \$50.00 processing fee. No refunds will be offered after June 1, 2014.

CONFERENCE FEES

PMTC Member Full Registration¹
\$445 + HST = \$502.85

One Day Registration
\$300 + HST = \$339.00

Non-PMTC Member Full Registration¹
\$495 + HST = \$559.35

Spousal Plan¹
\$175 + HST = \$197.75

¹ Includes all events and meals.

ADDITIONAL TICKETS

Hall of Fame Luncheon
\$150 + HST = \$169.50

Fleet Safety Dinner
\$150 + HST = \$169.50

Graphics Luncheon
\$150 + HST = \$169.50

Questions? Call 905-827-0587 or email info@pmtc.ca

ROOM RESERVATIONS

Reservations can be made by calling the Kingbridge Centre directly at 1-800-827-7221. Be sure to mention you are with the Private Motor Truck Council Conference.

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Rooms are allocated on a first-call, first-served basis, so reserve your room as soon as possible.

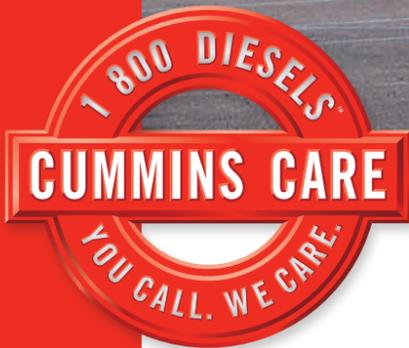
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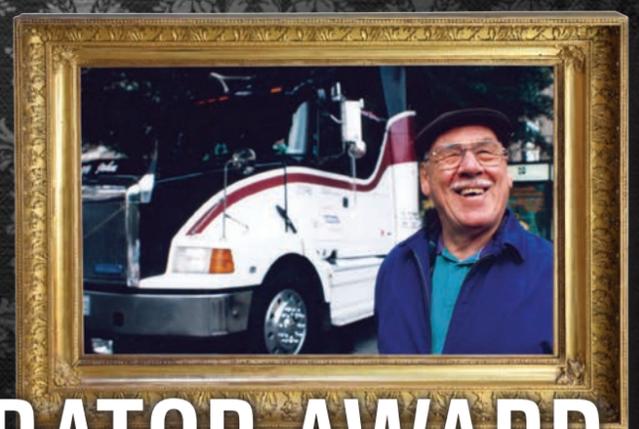
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FORM MUST BE FILLED IN COMPLETELY AND NOMINEE MUST HAVE CLEAN DRIVER'S ABSTRACT

Tax
Talk

SCOTT TAYLOR



Why it pays to know the net fuel price

Truck owners will do anything to save a buck on fuel. But before you leave the spare tire at home, you should plot your fuel stops and find out what you really pay for diesel. It might change your approach to where you fill up your tanks.

When you buy diesel fuel, part of the price is tax. Canada and the US both levy a federal tax that's uniform across each respective country. In Canada, you pay GST or HST as well.

You also pay provincial or state fuel taxes. These really are fuel-use taxes, because what you owe is calculated based on where you burn the fuel, not where you buy it. If you travel 100,000 miles in Manitoba but never buy a drop of fuel there, Manitoba still is owed fuel tax on those 100,000 miles.

In order to make sure each jurisdiction gets its due, 48 states and 10 provinces are members of the International Fuel Tax Agreement, or IFTA. Instead of filing fuel tax returns with each state or province, you file one quarterly report with your base jurisdiction that reflects your net tax or credit. It then apportions any tax you paid according to the number of miles travelled in each jurisdiction. If the net result is an overpayment, you will receive one refund from your base jurisdiction.

Even if you did not operate your vehicle in any IFTA-member jurisdiction or purchase any taxable fuel during the quarter, you still have to file quarterly fuel tax returns if it's licensed under IFTA.

Where to buy fuel

If you're like most owner/operators, the carrier you're leased to is responsible for fuel tax, licensing, and reporting for your vehicle.

Who actually pays state or provincial taxes is another question. Depending on your contract, the carrier may pay all fuel taxes.

But if the carrier charges you when you owe fuel taxes or pays you when you're due a refund, you should be concerned with where you buy your fuel so you can maximize your refund.

The fact is, you don't really know how much fuel costs until you take the taxes out.

Say you're passing through Idaho and Washington on your way to B.C. Why would you hang on and pay US\$4 a gallon in Washington when you can pay \$3.90 in Idaho? One reason is difference in the states' fuel tax rates. Idaho's is 25 cents a gallon. Washington's is 37.5 cents a gallon. Without state tax, fuel in Washington is 3.625 cents, about 2.5 cents cheaper than in Idaho. It may pay to buy as much fuel as possible from states and provinces with the best net price.

You can see our free and regularly updated fuel-price comparison chart at www.tfsgroup.com/tfs/wheretobuyfuel.html.

Managing IFTA returns

If you're required to file fuel tax reports yourself, your home jurisdiction will have a manual that details what

information it needs regarding mileage and fuel purchases. Accurate records are vital because more jurisdictions are combining IFTA audits with

“Keep original documents...as well as original fuel receipts, for at least four years.”

audits for other types of taxes that are apportioned by mileage, like vehicle registration (IRP) and sales tax.

You should keep original documents to support miles travelled in each jurisdiction, as well as original fuel receipts, for at least four years – 16 quarters.

In most cases, if you can't provide adequate fuel and mileage records, tax authorities will estimate the amount of tax you owe. The estimate can be based on your filing history or industry averages for distance and miles per gallon. The estimate will be the final determination, unless you can provide more information to show that it's incorrect.

Reportable miles

Once you put an IFTA decal on the

truck, each and every mile it travels becomes reportable, whether it's empty or loaded or stays in your home jurisdiction all the time.

If you use GPS or some other vehicle-tracking technology to record distance, you should review your jurisdiction's requirements for electronically generated records, including date and time stamping, latitude and longitude, printouts, and the system's method for making distance calculations.

When IFTA auditors review your reports, the failure to account for all miles is one of the primary errors they look for.

The more accurate your trip data is, the more accurate the IFTA reporting will be, which will help to reduce your audit risk. ●

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 or call 800-461-5970.

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Westcan celebrates 50th birthday

EDMONTON, ALBERTA

It's a golden year for Westcan Bulk Transport, as 2014 is the 50th anniversary of the company's creation. Currently a division of RTL-Westcan Group of Companies, Westcan Bulk Transport was founded as a 14-truck asphalt hauler in Moose Jaw, Sask. in 1964. Today, it has more than 500 trucks in its fleet (including 77 owner/operators) and 1,650 trailers. The liquid and dry bulk commodities hauler now operates out of 16 locations across Alberta, Saskatchewan, British Columbia, and the Northwest Territories, and it serves over 500 clients across the energy, mining, agriculture and construction industries.

"We are extremely proud of our successes over the past 50 years, through economic recessions and other challenges, and we know that we could not have done it without the loyalty of our customers and the tireless dedication and innovation of our employees", said Grant Mitchell, president and CEO of RTL-Westcan. "The fact that we have so many long-time employees who have been with us for 10 years or more is a testament to the continued strength of our team and our organization".



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Bison Transport, Paramount named Best Fleets to Drive For

DALLAS, TEXAS

The awards are over and the results are in. Best Fleets to Drive For, an annual survey put together by the Truckload Carriers Association (TCA) and CarriersEdge, named Bison Transport (Winnipeg, Man.) the best fleet for company drivers while Paramount Freight Systems (Fort Myers, Fla.) was selected as the best fleet for owner/operators.

"Bison and Paramount are at the forefront of an industry that recognizes our most important asset is our people," said TCA's president, Chris Burruss. "They have carefully studied what people need and want in a job, as well as what mo-

tivates them to stick with a career in trucking long-term. Congratulations to these companies for figuring out what works and then making it happen."

Best Fleets to Drive For identifies trucking companies across North America that provide exceptional workplace experiences for their drivers.

"We continue to be amazed by the terrific programs the Best Fleets winners are coming up with," said Mark Murrell, president of CarriersEdge. "The investment these companies are making in their people is clearly a success story for all parties involved - from support staff, to drivers, to the chief executive officer."

Canadians sweep TCA safety awards

DALLAS, TEXAS

The grand prize winners of the 38th annual National Fleet Safety Awards presented at the Truckload Carriers Association's convention were announced in early March, and two Canadian companies came out on top. MacKinnon Transport of Guelph, Ont. won the award in the small carrier category and Bison Transport (a big winner this year taking home a total of five awards) of Winnipeg, Man. won in the large carrier category.

"These two carriers continually set the bar and demonstrate that they strive to achieve a high standard of excellence in the safety arena," said TCA president, Chris Burruss. "Awarding TCA's Grand Prize for fleet safety to both MacKinnon and Bison validates exactly that." Accepting the awards were Alex MacKinnon, vice-president, finance and administration, MacKinnon Transport and Rob Penner, executive vice-president and COO of Bison.

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Dicom lands US investor

MONTREAL, QUEBEC

A Montreal-based LTL company has a new American backer.

Private equity investment firm Wind Point Partners announced it has made an investment in Dicom Transportation Group. The amount of the investment was not disclosed, however it was significant enough to warrant changes to Dicom's management.

Scott Dobak, who partnered with Wind Point on the investment, will become CEO. Dobak has been working in the industry for nearly 30 years and was most recently president of Road-Runner Transportation's LTL and TMS divisions.

"I feel fortunate to have the opportunity to join and lead such a strong organization and I am very excited to once again manage a business in Quebec. I look forward to working with everyone on the Dicom team to execute the growth opportunities we've identified and to continue to provide Dicom's tens of thousands of customers with excellent service and value," said Dobak.

Dicom's co-founder and current CEO Peter Overing is retiring. In a statement, Wind Point, said other management members, including president Pierre Poliquin, "will remain with the business and will continue to maintain a significant ownership stake in Dicom," although Wind Point did arrange for a number of new people to be added to the board of directors. They are Rick McClelland (former CEO of Dynamex) who will serve as chair of the board, Joe Lawler (former CEO of ModusLink Global Solutions) and Tom Schmitt (former CEO of Purolator).

Along with LTL services, Dicom offers small parcel courier and truck-load transportation services as well as logistics and transportation management solutions.

The company's brands include Dicom Express, GoJiT and JiT24.7. ●

Schneider adopts new logo to better reflect diversity

GREEN BAY, WISCONSIN

Schneider has dropped the National from its new logo, which it says showcases a more contemporary design that better reflects the geographies the company serves.

The previous logo has been used since 1985, when Schneider's focus was on over-the-road truck freight within the US.

The new logo, the company says, better reflects Schneider's role in multiple modes beyond the US, as well as the fact it's more widely known as just Schneider.

"Although we are not changing the name of our legal entities," said CEO and president Chris Lofgren, "to our associates, our customers and the communities we serve, we are, and



Schneider says its new logo better reflects its global capabilities.

have long been known as Schneider."

The new logo will be adopted over time, including on the company's 10,000 trucks and 45,000 trailers and containers.

As for changing the company's hallmark orange colour? "It wasn't even on the radar," Lofgren said. "We are Schneider and we are the Big Orange. And we couldn't be more proud." ●

Transpro expands

MISSISSAUGA, ONTARIO

Transpro Freight has increased its warehouse operations. Together with Go Smooth Transport and president Gord Crowther, Transpro has acquired assets of Trigitix Warehouse and Distribution and North American Distribution Logistics.

"We're very excited about acquiring these new assets," said Transpro's president, Frank Prosia. "This acquisition complements our existing fleet and assets, so we are in an excellent position to service all our customers' requirements."

The new assets are housed together at Tomken Road, a combination cross-dock and warehouse in Mississauga. Transpro's warehousing capacity is almost 100,000 sq.-ft. ●



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New PC-11 engine oil category looms

Oil companies say new category will bring fuel savings, performance benefits to end users

By James Menzies

The development of a new heavy-duty engine oil category (HDEO) is an expensive undertaking, the cost of which is generally reflected in the price tag and passed along to end users. The good news about Proposed Category 11 (PC-11), set to roll out in April 2016, is that customers will most likely see noticeable fuel savings as well as better performance out of the new oil.

PC-11 has been necessitated by the engine developments aimed at improving fuel economy and reducing greenhouse gas regulations in accordance with recent standards imposed by the US government.

Reflecting a slow-moving migration towards low-viscosity engine oils, PC-11 will be a split category: one will address traditional 15W-40 engine oils and the other will apply to lower-viscosity engine oils, such as 10W-30s.

Fleets will still be able to choose their preferred grade of oil, but by 2016, when the new category takes effect, most engine manufacturers will be recommending the lower-viscosity oils, predicts Dan Arcy, global OEM technical manager with Shell Lubricants.

"Those will probably be the primary recommendation for all 2016 engines when they come out," Arcy said of low-viscosity engine oils. "Those oils will provide better fuel economy than what we get out of current 10W-30s and much better than what we see out of current 15W-40s."

But the new category may also present challenges. Fleets will likely have to stock two motor oils: PC-11 for new engines built in 2016 and beyond, and today's CJ-4 oils for existing equipment. Whatever the split, it's likely 15W-40 engine oils will take up less shelf space as the industry warms to the idea of running lower-viscosity engine oils.

Even fleets that have already transitioned to lower-viscosity engine oils in the pursuit of fuel savings will see further benefits when the new category is rolled out. This is because the PC-11 10W-30s will feature improved high-temperature high-shear properties - basically a thinner film - than seen in today's 10W-30 oils.

"Most OEMs are already factory-filling with 10W-30," said Len Bedal, commercial sector manager with Chevron Lubricants. "Today, you have a traditional film thickness for 10W-30 and we will give that 10W-30 a little bit narrower film thickness, so it gives better fuel economy performance, even above a traditional 10W-30."

Shell's Arcy says fleets moving from a 15W-40 to a 10W-30 today can achieve fuel savings of about 1.6%; going from a 15W-40 to a PC-11 grade 10W-30 will provide even greater fuel savings, though it's too early to give specifics.

"What fleets and owner/operators

should be excited about, is the potential for fuel economy savings," added Barnaby Ngai, category portfolio manager, transportation oils, Petro-Canada Lubricants. "That alone can offer quite a bit of benefits. It's a fact that fuel makes up a good portion of the expenses as it relates to the trucking industry, so any savings around that would be quite beneficial. But

Continued on page 43

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Low-viscosity oils closer to mainstream

Continued from page 41

also, when you move towards a lower-viscosity, higher-performing product, you're going to get additional performance benefits from protection, cold temperature properties and things along those lines."

While OEMs are factory filling with lower-viscosity engine oils and some large fleets have made the switch, many operators still wonder about the thinner oil's ability to protect the engine and its internal components. But all oil manufacturers claim their 10W-30s offer protection equal to their 15W-40 products. Chevron at the Mid-America Trucking Show took it a step further and performed an engine teardown on a Detroit Series 60 engine with 412,000 miles on it, to highlight this point.

"People want tangible proof," explained Chevron's Jim Gambill.

He said the fuel savings that can be achieved today by switching from a 15W-40 to a 10W-30 amounts to about \$900 per year.

While the lower-vis engine oils may cost slightly more, he added, "they're not a lot more expensive relative to what you save."

So, how do lighter-weight engine oils save fuel? Gambill explained it this way: "Fundamentally, it's the thickness of the oil. If you think about pumping oil around that engine 2,000 times per minute, that's a parasitic load. If the oil is a little bit heavier, that parasitic load is a little more than if it was lighter. If you have a little less energy going to pump that oil around, you have a little more energy that can push through to the drivetrain or (provide) fuel savings."

Or, as Ngai said, "It's like swimming in a pool filled with water versus molasses. You're going to expend a lot less energy getting from Point A to B."

With a new category and OEMs collectively ushering in the more widespread adoption of low-viscosity engine oils, J.P. Soucie with Castrol distributor Wakefield Canada, says it's a great time for truck owners and maintenance managers to re-evaluate their traditional decision-making processes.

While he acknowledged adopting a 10W-30 oil today or in 2016 will bring *some* fuel economy benefits, that change alone just scratches the surface of an oil's ability to drive fuel savings.

"As a fleet operator or owner/operator, if you are looking for fuel economy, synthetics are designed to accomplish that specific goal," Soucie said.

"If you're looking for fuel economy, you need to get a fuel economy synthetic or semi-synthetic."

Most 10W-30s currently on the market provide some fuel savings because of their thinner composition, but weren't designed to deliver this benefit, Soucie explained.

"I think if you're going to make

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PC-11 oils will drive fuel savings

Continued from page 43

the change (to lower-viscosity oils) anyhow, if you're going to make that paradigm shift in your head and in your fleet to go to a 10W-30, why not take advantage of the technology we as oil manufacturers need to (develop) to keep up with the OEMs and go to the next step? Semi-synthetics lower your total cost of ownership and have a significant impact on your cost per mile."

While OEMs increasingly have green-lighted the use of low-viscosity engine oils in their products, Lilo Hurtado, applications engineer for ExxonMobil, warned at the Technology & Maintenance Council meetings in March that a switch to lighter-weight oils should only be made in consultation with OEMs.

Fleets should still check with engine manufacturers to find if the low-viscosity oils are a fit, particularly when working with older engines and severe duty cycles, Hurtado said.

"Be very specific," Hurtado said of requests for low-viscosity oils.

While the new PC-11 category will undoubtedly push low-viscosity engine oils closer to the mainstream, it won't likely fully displace 15W-40 oils anytime soon as the predominant formulation used in the trucking industry – at least not by 2016.

"I still believe 15W-40 will be the bigger volume grade, however I think you're going to see segments of the market – like the large- and mid-sized fleets – completely converted over to 10W-30 or in the process of doing it," Chevron's Badal said. "If you look at the smaller fleets and owner/operators, who sometimes run older equipment, it could take another 10 years or so before all of them come over."

But when faced with the prospect of managing two different engine oil viscosities, Soucie said he anticipates more fleets will make the wholesale switch to 10W-30 oil when 2016 rolls around.

"Lots of fleets have challenges just managing one viscosity, and making sure it's not topped up with a different brand," Soucie said.

While it may be premature to speculate on the need for future HDEO categories beyond PC-11, the US government's push for greater fuel economy from heavy-duty trucks is not likely to abate.

US President Barack Obama has already announced further standards for model years 2018 trucks and beyond.

Asked if the next set of fuel economy standards/GHG reductions will require the creation of another new engine oil category, Shell's Arcy said it's too soon to say.

"If you go back and look, historically every time we had a change in emissions standards with the exception of 2010, we always had a change in engine oil formulation in order to protect the new engines," Arcy said. "What's going to happen in 2018-2020? We're not sure yet." ●



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Hino and Isuzu name
new executives and
Trailer Wizards
appoints new rep.**

The CEO of Kriska Transportation, **Mark Seymour**, has been selected as the chairman of the Canadian Trucking Alliance (CTA). Seymour has been on the CTA board of directors and executive committee for several years, most recently as the vice-chairman. He will be chairman of the CTA for a two-year term.

The winners of the prestigious Driver of the Year award at the Truckload Carriers Association's annual meeting were both Canadian.

Jack Fielding of Bison Transport, Inc. won the Company Driver of the Year award, and **Terrance Smith** of SLH Transport, Inc. won the award for best owner/operator. The winners both received a brand new Ram 2500 pickup truck. They were the only Canadians to make the Driver of the Year shortlist in both of their divisions.

Lighting company Peterson Manufacturing has a new vice-president of product management.

In her new role, **Kristen Goodson** will be responsible for developing product strategies and co-ordinating cross-functional team initiatives across the planning, engineering, tooling, manufacturing, packages and product launching operations. She will also serve on Peterson's board of directors.

Hino Trucks has a new senior vice-president of sales and customer support. **George Daniels** has taken over the role following the departure of Bob McDowell from the company. Before the appointment, Daniels served as vice-president of service operations. A 40-year veteran of the industry, he has also worked at Mitsubishi Fuso Truck of America and at Iveco Trucks of North America.

Isuzu Commercial Truck of Canada Inc. has changed the way its Canadian operations are managed. The company has hired a former General Motors of Canada executive, **Andy Craig**, to become director of Canada operations. The position is a new one, and Isuzu says its creation will allow the company to strengthen its commitment to the Canadian market.

Craig's GM background includes sales, service, commercial fleet, training and marketing. In addition, he also has direct experience with the majority of Isuzu's dealers, thanks to GM's investment in the company. Part of Craig's responsibilities will be to develop the dealer network and commercial truck operations.

Trailer Wizards has named **John Slade** its new dealership sales rep based out of the company's Mississauga office.

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Slade has been promoted from the company's parts department. ●

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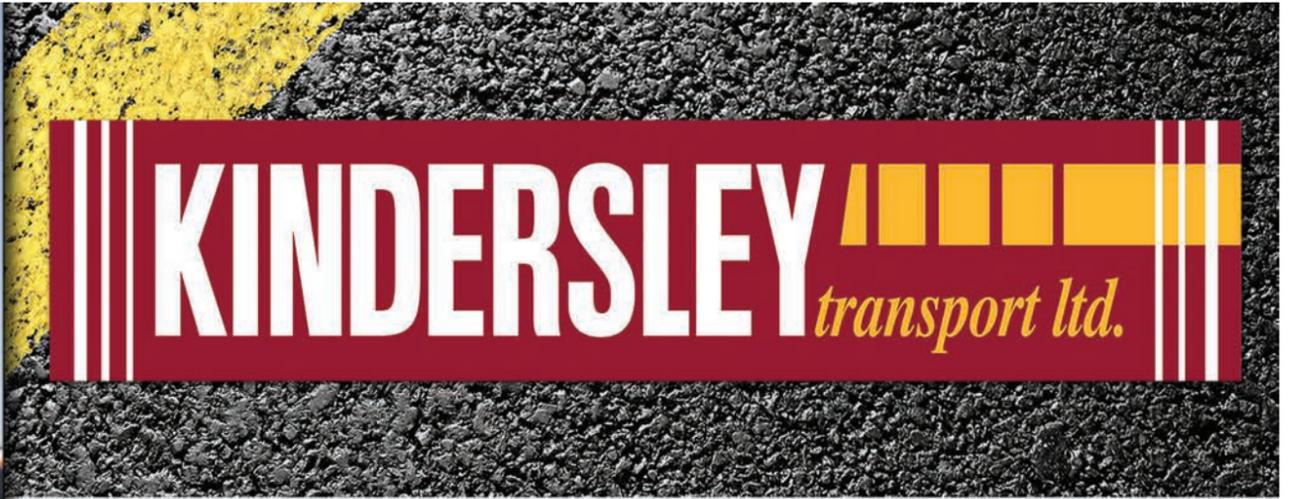
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The BIG Mid-America Trucking Show report

A round-up of the biggest news from North America's largest trucking show, including industry forecasts from chief executives

By James Menzies with reports from Carolyn Gruske and Lou Smyrlis

LOUISVILLE, KENTUCKY

Couldn't make the Mid-America Trucking Show this year? That's alright, we've got you covered. Our team of editors was on-hand, collecting information and checking out the new wares from all the OEMs and suppliers.

From industry forecasts, to what's new in trucks, trailers, wheels, tires and axles - read on for all the highlights. And if that's not enough MATS coverage for you, visit Trucknews.com where you can find all the news from the show.

The outlook

In addition to serving as the venue from which to launch new and updated products, Mid-Am also provides a good place to catch up with supplier and manufacturer CEOs and to pick their brains on the general health of the industry. The mood at this year's show was universally upbeat. Though it's unlikely the heads of various truck and equipment manufacturers compared notes prior to the show, they were remarkably consistent when projecting Canada/US Class 8 volumes this year will total between 210,000-240,000 units. If demand comes in at the higher end of the spectrum, 2014 could equate to one of the best years for Class 8 retail sales - ever.

Gary Moore, general manager of Kenworth and Paccar vice-president, noted 2013, at 212,000 Class 8 units sold in the US and Canada, turned out to be the fifth best year on record. He said there's potential for 2014 to represent the third largest truck market in history if early activity holds up.

Martin Daum, president and CEO of Daimler Trucks North America (DTNA), projected Class 8 demand to increase slightly in Canada (+2%) and more noticeably in the US (+13%).

"I'm very bullish that we should end with a higher market than in 2013," Daum said.

The overall Class 8 NAFTA market (including Mexico) could be 11% stronger than last year, Daum predicted, and when factoring in Classes 6/7 trucks, about 8% stronger. For its part, Daimler has been "quietly" boosting production, bringing on 1,200 employees since last year, Daum reported.

Joe McAleese, president and CEO of Bendix, says data he has reviewed indicates the trucking industry is very healthy and on the brink of a "ramp-up."

"As I sift through the facts and figures, it is clear we are on the verge of a fairly robust industry ramp-up," he said. "Class 8 production, in 2014, will be up 15% from 2013. And expect 2015 production to be up another 5-15%. When we move on to look at the Class 8 data, we see a pretty rosy picture. Truck tonnage is relatively robust. Truck tonnage is in good shape. Most importantly, the operating margins of the fleets

who publish data is pretty good. Obviously we have the factor of the driver shortage out there, but fleets have kept capacity under control, to the point where they are getting their rate increases and are making those stick, which has been good for profitability enabling them to afford new truck pur-

Continued on page 53



Fuel economy was a priority at this year's Mid-America Trucking Show, with many OEMs touting improvements over previous versions of the same models. Kenworth announced its T680 is now 5% more fuel-efficient than the same truck was a year ago thanks to design improvements.



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Fuel-efficiency, uptime the themes of this year's MATS

Continued from page 51

chases."

The average age of the North American Class 8 truck fleet continues to rise (we heard figures discussed at the show ranging from six-and-a-half to eight years). Many truck and engine manufacturers have improved fuel economy since just last year, meaning it's a good time to replace aging equipment, contended Jeff Jones, vice-president, North American engine business for Cummins, who claimed an ISX15 engine today is 7% more fuel-efficient than the same engine ordered four years ago.

"If you've got a four-year-old truck and you're contemplating trading it in, the new truck you're putting into service will be at least 7% more fuel-efficient," Jones said. "That is a big deal."

Jones cited industry studies that estimate the cost of running a Class 8 truck in the US grossing 80,000 lbs is about \$1.65 per mile. Fuel costs about 60 cents per mile, making it the biggest single expense.

"A 7% improvement on what's more than a third of the operating cost of a vehicle goes straight to the bottom line," Jones said, adding it could save a fleet about \$4,000 per truck each year. "If you think about fleets that operate hundreds or thousands of trucks, the math is pretty easy to justify in terms of the ROI on a new truck," he added.

The trucks

Moving on to product announcements, specifically trucks, most of what we saw at the Mid-America Trucking Show involved subtle enhancements to existing models with the aim of improving fuel economy. Several OEMs were touting fuel savings achieved since GHG14-complying measures were imposed in January.

Goran Nyberg, president of Volvo Trucks North American Sales and Marketing, said he was surprised at how much better the GHG14 equipment is performing for fuel economy.

"I'm happy to announce today, that we have been able to exceed our expectations in fuel efficiency," Nyberg announced at the show. "The new greenhouse gas (certified) 2014 engines are delivering up to 3% extra fuel efficiency, bringing value, bringing dollars to our customers."

Mack Trucks president Stephen Roy echoed these findings, claiming GHG14-compliant Mack trucks are getting 2.4-2.5% better fuel economy than last year's models.

Fuel economy was the theme of this year's show, with OEMs announcing new packages to improve upon the performance of their existing models. For example, Roy said Mack offers an aerodynamic fairing package that can improve fuel economy by 2-7%.

Kenworth introduced a fuel economy package for its T680, which the company says makes the truck 5% more fuel-efficient than the same model ordered last year. The savings came in the form of: powertrain optimization; the mating of the Paccar MX engine to the new Eaton Advantage Series automated transmission; improved aerodynamics and more efficient drive axles.

Even Western Star, which is known for its long-and-tall, classic-styled truck designs, announced at Mid-America that it will be introducing



Optimus Prime was the Star attraction at Western Star's booth. Officials said a new aerodynamic Western Star will be released later this year.

a fully aerodynamic new model, the 5700, later this year. Those looking for a sneak peek of what a slippery Western Star might look like were treated

to an appearance by Optimus Prime, a Western Star-built truck that'll play the lead role in the upcoming Transformers movie.

Uptime was another theme that came up throughout the Mid-America Trucking Show. Volvo and Mack executives both spoke of an Uptime Center being constructed in Greensboro, N.C., which will bring together under one roof all employees who have a role to play in reducing downtime.

"Uptime has become as important as fuel efficiency," Volvo's Nyberg said. "I would say it isn't a customer meeting if we don't talk about the importance of turnaround times and uptime and vehicle performance."

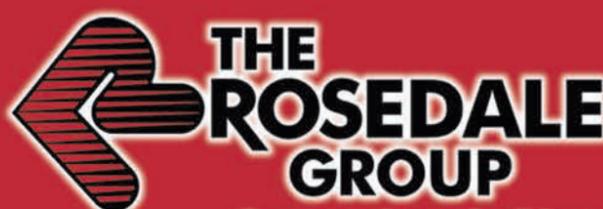
Remote diagnostics – the ability to remotely monitor engine fault codes and advise the operator on the best course of action – is one way OEMs are looking to improve uptime. Navistar demonstrated at the show its new OnCommand Connection remote diagnostics platform and Cummins said it was getting into the game

Continued on page 54

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Trailers on display offered a look at the past and the future

Continued from page 53

as well. Cummins - which also announced a made-for-Canada 585 hp rating for its ISX15 - launched Cummins Connected Diagnostics, which will go into full production next year. It will be integrated with the telematics programs fleets are already using, with no need for additional hardware.

Also talked about this year was the ongoing shift towards automation. Daimler announced its Detroit DT12 automated mechanical transmission has sold 17,000 units since its introduction only a year ago.

Eaton expanded availability of its newest, lighter-weight Fuller Advantage Series automated transmission, announcing it can now be mated to Paccar MX engines and to Cummins engines in Volvo trucks. Eaton officials at Mid-America noted 20% of the North American Class 8 build currently runs



Mack and Volvo discussed construction of a new Uptime Center, which will bring together all the employees who contribute to vehicle uptime.

automated transmissions, and the expectation is that'll climb to 30% within three to five years.

In-cab driver coaching systems were

also introduced at the show. Both Kenworth and Peterbilt announced systems integrated into the driver display that provide real-time feedback on a

driver's coasting and braking performance.

The trailers

Great Dane attracted a crowd, showcasing a trailer designed as part of Wal-Mart's WAVE concept tractor-trailer. The trailer was made of composite fibre materials, reducing weight by 4,000 lbs compared to trailers on the market today. The trailer also featured a unique suspension, which raises one of the axles as the load on the trailer diminishes, further reducing fuel consumption. The trailer, while futuristic in appearance, is DoT-legal, Great Dane's Adam Hill told *Truck News*. However, he admitted it's also cost-prohibitive at this time.

"One of the biggest disadvantages is just the extreme cost of it," he acknowledged.

Another interesting trailer introduced at MATS, but not likely to haul much cargo, was Utility's legacy trailer, a sort of rolling museum that pays tribute to its 100-year history. Utility is marking its centennial this year, which the company says makes it the industry's longest-running trailer manufacturer. The trailer will go on the road, appearing at various events throughout the year to showcase the company's history.

Craig Bennett, senior vice-president of sales and marketing, said the ongoing challenge for the trailer industry is to reduce weight and improve productivity for carriers who are facing productivity headwinds in the form of government regulations (ie. shorter hours-of-service for drivers and increasingly expensive and heavier power units).

"Tractors have gotten heavier and the 80,000-lb gross load has not changed," Bennett said. "Everyone is wanting the trailer guys to get lighter so they don't have to sacrifice cargo. That's our challenge. It has always been our challenge, but even more so the last 10 years."

New trailers introduced at the show included an all-aluminum centre frame step deck from Trail King, which the company says offers improved corrosion resistance. The TK80AACS will enter production later this year.

And for you tanker-yankers, Heil Trailer announced it will once again begin building stainless steel tanker trailers.

The tires and wheels

It took 10 years for Michelin to sell its first million X One wide-base tires, and just three years to repeat the feat. The Michelin Man himself took the covers off the two millionth X One tire produced by the company.

Michelin estimates it has helped customers save 150 million gallons of fuel with the introduction of the X One. It offers up to a 10% improvement in fuel efficiency and 740 lbs of weight savings per truck, according to Ted Becker, vice-president of marketing for Michelin Americas Truck Tires.

While announcing the milestone, Michelin also introduced a new wide-base single tire: the X One Line Energy T trailer tire and its corresponding X One Line Energy T Pre-Mold Retread. Becker said a new compound maintains a constant footprint regardless of the weight of the load, reducing irregular wear and improving removal mileage by 15%.

Goodyear had news at the show as well: the launch of a new tire program that gives small- and medium-sized



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fleets the same tools and treatment enjoyed by the big guys. Goodyear's Smart Fleet program will come to Canada later this year. It offers consistent, nationwide pricing for tires, retreads and other services.

"We conducted some research with the smaller guys and they told us they want a program from Goodyear. We asked them what they would like and they answered, 'We would like, first and foremost, that there are no surprises.' So that became our slogan: No surprises," Jose Martinez, digital and solutions manager for Goodyear, told *Truck News* at the show.

The program also eliminates for members, the \$25 dispatch fee small fleets had to pay for service.

"At the end of the day, what we do is we help them control the costs of their operations with a safety net. Everything is published. There is nothing that will take them by surprise, even if it's on the road," Martinez said.

Smart Fleet will come to Canada when all the Canadian laws, taxes, regulations and languages have been sorted out, likely later this year.

Continental Tire introduced some new tires at the show, including a Conti-Hybrid HS3 tire that's designed to work equally well on-highway and in urban environments.

"It is specifically engineered to allow the fleets not to have to keep switching tires just because the truck is running regional today and running long-haul tomorrow. It is a tire that suits all applications," announced Paul Williams, Continental's executive vice-president.

Also unveiled at the show was the HS3 steer tire, which Continental says is its most fuel-efficient tire ever produced.

Yokohama showed at its booth a selection of newly introduced tires, including: the 902L and 709L ultra wide-base drive tires.

"We're seeing more of a demand for (wide-base tires) because of the weight savings, which is where fleets can find an immediate benefit," said Rick Phillips, Yokohama senior director, commercial and OTR sales. "It's something tangible - they can measure and calculate savings."

Some of the new tires introduced at the show will undoubtedly be mounted to Alcoa's new Ultra One wheel, which it claims to be the lightest-weight aluminum wheel ever produced. The Ultra One is 47% lighter than steel wheels and weighs five pounds less than the previously lightest-weight heavy-duty truck wheel, Alcoa announced. A new alloy was developed to generate the weight savings and as a bonus, it's also 17% stronger, Alcoa claims.

The other stuff

For you heavy metal fans comes a new heavy-duty steer axle suspension system from Hendrickson. The Softek NXT combines Hendrickson's Steertrek NXT axle with its Softride monoleaf spring technology, and is suited for applications rated from 12,000-12,500 lbs, the company reported.

"It captures the characteristics of a traditional mechanical suspension and significantly reduces weight and helps improve fuel economy and payload capacity," said Matt Joy, vice-president and general manager, Hendrickson Truck Commercial Vehicle Systems.

Weight savings are achieved by eliminating the inner leaf (-72 lbs) and by using a lightweight clamp group (-46 lbs).

Hendrickson also introduced the Optimaax liftable tandem axle designed for 6x2 applications, though



A futuristic trailer designed by Great Dane for Wal-Mart was on display. The trailer is made of composite fibre material that shaved 4,000 lbs from its weight. It also features a smart suspension system that adjusts based on the weight of the load it's carrying.

there are provinces in Canada that won't want to see this here quite yet. (Ontario and Quebec are leery of 6x2 configurations for this very reason;

they fear drivers will lift the axle while loaded to save fuel, potentially damaging road surfaces. Still, the concept is a good one, with the elimination of the

second drive axle saving up to 5% in fuel).

Hendrickson also came out with the Vantraax Ultraa-K slider system that uses the company's zero-maintenance damping technology to pivot mudflap brackets and for suspension-damping air springs.

Dana was busy on the steer axle front as well. New additions to its Spicer E-Series steer axle line reduce weight by about 35 lbs. They'll be available in early 2015 and are rated from 10,000-13,200 lbs. Dana also showed off a new all-makes line of heavy-duty steer axle components, providing coverage for complete steer axle assemblies including knuckles, steer arms, crosslink assemblies and other components.

And a new Spicer D-Series steer axle introduced by Dana allows fleets to run air disc brakes without having to incur additional weight, the company announced. The new D-Series axles feature an integrated air disc brake knuckle, reducing the weight of the assembly by 76 lbs. ●

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Groupe Crevier expands into B.C.

VANCOUVER, B.C.

Catalys Lubricants has announced its launch into the B.C. industrial lubricants market, where it will serve as the distributor for Chevron. Catalys is the new Western Canadian division of Groupe Crevier. It will be responsible for the sale and distribution of lubricants in the Lower Mainland, Fraser Valley and Vancouver Island, the company announced.

"We are very excited for our launch into the Western Canadian marketplace with Catalys Lubricants," says Pierre Crevier, president of Groupe Crevier and Catalys Lubricants. "We have enjoyed a long and lauded history in Eastern Canada, where we remain very active, and are delighted to expand our operations to British Columbia."

Groupe Crevier has been recognized as one of Chevron's top marketers in North America. "Chevron Canada has a long-standing relationship with Groupe

Crevier," says Deanna Eckford, area business manager for Chevron. "We are looking forward to continuing to work with Groupe Crevier and their new Western Canada subsidiary Catalys. We know that Chevron customers will be in great hands with Catalys."

Groupe Crevier says its move into the B.C. market doubles its sales capacity and increases the volume of Chevron products it distributes by 150%. The company already has a presence in Quebec, Ontario, Nova Scotia, New Brunswick, P.E.I. and Newfoundland.

"It's an exciting time," says Steve Madelung, general manager of Catalys Lubricants. "We have been working very closely with Chevron during this launch period and are utilizing existing Chevron resources to ensure a seamless transition. We will continue to provide the complete Chevron product range and, of course, the great customer service that Chevron customers expect." ●

Eaton, Cummins broaden powertrain collaboration

By James Menzies
NASHVILLE, TENNESSEE

Eaton and Cummins have expanded their SmartAdvantage integrated powertrain offerings.

The companies have approved the ISX15 SmartAdvantage – consisting of the Cummins ISX15 engine coupled with the Fuller Advantage Series automated manual transmission – for applications of up to 110,000 lb GVWR. This should increase interest in the package in Canada.

The companies also expanded the SmartAdvantage package to include the ISX12 engine, offering a lighter-weight option to fleets. And Cummins announced Eaton's UltraShift Plus is now approved for use with its ISX12 G



Cummins and Eaton are now offering a 12L engine/AMT SmartAdvantage powertrain package.

natural gas engine.

"We are proud to be able to offer North American fleet customers the first automated transmission to be integrated with a spark-ignited natural gas engine, which shows the level of customer commitment our teams are focused on providing," said John Beering, senior vice-president and general manager, commercial vehicle transmission business, Eaton. "We are confident that our customers will find this powertrain an excellent value compared with other automatic transmission alternatives."

Eaton and Cummins first announced their integrated powertrain offering at last year's Technology & Maintenance Council meetings. Since then, 80 fleets have chosen the package and are seeing fuel savings of 3-6%, the companies claim.

"The common feedback has been one of supreme satisfaction," Beering said at a media update here at TMC in March. "The real world experience operators are seeing not only validates the expected fuel economy performance we promised the industry a year ago, but in many cases exceeds our expectations."

Fuel savings are achieved by optimizing the programming of the engine and transmission and by reducing weight. Eaton has taken about 80 lbs out of the transmission by eliminating the oil cooler and using more aluminum parts.

The low-end torque of the ISX15 allows it to spend more time running in the sweet spot, achieving fuel economy that in many cases exceeds that of smaller displacement engines, said Lori Thompson, Cummins vice-president, truck and bus OEM business.

"People think that a 12- or 13-litre engine, because of its size, has better fuel efficiency (than a 15-litre) but that is far from the truth," she said. "The Cummins 15-litre engine is the most fuel-efficient engine in the market."

The higher low-end torque produced by the ISX15 allows for the engine to cruise at about 1,150 rpm at highway speeds, contributing to its fuel economy performance.

The ISX12 SmartAdvantage Powertrain will be available in the second half of 2014. The UltraShift Plus 10- and 13-speed transmissions will be permitted with the ISX12 G natural gas engine beginning mid-year 2014.

"The latest SmartAdvantage Powertrain offerings are a natural extension of the initial product, and will provide customers with the fuel economy and productivity improvements they desire, along with a broad range of applications to meet their specific hauling needs," Thompson said. ●

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Ontario could soon allow trailer tails

NASHVILLE, TENNESSEE

ATDynamics has announced it's on pace to deploy 200,00 trailer tails by 2017, including some in Canada, where provinces could begin approving their use as early as this month.

Steven Rodger, director of marketing with ATDynamics, said at the Technology & Maintenance Council meetings in March that Ontario could be the first province to allow their use beginning this April. Other provinces will also be adjusting their laws to allow for the use of the full-sized fuel-saving device, which the company says is proven to deliver 5.1% fuel savings at highway speeds.

There are now some 350 trucking companies using trailer tails, including 65 that have deployed them across their entire fleet. ATDynamics said it will sell 50,000 tails this year alone. It has been able to reduce the cost of the system, due to increased economies of scale and manufacturing improvements. ●

Undertray device meets SmartWay's Elite status

SmartTruck has announced its UT6Plus trailer undertray device is the only standalone product to meet SmartWay's new Elite-level standard, providing a 9% fuel savings. The US EPA SmartWay program recently announced a new Elite level to recognize devices that provide 9% fuel savings.

"The new Elite level from SmartWay is a very aggressive performance level for a single product," said Mike Henderson, chief scientist for SmartTruck. "While there are a wide variety of aerodynamic products out in the market from a host of companies that can be pieced together and added to a trailer to deliver SmartWay qualifying savings, our SmartTruck UT6Plus product is a 'one-stop-shop' to attain SmartWay Elite status."

SmartTruck has introduced a 15-

year warranty for its UnderTray products. According to the company, some fleets are looking to undertray devices to replace other trailer fairings.

"Once we completed our fuel testing of SmartTruck's UT6Plus, we made the decision to remove our skirts and tails and replace them with SmartTruck's product," said Randolph Crowder, vice-president of maintenance for Carolina Cargo. "The overall fuel savings were greater, and it was clear to us that the maintenance and durability was far superior."

SmartTruck also announced recent independent testing conducted by the University of Tennessee at Chattanooga's National Center for Computational Engineering, showed its base UT6 undertray system provided a 6% fuel savings. ●



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Volvo reaches Remote Diagnostics milestone

By James Menzies

NASHVILLE, TENNESSEE

Volvo Trucks announced it has now deployed 25,000 trucks with its Remote Diagnostics service since it was first introduced two years ago.

Remote Diagnostics allows Volvo's 24/7 customer call centre to monitor engine fault codes and then determine their severity and advise the operator on the best course of action.

As much as 70% of diagnostic time has been eliminated, Volvo says, and often the driver can continue on their trip and have the problem looked at during the truck's next scheduled service interval.

Volvo says the service also has reduced repair time by about 20%, since the service centre is advised in advance of the work that needs to be performed. Even fleets that perform their own repairs have seen downtime decrease by as much as a day, since they can better plan for the work that needs to be done and ensure parts are in stock, Conal Deedy, product marketing manager, electronics and communications, told *Truck News* at the Technology & Maintenance Council meetings.

"We continue to see efficiencies, mainly because we're getting all that information and getting instructions to the repair centre before the truck arrives, making sure parts are in stock when the truck

arrives and many times, they can skip many or all the diagnostic steps and go right to the repair," Deedy said.

Remote Diagnostics was announced in May 2012, and the first truck equipped with it was delivered to Purolator Courier in July 2012.

The service is now standard on Volvo trucks with Volvo engines and is free for two years. After that, fleets have the option of extending the service on a subscription basis. The first fleets that received trucks equipped with Remote Diagnostics are now at the stage where they have to decide whether or not it's worth paying for.

"We've already started selling years three, four and five," Deedy said. "We started selling that last year and we're already seeing a take rate on that. We're hitting what we thought, maybe more."

He said fleets enjoy being able to view their complete service history, to receive quotes and communicate via text or e-mail using the ASIST service platform that supports Remote Diagnostics.

The program targets the top 50 downtime issues for any given engine. It doesn't yet diagnose I-Shift transmission fault codes, but Deedy hinted that could be coming.

"We will be expanding the service," he said.

The 25,000th truck with Remote Diagnostics, a VNL 670, was delivered to Averitt Express of Cookeville, Tenn. ●

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Cooper Tire re-enters North American truck tire market

Production problems in China forced the tire maker's temporary withdrawal from the market

By James Menzies

NASHVILLE, TENNESSEE

Cooper Tire has brought its Roadmaster commercial truck tire line back to the market, after a labour stoppage in China last year disrupted production and forced a temporary absence.

The labour problems were caused when Cooper Tire had a fallout with a joint venture partner over an attempted merger.

The merger – Cooper was to be purchased by India-based Apollo Tyres – was terminated, and Cooper now has an agreement in place to ensure there's no repeat of the production issues that surfaced last year.

"What we have in place now is an agreement for consistent product," Michael Simon, vice-president of marketing with Cooper Tire told *Truck News* at the Technology & Maintenance Council meetings. "We have a consistent product pipeline so that can't happen again and we're working to secure more operational footprint as well."

Cooper Tire describes its Roadmaster line as providing Tier 1 performance at a Tier 3 price, delivering what it claims is the industry's lowest

cost per mile. Its tires are produced in China, but Simon emphasized they're designed in the US to North American requirements.

"A typical China-produced tire is a global tire," he said. "Our product is truly a North American product."

He said each model is designed in Cooper Tire's Findlay, Ohio facility. The company produces a complete line of commercial truck and trailer tires, including several SmartWay-verified models.

In Canada, Cooper Tire currently has four distributors and is looking to grow its business here.

"We are developing and growing that customer base," Simon said of the Canadian market. "I think we have huge upside potential for growth in Canada."

As for winning back customers who couldn't get their hands on its products last year, Simon said that has been easier to accomplish than anticipated.

"It's exceeding our expectations," he said. "We have a great value proposition and that was reinforced when we were out of the marketplace. There was a gap, and that gap was not filled by the alternatives our customers went out to utilize." ●



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Bose says study validates health benefits of Ride System seat

By James Menzies

A new study conducted with three fleets has proven the health benefits of the Bose Ride System vibration-eliminating truck seat, the company claims. Bose shared the results of the study with *Truck News* at the Mid-America Trucking Show.

The nine-month study was completed by 73 drivers from three fleets: Bison Transport, Freymiller Trucking, and Pottle's Transportation. The idea was to find out how beneficial the Bose Ride System is to overall driver health.

"Those three fleets elected to join with us in a more careful study that started a little over a year ago," said Michael Rosen, general manager, Bose Road Team. "We worked with the fleets to come up with a set of questions about things that were important to the fleet and for that matter, to Bose. Questions were administered to drivers before they received any new equipment and when drivers received the new equipment, they were polled periodically thereafter every several months."

Data was analyzed in December and reviewed with the fleets in January before being released in March.

"The results showed clearly dramatic improvements in end-of-day pain and fatigue," Rosen said.

Before using the Bose Ride System, half the drivers reported that back pain interfered with their ability to do the job. That decreased to about 1% after using the seat.

Eighty-nine per cent of drivers reported using the Bose Ride System would extend their driving career, often by two to three years or more. Sixty-seven per cent of drivers said they can see events inside and outside of the truck better and 71% said they were more confident in their ability to avoid a collision. One-third of drivers reported needing fewer driving breaks and 42% of drivers said they were more willing to recommend their carrier to other drivers as a good place to work.

The survey also found overall end-of-day back pain and discomfort levels were decreased by 76% and end-of-day fatigue reduced by 52%.

"We feel that the study, overall, confirmed that there's a toolkit here for fleets to use to improve their business," Rosen said, noting the participating fleets opted to purchase the seats used in the study or to deploy additional units. "We certainly hope this will validate there's a solid value proposition to the trucking industry."

Additionally, Rosen said in some provinces, workers compensation boards have approved funding of the seats as return-to-work interventions, helping get previously injured drivers back on the job at no cost to the carrier.

"Under certain circumstances, the Bose Ride System can be funded," Rosen said.

Bose doesn't discuss order numbers but Rosen said demand for the seat has increased. It is now offered as a factory-installed option on

New Michelin service network extends beyond tires

By James Menzies

NASHVILLE, TENNESSEE

Michelin introduced at the Technology & Maintenance Council meetings a new program that provides scheduled maintenance and repair services to truck fleets across an integrated service network.

Michelin Truck Care extends beyond tires, providing mechanical repairs and preventive maintenance to fleets that'll receive consistent pricing across the network, quality parts and work that's backed by Michelin.

The program has launched in the US with 50 locations across the network and will expand to Canada in the next year or two. However, Canadian fleets can use the service now and take advantage of US-based service providers.

"Fleet customers today, their op-

erations are more complex than ever, their ability to control costs are more complex than ever and they need new solutions and new partners to supplement some of their maintenance activities," Ted Becker, vice-president of marketing, Michelin Americas Truck Tires, told *Truck News* at TMC.

Michelin's Truck Care complements its OnCall 2.0, which provides tire and non-tire related roadside emergency service.

Truck Care is built upon a TMW Systems platform, which can feed into a fleet's own asset maintenance management system.

Smaller fleets that don't have their own fleet maintenance software will be able to log in online and view their service history.

The idea, Becker explained, is to give fleets an option to get work done for the same price and at the same quality, no matter where their trucks



Michelin is developing a service network that will offer scheduled maintenance and repairs on trucks – and not just the tires.

are located across the US and Canada. Every service provider will be able to supply tires and tire services as well as mechanical maintenance and repairs, and each will also have mobile technicians available to supplement a fleet's own maintenance operations or to service a truck out in the field.

Bruce Stockton, Michelin Truck Care program manager, spent 25 years working for a fleet before helping Michelin to develop the program.

"One of the challenges fleets have is, how can they, when their trucks aren't at home base or when they're where they don't have service facilities, do regularly scheduled routine maintenance items? How do they get that done? Today, they get that done by creating their own rolodex of service providers, but typically they're not networked or interfaced with data flowing back to them and there are

a lot of inconsistencies using numerous service providers," Stockton explained.

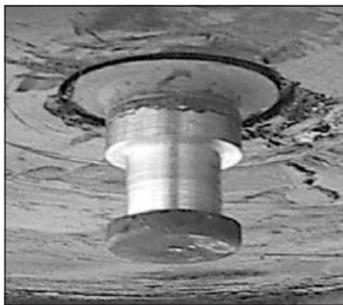
The Truck Care network currently consists of 50 locations, will reach 100 by the end of this year and 300 by the end of 2016, Stockton said. There's no subscription fee for fleets; anyone can tap into the network, Michelin customer or not.

Some of the services that'll be provided include: preventive maintenance; oil changes; electrical repairs; DoT inspections; brake work; wheel-ends; bearings, etc.

The program was piloted in September, with several large fleets participating. Michelin is still in the process of rolling its Michelin Commercial Service Network out across Canada. Once that's completed, and OnCall 2.0 is introduced here, Truck Care will also be extended to Canada, Becker told *Truck News*. ●



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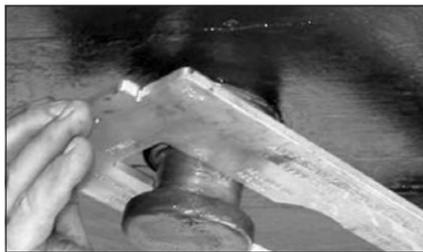
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Ryder working with Women in Trucking on truck ergonomics

MIAMI, FLORIDA

Ryder System announced recently that it would be teaming up with Women in Trucking, a non-profit organization, in a response to the increasing number of women joining the trucking and transportation industries.

The collaboration of Ryder with Women in Trucking is intended to improve the working and safety conditions for female truck drivers through ergonomic truck cab designs that will help overcome the challenges women face when operating heavy-duty vehicles.

"There are close to 200,000 women truck drivers, and that number is steadily growing," says Ellen Voie, chief executive officer of Women in Trucking. "Having Ryder's support, particularly given their strong relationships with top vehicle manufacturers, represents a significant step forward to help the industry attract more female drivers and improve the work environment for the thousands of women who've already established careers as professional drivers."

Ryder, with the help of research conducted by Women in Trucking in partnership with Dr. Jeanette Kersten, assistant professor of the Operations and Management Department for the

College of Management at the University of Wisconsin-Stout in Menomonie, Wisc., has found custom vehicle designs that could better meet the needs of female truck drivers. Ryder claims it will distribute these designs in its fleet and encourage others to consider additional design changes to better suit their female drivers.

The research showed that the average female driver weighs 50 lbs less and is six inches shorter than her male counterpart. This physical difference can create issues for female drivers who are operating vehicles designed for men.

These issues include female drivers having difficulty getting into their trucks because of the placement of steps and hand rails typically built with men in mind. This makes female drivers more prone to slips and falls on the job.

Some other vehicle changes Ryder is reviewing include adjustable foot pedal height, the height of seat belts, visibility of dash gauges, and automated transmission shift lever placement.

Scott Perry, vice-president, supply management for Ryder says these design changes will also help men who are smaller in stature as well as the large number of aged male drivers. ●

Voice of the O/O
JOANNE RITCHIE



Sorry, what did you just say?

Mercy sakes alive, how trucking's vocabulary has changed. Think back to the '70s and '80s when CB slang was all the rage. They even made movies based just on the lingo. "10-4 good buddy, I've gotta get outta here, my comic book's catching up to me. I'm on the back door, easing on down the boulevard doin' the ole double-nickel. Watch that smokey in the rocking chair! Catch me later."

A few of you old generation truckers will know what all that means. Today's drivers would be more likely to say something like "My ELD's pinging, I'll have to get off the road and give up my downspeeding for the day. My DIC says I'm in the sweetspot, but my DPF wants a regen, so I guess I had better hit the remote diagnostic button. I'm pulling into the travel centre. Facebook me later."

While the old lingo was culturally driven, promoting the image of the rough and tough independent trucker and the lifestyle that supposedly went with it, today's truck jargon is mostly technology driven, and to a great extent, furthered by the product marketing people. I have yet to hear a driver utter the words downspeed or driver-centric.

During the various press conferences

at the Mid-America Trucking Show recently, one presenter after another spouted terms like downspeeding, driver-centric, uptime, information centres and performance assistants for drivers, or some variation on those themes. Packages was another popular word, usually related to aerodynamics or idle reduction, which were invariably linked to another oft-heard buzzword: fuel efficiency.

The old CB slang was certainly more colourful, but it was apt to leave outsiders scratching their heads. What do comic books and rocking chairs have to do with trucking? Indeed. But what the heck is downspeeding? Or a re-gen? Or uptime, for that matter?

For the as yet uninitiated, downspeeding is a term used to describe lowering engine rpm at highway cruise speed in order to improve fuel economy. It's an extension, of sorts, to the gear-fast, run-slow concept. OEMs promote downspeeding, which allows 80,000-lb trucks to cruise down the highway at 65 mph at a fuel-sipping 1,150 rpm.

That just wasn't possible back in the good old days when engines routinely ran at 2,100 rpm or higher at highway speed - with flames shooting out the stacks, along with tons of black smoke and all that other nasty stuff.

It's truly remarkable what engineers have been able to accomplish

over three decades. They have roughly halved the engine speed and nearly doubled fuel efficiency. For that, I can put up with a few funny new words.

But what's with uptime? Just about every truck and engine maker at MATS was talking about uptime. Mack Trucks is even building an Uptime Center at its Greensboro, NC headquarters. Did we worry about uptime back in the old days? It used to be the downtime we looked forward to - before the 34- or 36-hour-reset rules put an end to long weekends.

Uptime - or the time the truck is running and making money - was something we took for granted not that long ago. Now it's a selling feature?

Trucks have seen an upsurge in on-board technology in recent years and a corresponding increase in system faults that can sideline a truck. It's troubling that an \$18 sensor can precipitate a \$1,000 tow bill to get the problem fixed. The truck would probably run just fine except that said sensor has breached - maybe - some emissions parameter. I guess that's part of the price we pay for nearly doubled fuel efficiency and exhaust that's cleaner by several orders of magnitude. Still, it would be nice if the truck could be allowed to find its way to a shop before throwing up the white flag.

Another term that has me puzzled is driver-centric. The marketing folks

are usually talking about cab interiors in this instance. Maybe it's just me, but I'd sort of expect a cab to be driver-centric, that is, designed and engineered for comfort, ease of use, and occupant safety.

There are certain things about the driver compartment of my Volkswagen Jetta TDI wagon that are anything but driver-centric, like the fact that if something falls down under the seat it cannot be retrieved with anything less than a very long pair of the longest-nose pliers on the planet. Or that nothing will stay on my dashboard when I accelerate the car.

I guess if I had a driver information centre in the car, some sensor would tell me where that dime went, or that I was accelerating too fast and thereby wasting fuel. These info centres for drivers are a product of the digital age if ever there was one. Given that there's little a driver can do to thwart the engine computer's wishes, I guess it's useful to get feedback from that same computer that you're doing everything right. It's kind of a digital pat on the back, and a useful one at that, if it further improves fuel efficiency.

I suppose we had better get used to all this new terminology. Trucks are becoming more like airplanes every day, and we all know how much aviation loves its buzzwords and acronyms. With GPS-controlled engines and transmissions, driverless trucks, and platooning just over the horizon, the term convoy has a whole new meaning in 2014. Yeah, Buddy. ●

Joanne Ritchie is executive director of OBAC. Got your ears on? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.

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Pneumatic landing gear demonstrated at TMC

By James Menzies

NASHVILLE, TENNESSEE

Prime Transport Solutions (PTS) demonstrated at the Technology & Maintenance Council meetings, a pneumatic landing gear system that reduces the risk of driver injury and streamlines the coupling/uncoupling process.

The PTS50 pneumatic landing gear, already used in Europe and also incorporated into Daimler's SuperTruck project, allows the driver to raise or lower the landing gear with the push

of a button. What takes on average four minutes using traditional landing gear can be done in five seconds with the PTS50, according to Simon Bois, executive vice-president and general manager, North America, for Prime Transport Solutions.

Eliminating the crank handle also reduces weight by up to 40 lbs, and the screw and nut mechanisms that are the weakest components in a cranked leg are also done away with. The system has been piloted by four North American fleets with favourable results, Bois said.

In addition to reducing the risk of injuries, Bois said the PTS50 also provides a recruiting edge for carriers, especially those looking to attract aging or female drivers. The system is designed to last the life of the trailer and in the event of a hang-up, there's an easy-to-use manual override option, Bois added.

The system consists of fewer parts, which can be easily replaced if repairs are required.

"With the standard technology, more often than not if a leg is failing, you have to wait for your mobile technician to come," he said. "With this technology, you can use manual override to simply raise or lower the legs within a couple of minutes."

The system will only work when the trailer is coupled to a tractor with air lines connected, Bois noted.

It draws its air supply from the trailer's air system.

The PTS50 also provides fuel savings by reducing the time spent idling while coupling and decoupling. Bois said engine idle time is reduced by 97% during these activities. And he also noted carriers can pack more

trailers into a yard, since they don't need to leave as much space between units.

The PTS50 brings a consistent height to the trailer fleet, but Bois admitted that if the trailer legs sink into the ground and the tractor cannot slide underneath it by dumping its air suspension, then the trailer may have to be jacked up on occasion. Still, he said that'll rarely be necessary.

"We're trying to bring the trailer height to a consistent level," he said. "There will be instances where it'll sink in and under severe circumstances you'll have to jack it up. We recognize that, but only rarely. Most of the time you'll be able to lower the tractor suspension enough to raise the trailer as you need."

The company is now finalizing its plans to bring the system to market. It's exploring both distributor and OE distribution channels. It is also working on finalizing pricing, though single unit pricing is likely to be around US\$1,200 per system. While pneumatic landing gear has been explored in the past, Bois said previous systems were much more complex than the PTS50 design.

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Eagle Hook system set to take off

By James Menzies

TORONTO, ONTARIO

A failure to provide fall protection equipment and training has netted a supervisor of an Ontario garbage removal company 45 days in jail, while the company itself has been slapped with a \$75,000 fine. The Ministry of Labour announced the penalties against J.R. Contracting Property Services and its supervisor in March, after a worker fell from a roof and landed on a walkway, resulting in paralysis. A Ministry investigation found the injured workers was not provided with fall protection equipment and hadn't received training on its use.

The court found the supervisor "failed as a supervisor to ensure that a worker wore protective devices as required by

law, and failed as a supervisor to take the reasonable precaution of ensuring that an adequate form of fall protection was provided where a worker is exposed to a fall hazard of more than three metres."

So, what does this have to do with trucking? Plenty, according to Johnathan Sousa, who launched the Eagle Hook fall prevention system for trailer tops at Truck World in April. Sousa says the heavy-handed fine and jail sentence issued by the court shows the Ministry of Labour is cracking down on businesses that don't provide fall protection equipment and training on its use. While it's illegal to require an employee to climb atop a trailer roof, Sousa said this is commonplace in the industry for snow removal and repairs. He claims his Eagle Hook invention is the only fall prevention system designed for trailers, which allows a technician or driver a full range of motion while keeping them safely away from the trailer roof's edge.

"It strikes me in the transportation industry, we really don't take falls very seriously," Sousa said. "The Eagle Hook is coming at a perfect time for companies to be able to take action against workplace injuries."

The Eagle Hook was developed by Sousa's father and has undergone several renditions over the past few years. The first units were placed into service at the family's business, Sousa Truck Trailer Repair, where the younger Sousa said it was welcomed by mechanics.

Unlike fall protection systems already on the market, Sousa said the patent-pending Eagle Hook is a fall 'prevention' system. It allows mechanics a full range of motion and keeps them from the edge of the trailer so they can't possibly fall off. However, they can still reach the edge of the roof from their knees to conduct repairs. The system retails for \$2,350, and comes with an online training program so fleets can conduct and document operator training. With the Eagle Hook, mechanics can safely climb atop the trailer roof to conduct repairs and drivers can go up to remove snow and ice, Sousa said. More information is available at www.EagleHook.com.

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66 NEW PRODUCTS

Fuel Defend offers full suite of security products

By James Menzies

NASHVILLE, TENNESSEE

Fuel Defend is bringing to market a full line of products that will defend against more than just fuel theft.

The company, which bills itself as the world's leading fuel anti-siphon device company, has been scouring the world for new theft prevention devices. Through amalgamations and joint ventures, the company is expanding its product line, which is sold via distributors in more than 100 countries, including Canada.

Among the new products is the Vehicle Protector (VeePot), which uses sensors to determine when a diesel particulate filter (DPF) or catalytic converter is being removed from a truck. The DPF alarm can also be used to protect batteries, fuel tanks, light bars and bull bars, according to Dave Rogers, general manager for North America. DPF theft is a growing problem, as the precious metals found in the catalyzer are quite valuable. The VeePot retails for about \$200-\$500.

To protect the SCR system from contamination, Fuel Defend has come out with locking DEF tank caps. DEF tank contamination often costs fleets \$2,000-\$8,000 to fix, depending on the level of contamination. Sometimes, contamination occurs accidentally while other times it's a form of retribution from disgruntled former drivers. Rental truck fleets are particularly interested in the

locking cap, Rogers noted, since their customers aren't always aware of the SCR system's requirement for DEF and unwittingly fill the tank with diesel. The Blu-Caps retail for about \$45.

Fuel Defend's main line of anti-siphon devices, the NeckIt, features a short neck that can't be levered out. It takes about two to three minutes to install and prevents fuel thieves from inserting a hose into the fuel tank. It retails for about \$45-\$55.

Fuel Defend is also now offering the Canadian-made Safe-T-Loc wheel nut management system, which indicates and retains loose lug nuts. It costs about \$15 per wheel. Fuel Defend plans to bring the Safe-T-Loc global through a joint venture.

Also new is a SideWarn! product designed to warn cyclists and pedestrians when they're at risk of being run over by the side of a commercial vehicle. The system uses several sensors to detect pedestrians and cyclists and then alerts them to the impending danger using audible alerts and flashing lights. The SideWarn! system was first launched in Europe and will come to North America in a few months. Also coming later this year is a Tails self-powered locking system, which lasts three years on a single set of batteries. It creates and displays a random digital security seal number on every activation. For more info on the company, visit www.fueldefendusa.com.

Idle Smart adds battery protection

NASHVILLE, TENNESSEE

Idle Smart, maker of an automatic engine start/stop system it says can reduce overnight idling by 70%, has added a Battery Protect feature.

The new feature monitors battery voltage and starts up the engine to charge the batteries when their voltage reaches a pre-determined threshold. Idle Smart presented the update at the Technology & Maintenance Council meetings.

"Battery drain is an issue for fleets, at parking facilities where drivers require hotel loads for comfort and convenience items, and especially during 34-hour rest periods required by new hours-of-service regulations," said Ryan Bennett, v.p., product and marketing at Idle Smart. "Battery Protect can intelligently monitor and help eliminate battery drain so trucks are ready to meet operational needs, and avoid the high cost of a service call and possible downtime."

The Idle Smart System retails for about \$2,500 for a single unit, and can deliver a payback in well under a year, the company claims. It can be installed on any 2007 model year or newer truck. For more, visit www.idlesmart.com.

DriveLogik coaching tool comes to Canada

OTTAWA, ONTARIO

In an effort to comply with the strict fuel efficiency standards in North America, a new product called DriveLogik aims to help fleets save on fuel costs and identify how their drivers can be more efficient on the road.

DriveLogik is a hardware (\$1,999) and software package (\$59/month) that produces driver performance reports to help decipher which drivers deserve recognition and which drivers need further coaching.

DriveLogik works by using a Driver Awareness Panel (DAP) - a display that mounts on the truck's dashboard to

coach drivers in real-time using visual and audible notifications.

"Equipped with DriveLogik, a long haul truck driving 180,000 kms (112,000 miles) per year can save an average of \$5,500 in fuel costs," said DriveLogik's director of fleet applications, Dean Richardson.

"Data analysis and reporting encourages drivers and fleet managers to work together on perfecting driving styles that also translate into less wear and increased vehicle longevity. A local haul truck driving 65,000 kms (40,000 miles) per year can save an average of \$3,700 in fuel costs, plus additional maintenance savings."

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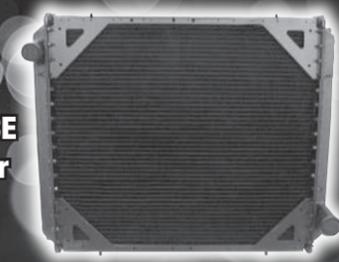
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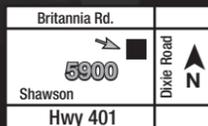
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Daimler's Bernhard gets "real" on viability of natural gas for long-haul

LOUISVILLE, KENTUCKY

The hype surrounding natural gas as an alternative fuel for trucking is gone and realism is setting in, the head of Daimler's global truck and bus business told business leaders gathered for the annual Heavy Duty Manufacturers Association breakfast at the Mid-America Trucking Show.

"The buzz was bigger last year...The enthusiasm is broken. We don't see any long-haul applications so far. But it's not going to go away," Dr. Wolfgang Bernhard said to the sold-out breakfast event. "My alternative fuel is diesel and we will continue to perfect that technology."

Bernhard cited several concerns with natural gas, including an immature infrastructure.

"Before we can introduce this technology further, the infrastructure has to be there. We still have 200 times more diesel stations than natural gas stations," he pointed out.

He added engine technology still needs work in adjusting to natural gas for long-haul applications.

The previous day, in a press briefing, Martin Daum, president and CEO of Daimler Trucks North America, said natural gas seems a more viable option for local delivery applications and agreed with Bernhard that long-haul applications for natural gas are not currently viable.

"That might change if the price of natural gas continues to drop," Daum added.

Bernhard also tackled the larger issue of greenhouse gas emissions by emphasizing that the full vehicle must be considered, as well as the infrastructure on which vehicles operate, in going forward with new legislation.

"The best (GHG reducing technology equipped) truck stuck in traffic is not doing much good," he pointed out.

He also stressed that any GHG emissions innovations have to make economic sense for truck buyers. An 18-month payback is what is acceptable to buyers, he said.

The US Environmental Protection Agency, in drafting future emissions regulations, has to concentrate "on the screw that makes the biggest difference" but be careful not to "tighten it until it breaks," Bernhard cautioned during the previous day's press briefing.

"When we have to force the customer to buy stuff he doesn't want, that's not good."

Also during the press briefing, Daum emphasized the target should be more reductions in CO2 emissions and that any further emphasis on NOx reductions "would be disastrous."

Bernhard also suggested that North American and European emissions regulations are now so similar it would be worth accepting each other's standards.

"If we agreed to that, we can put money currently wasted (on meeting both standards) towards new innovation," Bernhard said. ●

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Everybody Welcome

By Edo Van Belkom

THE STORY SO FAR...

Mark comes down with a virus and is too sick to drive. Bud arranges for a replacement driver to take over for a week while Mark spends some time at his parent's home getting better.

Mark spends time at his parent's house and begins to feel better. However, that he needed his parent's help and a young inexperienced driver replacing him has left Mark feeling a little insignificant.

It only took four days for Mark to completely recover, but it seemed like it had taken forever. His mother had hovered over him constantly during that time, taking his temperature and pumping him full of fluids until it felt like all he was doing was sleeping and going to the bathroom.

Now he was well enough to take a shower, get into his own clothes and watch television in the living room with his father.

"Good to see you up and about," his father said.

"Feels good too."

His father leaned over in Mark's direction. "You know," he said, almost in a whisper, "if you want me to drive with you as a team for a while, I'm ready to go."

"You're not going anywhere," his mother commanded as she came into the room with a cup of tea in each hand. She gave one to Mark and kept the other for herself. "Not even to go along for the ride."

"Feh," his father said, waving a hand in his mother's direction. "The boy needs help."

"You need help. He needs to get better."

"I am better."

"I'll be the judge of that." She put a hand on his forehead. "Two more days," she proclaimed, then exited the room.

His father shook his head. "Your mother's just impossible sometimes. I don't know how I've lived with her for so long."

Mark smiled.

He knew exactly where his father was coming from because he didn't know how he had lived with both of them for so long.

Four days had been like an eternity and now that he was feeling better all he could think about was getting out of their house...either back on the road or into a place of his own. "Sometimes I feel that way about my truck."

"What do you mean?"

"I've lived out of it for so long, I think it might be time to get a place...you know, to call home."

His mother charged back into the room as if propelled by a slingshot.

"Are you going to buy a house?"

"I've been thinking about it."

"That's wonderful," she said as if he'd just told them he was getting married or having a baby.

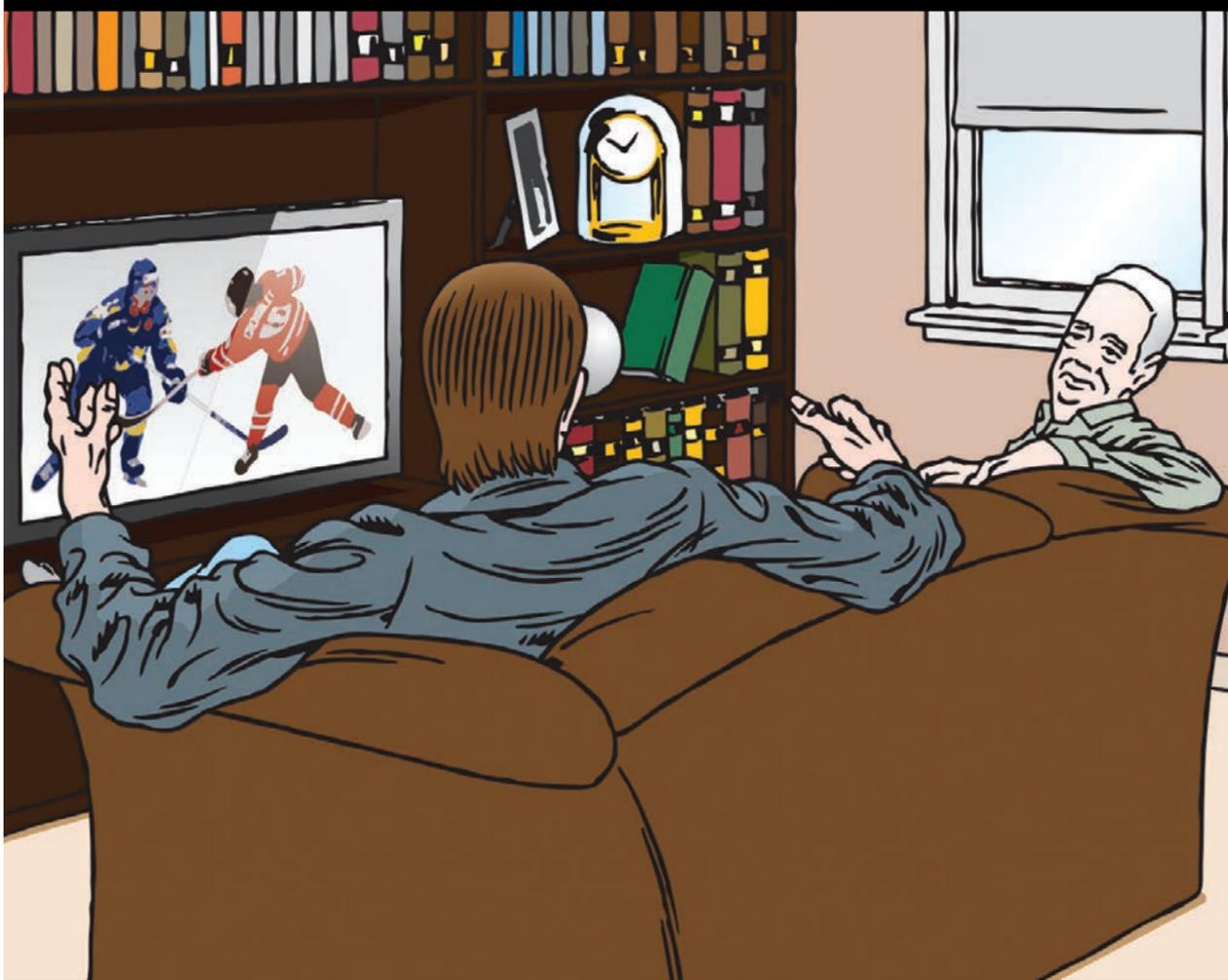
"Now don't go buying anything for the inside of it. We've got all kinds of furniture in the basement and I can make whatever curtains or pillows you need."

"That's good to know mom, thanks."

"Don't get anything in the city," his father said.

"Why not?"

"You'll need a place to park your truck and if you're buying a house it doesn't make sense for you to rent a place for your truck. If you get something out in the country... say, outside Bradford or



Mark gets well soon

Stouffville, you'll be able to park your truck in your driveway and claim a lot of your household expenses on your tax returns."

Mark nodded, thankful to know there were kernels of wisdom amid all his father's bluster.

"Thanks, that's good advice."

"Just let us know when you want to start looking and we'll help you find a place."

Mark stared at his father for the longest time thinking that he'd like to take a look around by himself before he brought his parents into the mix. "Sure," he said. "I'll let you know."

That afternoon Mark called up Bud to find out where Mother Load was and when he could get back on the road.

"Hey Bud, it's Mark."

"Hi Mark. How are you?"

Mark was taken aback. No "Mark who?" or anything like that. Just a proper greeting from a friend. Something had to be wrong.

"What happened?" Mark said.

"What do you mean, what happened? Why do you think something happened?"

"C'mon, what is it?"

Bud sighed. "Your truck. Garth had a bit of an accident."

"How bad?"

"Not too bad. It was a fender-bender in a yard in Sherbrooke. Your truck was the only one with any

damage and it's only a few grand to fix."

Mark said nothing.

"You're not sore are you?"

A smile broke over Mark's face. "No. Why would I be angry?"

"Because I made you take on a replacement driver and I found him for you and he ended up banging up your truck wiping out all the money he made for you while you were recovering from your illness. That's why."

That was a fair summation of the situation, but it only made Mark laugh.

"What's so funny?"

"You don't know what this means, do you?"

"Um, that I need to do a better job screening drivers?"

"No," Mark said. "It means that I'm not just another truck driver. It means that I, Mark Dalton cannot be replaced by just anybody with a licence. It means that I matter."

"Oh, yeah, right," Bud said. "That's what I was going to say next." ●

Mark Dalton returns next month in another adventure.

Did you know there are two full-length novels featuring Mark Dalton?: Mark Dalton "SmartDriver" and Mark Dalton "Troubleload." For your free copy register with eco ENERGY for Fleets (Fleet Smart) at fleetsmart.gc.ca.

Illustration by Glenn McEvoy



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Re: A defensive driver is a fuel-efficient driver, April Truck News.

I enjoyed and agreed fully with your editorial comment about fuel efficiency. I try to drive efficiently in both the commercial vehicle and our personal vehicle.

It's better for the equipment if you are easier on it. They say the winter cold and the summer heat are extremely hard on your engine components.

If there is a weak spot, so to speak, the extreme cold or the summer heat will find it.

Anyway, my point being, driving ec-

onomically is a win-win situation. Our personal vehicle is a Ram with a V8 Hemi engine.

We average this time of year 18 to 20 miles per gallon.

In summer that average is up to 26 to 28 miles per gallon. We drive defensively on our trips and are rewarded with pretty good fuel mileage in our pickup.

Also, routine maintenance on our pickup is less expensive, as we take it easy. In short, just wanted to say that, yes, driving defensively does reward your pocketbook. ●

Mark Murray
Via e-mail

Focus should be on trains, not trucks

Dear Editor:

I am furious that federal Transport Minister Lisa Raitt wants more regulations for dangerous goods road carriers because of the tragedy in Quebec.

What a load of nonsense! Lisa Raitt, based on her statements, should immediately resign. She has no clue what she is doing and is in way over her head.

Trains have been flying off the rails in this country on a regular basis for several years now. The government did nothing.

The media let every last incident fade from peoples' memories.

The railroads just cleaned up each wreck and right back to status quo. So it's the trucking industry that's gonna pay?

I live in Oshawa, Ont. In the last few years there have been several major derailments right here in Ontario alone.

Lord only knows how many more in other provinces. ●

Steve Delbrocco
Oshawa, Ont.

Who is really the stupid one?

Dear Editor:

In reply to your column in the March 2014 *Truck News* 'Beware the stupid scorpion,' isn't the frog the stupid one? The frog should have yielded to its instincts when it thought the scorpion would bite instead of listening to the

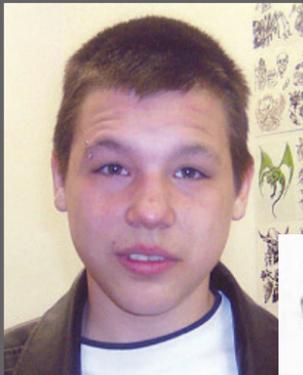
scorpion.

I mean, scorpions sting, it's what they do. I think you should reconsider your stance on who's stupid in this situation. ●

Cornelius Banman
Via e-mail

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Total Truck Driving Experience _____/yrs Has your license ever been suspended? Yes No

Last Employer _____

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Tel _____ Start/End Date _____

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TRUCK NEWS CAREERS www.trucknews.com

There's nothing unique about a family of truck drivers. Not unless they've combined to amass 120 years of experience and more than 10 million accident-free miles, that is. And there are only three of them. Sonia Straface caught up with the LeBlanc brothers, an extraordinary trucking family from New Brunswick.

Together, they have driven more than 10 million accident-free miles – an accomplishment that is truly remarkable for a trio whose members haven't even retired yet.

When asked how they got started in the trucking industry, the brothers are quick to credit their father, who drove a pulp and gravel truck when the boys were growing up.

"Trucking was all he did all his life," said Paul Emile, the eldest. "So I decided to do that too."

Paul Emile was the first of the LeBlancs to join Armour Transport in January 1973 as a driver. Just three weeks later his younger brother, Guy, joined him by working in the company's warehouse. After working behind the scenes for a year and a half, Guy was handed the keys



The LeBlanc Brothers

to a truck unexpectedly one day.

"They were stuck," said Guy. "They needed a driver to make a delivery."

So off he went, delivering the goods on time. He's been driving professionally ever since.

The youngest, Gilles, started driving for Armour when he was only 17. "I didn't even have my driver's licence," he says with a laugh. "No one could get away

with that these days."

The brothers began their careers at a time when features such as cruise control weren't yet installed in a majority of trucks – something they are glad to have seen change after decades in the industry.

"Well, the trucks sure are different now," said Guy. "Back then they had no air-conditioning, no cruise control, no heat. Today we can drive with T-shirts in the wintertime."

The brothers agree that traffic is a change in the industry that only got worse with time – a part of the job they say they dislike the most.

"The roads are much busier today and other people on the road don't have a lot of patience," says Paul Emile who drives around the busy Maritimes for seven months out of the year.

"I can stay in line or in traffic for hours," added Gilles. "I have all kinds of patience. However, I really like the Montreal bypass – It should be the Eighth Wonder of the World!" he joked of the new section of Hwy. 30 introduced in December 2012 that allows east-west traffic to avoid the congested island of Montreal. It's hard to divorce the LeBlanc brothers from trucking – since as Paul Emile says, it's all he's really known – but for the younger brothers, Guy and Gilles, if they weren't driving truck, they say they'd probably still be involved in the transportation industry one way or another.

"I took a mechanics course before I worked at Armour," said Guy. "So if I wasn't driving I'd probably be a mechanic. I really like cars."

Guy says he wouldn't call himself a collector, but he admits he has a particular passion for classic racecars. Over the years he's fixed up a 1969 Chevrolet Camaro (a favourite among classic car enthusiasts everywhere) and a 1977 Chevrolet Vega. He currently owns a 1972 yellow Dodge Demon, although he says he is looking to sell it in the near future.

Gilles on the other hand, has pondered the idea of driving a different sort of truck.

"Driving heavy equipment has always been on my mind," he said. "It's never too late, I guess. I could work part-time and drive heavy equipment (in the future)."

The LeBlanc brothers are modest about their accident-free track record. When asked what led to this extraordinary achievement Guy quips, "Good luck!"

Luck might have something to do with it, but the brothers have decades of experience driving through terrible traffic jams and snow-covered roads that have undoubtedly contributed to their combined success.

"It's such a natural thing for me now (to drive safely)," said Gilles.

Despite having been at Armour for the shortest amount of time, Gilles has driven the most miles in comparison to his brothers – racking up more than four million in his 38-year career. At 56 years old, he is the only one of the three who still does long-haul runs, travelling from Moncton, N.B. to Toronto every week.

Gilles says truck driving is something he's always wanted to do and he's stuck around because driving is something he truly loves – a refreshing take in comparison to those in the industry who carp about the long hours required.

"There's nothing better than driving, especially on a beautiful day," he said. "But it's tough – if you get into the business and you don't like it you won't last."

Though Gilles has been employed by Armour for close to four decades, he claims that he hasn't really "worked" for this long. "You know what they say," he chuckles. "If you love your job you never have to work a day in your life." ●

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