

# TRUCK NEWS

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 A top UPS exec explains how and why the global courier company is expanding its alternative fuels usage.

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 We drive the new Ford F-150 with aluminum body, to see first-hand the benefits of a lighter-weight design.

## Canada does truck convoys

This Fall, convoys rolled across Canada for various worthy causes

By **Sonia Straface**

PARIS, ONTARIO

For many, September marks the end of summer and back to school. But for the trucking industry, September is the month the truck convoys across the country begin to roll.

From the east coast to the west coast, trucking organizations raised money and awareness for different causes by organizing truck convoys.

In Saskatchewan, on Sept. 13, 57 truck drivers made their way from Saskatoon to Regina to raise money for children and adults with intellectual disabilities who want to participate in sport in the province.

At the end of the day, more than \$39,000 was raised for Special Olympics Saskatchewan.

"Special Olympics Saskatchewan could not do what it does without the generous support of the trucking industry," said Carissa Trenton, administrative and operations coordinator, Saskatchewan Special Olympics.

Sept. 13 was also the Ontario Special Olympics convoy. This year marked the convoy's tenth anniversary for the province so they celebrated

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**Daimler has taken the cover off its Future Truck 2025, which in addition to debuting the company's Highway Pilot autonomous driving system, also exhibits other technical achievements.**

## Is this the future of trucking?

**Daimler recently provided the first complete look at its self-driving Future Truck 2025. The Highway Pilot autonomous driving system may not even be the most remarkable thing about this rig.**

By **James Menzies**

HANNOVER, GERMANY

**I**t has no headlights, no rearview mirrors and virtually no grille. Yet this, according to Daimler, is the future of truck transportation.

Daimler, for the first time, has removed the mask from its Mercedes-Benz Future Truck 2025, which was first demonstrated for industry journalists on a stretch of German Autobahn in July. At that time, the truck's identity was mostly concealed by a camo-style paint scheme designed to tease the eye and keep secret the more intricate details of the design. That mask came off Sept. 22 in front of more than 500 industry journalists from 30-plus countries from around the world, on the eve of the IAA Commercial Vehicles show in Hannover, Germany.

Dr. Wolfgang Bernhard, the head of Daimler trucks globally, made a gutsy entrance to the press event, piloting the Future Truck in autonomous Highway Pilot mode into an airport hangar where the unveiling took place.

"This night was a very special one for me," said Bernhard, who used to oversee Daimler's Mercedes-Benz passenger car division. "It's the first time I was driven on stage and not driving. That's what our truck has in common with all those airplanes out there in the airport - both can run on autopilot."

While the technology built into the Mercedes Future

Truck 2025 has already been demonstrated, the focus on Sept. 22 was on its interior and exterior design.

"Tonight, we are showing you the complete package of all the features together," Bernhard said. "If technology is the heart of the Future Truck, the design is the soul."

The Future Truck has a clean front end with no visible headlights. They are hidden underneath the skin of the cab and shine out from beneath the paint. There is no traditional grille on this truck; instead there are lights underneath the paint that turn on when the truck is started. The grille displays white LED lights when the truck is manually driven and pulsating blue lights when it's on autopilot.

Instead of traditional rearview mirrors, the Future Truck has a camera system that gives the driver a more complete view down the sides of the vehicle via 12-inch displays mounted inside the cab. This not only reduces aerodynamic drag, but also improves visibility. The cameras even self-adjust depending on the course the truck is taking to provide the driver with the most important sightline.

"We have verified our aerodynamic improvements in wind tunnels and can see clear and significant benefits," Bernhard said. They also provide better nighttime visibility and are less sensitive to rain and dirt.

The interior of the Future Truck was equally intriguing.

Continued on page 30

# STRENGTH



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# IN NUMBERS



As two of the most decorated carriers in Canada, *Kriska* and *Mill Creek* offer professional drivers and owner operators more choice than ever: short haul, long haul, dry van, reefer and flat deck. Connect with us to find out why our voluntary turnover is the lowest in the industry.

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# CLASSE 8 TRUCK SALES TRENDS

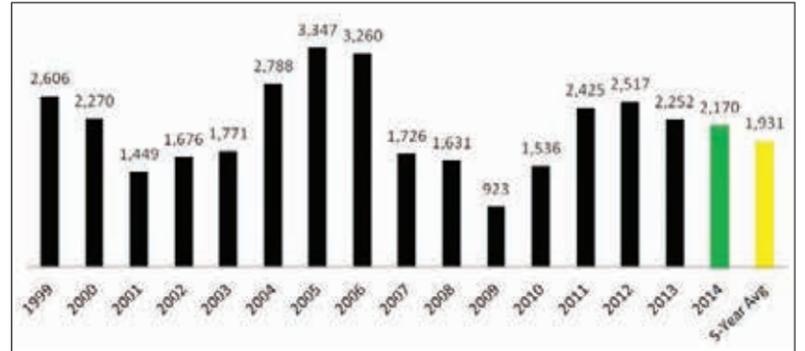
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## Monthly Class 8 Sales – Aug 14

August Class 8 sales, although above 2,000, are a disappointment. The momentum shown in June and July was not maintained and sales dropped behind last year's monthly total. In fact the 2,170 Class 8 trucks sold made for the weakest August since 2010. Freightliner, Kenworth and Western Star posted gains compared to the previous year but all the other truck manufacturers sold fewer trucks this August than in August of 2013.

OEM	This Month	Last Year
Freightliner	540	502
International	221	308
Kenworth	416	395
Mack	166	179
Peterbilt	308	366
Volvo	328	351
Western Star	191	151
<b>TOTALS</b>	<b>2170</b>	<b>2252</b>

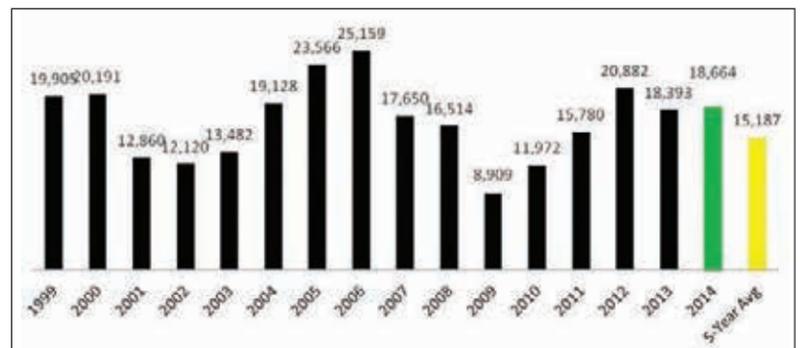
## Historical Comparison – Aug 14 Sales



## Class 8 Sales (YTD Aug 14) by Province and OEM

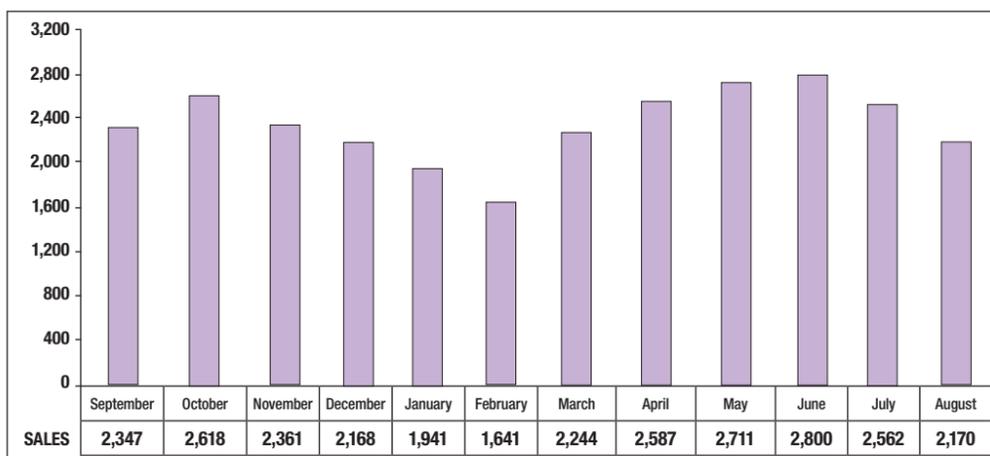
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	382	683	172	211	1,947	694	221	84	4	23	4,421
Kenworth	427	1,233	284	1	543	547	57	0	0	0	3,092
Mack	103	268	120	73	773	174	23	44	5	18	1,601
International	106	390	52	108	1,267	403	107	38	8	28	2,507
Peterbilt	324	986	224	133	456	302	107	11	0	0	2,543
Volvo	354	407	92	193	1,301	442	117	60	0	6	2,972
Western Star	233	546	49	84	293	231	34	47	3	8	1,528
<b>TOTALS</b>	<b>1,929</b>	<b>4,513</b>	<b>993</b>	<b>803</b>	<b>6,580</b>	<b>2,793</b>	<b>666</b>	<b>284</b>	<b>20</b>	<b>83</b>	<b>18,664</b>

## Historical Comparison – YTD Aug 14



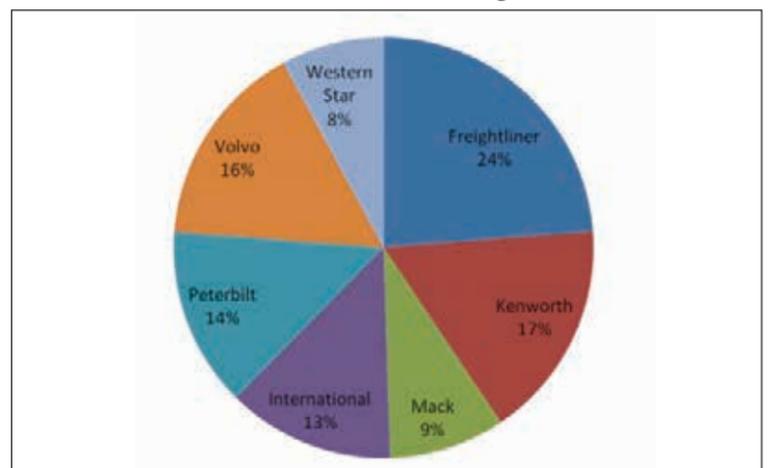
Despite a weaker than hoped for August, optimism for an improvement in Class 8 truck sales this year has not lost steam. Our research shows small carriers are more willing to purchase new trucks than they have been in years and both carriers and truck manufacturers are feeling more optimistic about the industry for the rest of the year. So far 2014 is shaping up to be the seventh best year in Class 8 truck sales since 1999.

## 12-Month Sales Trends



Monthly totals have been on a three-month drop after the high mark of 2,800 set in June. However, the Canadian market has enjoyed 6 straight months now of sales above 2,000 after suffering through two months of sales below that figure to start the year. Prior to that the market had posted 10 straight months of sales coming in above the 2,000 mark, reminiscent of the industry's capacity boom years of 2005 to 2007.

## Market Share Class 8 – Aug 14 YTD



Freightliner remains the market leader with a 24% share of the market while Kenworth's market share stands at 17%. Volvo, which has shown the most growth this year after leapfrogging past Peterbilt, is holding on to a 16% market share. Peterbilt and Navistar are at 14% and 13% respectively. Mack remains slightly ahead of Western Star with a 9% share compared to 8% for Western Star.

Source: Canadian Motor Vehicle Manufacturers Association

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## Editorial Comment

JAMES MENZIES



# Kriska-Mullen could be a special marriage

A 3:30 a.m. wake-up call in Hannover, Germany for a 6 a.m. flight to Amsterdam and after a two-hour layover, the eight-hour trek from there back to Toronto. I arrived home jetlagged and sleep-deprived and ready to hit the hay at 4 p.m. when the news release arrived in my inbox. Kriska was forming a new holding company along with Mullen Group, which would encompass both Kriska Transportation and Mullen's Mill Creek. Kriska's Mark Seymour would be 70% owner of the new venture, while Mullen Group would control 30%. This was a big-time deal! First of all, much credit to Kriska COO Jonathan Wahba, who made himself available to discuss the deal that night, well after closing time. My colleague Carolyn Gruske, editor of *Motortruck Fleet Executive*, interviewed him at length and by about 11 p.m. had filed a detailed breakdown of the deal, ensuring we were first, as always, to break this type of industry news (see report, pg. 37-38).

This is an interesting deal for a variety of reasons. First of all, with Mullen money behind it, Kriska becomes a serious player in the M&A landscape

practically overnight. It was spelled out clearly for us that this new venture will be looking to grow through acquisition. When TransForce bought Contrans, trucking company owners looking to sell lost an option. With this deal, they've gained one. Kriska's looking for well-managed, successful fleets to add to its stable. It plans to compete with the big guys, like the Challengers, Bisons and Celadons. And yes, even the TransForces.

Normally I say there are no winners when it comes to consolidation, except for the company doing the buying, and sometimes not even them. The same can't be said about this deal. I believe there are many winners. Kriska's a huge winner, because it now has the financial resources to grow its capacity and to make some sizeable acquisitions when the right opportunities arise. I suspect Mill Creek comes out a winner. I've always thought of them as a bit of an island within the Mullen universe. They're a freight-hauler based in Ontario while the majority of Mullen's business revolves around servicing the oilfields in Western Canada.

And here's something you can say about very few mergers and acquisitions: I believe the industry as a whole comes out of this one a winner. Mark Seymour strikes me as a proud Canadian, who is highly visible and through his various roles with associations and speaking at industry events, makes a meaningful contribution to the industry. We need guys like him to be doubling down on the trucking industry and not cashing out.

Here's a neat fact about Kriska: All drivers are given the cell phone numbers for Mark Seymour, president; Jonathan Wahba, COO; and Pierre Carrier, CFO, so they can call any one of them if they encounter a problem while out on the road. And here's something else about Kriska: These guys know their business. I toured their new Prescott headquarters when they moved into it in 2012. I was impressed to see flatscreen monitors along the wall that displayed in near real-time, key performance indicators such as loaded miles, order intake, etc. To have this type of data avail-



able is one thing. To share it with every one of your people so they can make better decisions is quite another.

This deal could be a game-changer for Kriska, and that's an overused marketing buzzword that I detest. But in this case it fits. We could well look back at this deal as the moment Kriska established itself as an even bigger force within the Canadian trucking landscape. ●

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## The view with Lou

LOU SMYRLIS



# Make safety your choice

Safety doesn't happen by chance, it happens by choice.

It's an often used truism and was most recently voiced by Goran Nyberg, president of Volvo Trucks North American sales and marketing, in presenting this year's Volvo Trucks Safety Award.

And judging by how often Canadian fleets go up against their larger US counterparts and manage to come away with the industry's top safety awards - Kriska Holdings was one of this year's winners while Bison Transport and MacKinnon Transport have been regular winners of the Truckload Carriers Association's safety awards - it would seem Canadian carriers are pretty darn good at it.

But just as safety doesn't happen

by chance, it also doesn't thrive under complacency. It's critical to be continuously learning about new approaches and insights on safety so that safety practices at your organization are always kept fresh.

To that end, I hope you will join me in what is becoming one of my favourite industry events: the Fleet Safety Council's Annual Educational Conference. We're proud to be the official media sponsor for the event, coming up Nov. 7-9 in Niagara Falls, Ont.

The conference will explore a variety of issues, ranging from improving driver files to better understanding court proceedings.

I will be hosting a panel discussion on the latest efforts to improve road

safety, looking at the latest technological advancements, risk management procedures, and regulatory expectations.

There will be a workshop on accident investigation and evidence gathering. John Oldfield from Dalton Timmis Insurance is back to discuss how to ensure your driver files are trial ready.

Particularly interesting is a mock trial to be held on the final day of the conference.

Jodi Burness, president and lead paralegal of Burness Paralegal Services, will be bringing the drama of the courtroom - and the important lessons to be learned from it - right to you.

Burness and her paralegal team of experts will be conducting a Mock Trial where safety professionals will witness firsthand the proceedings and workings of a courtroom and what to expect and prepare for.

The Annual Educational Conference brings together fleet safety professionals from the truck, bus and courier industries as well as insurance and many other related businesses across Ontario looking to learn valuable safety-related skills and information that can be directly applied to the workplace.

This is exactly the kind of information that eventually leads to industry-leading safety practices. To find out more go to: [fleetsafetycouncil.com](http://fleetsafetycouncil.com). I hope to see you there. ●

*Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at [lou@TransportationMedia.ca](mailto:lou@TransportationMedia.ca). You can also follow him on Twitter at [Twitter.com/LouSmyrlis](https://twitter.com/LouSmyrlis).*

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# Sunny outlook for US economy and trucking

By Lou Smyrlis

SAN DIEGO, CALIFORNIA

The California sun wasn't the only thing shining on the American Trucking Associations' annual Management Conference & Exhibition held recently in San Diego. It appears the economic outlook is an increasingly bright one as well.

All four panelists participating in the popular 'The Economy and its Impact on Trucking' session had positive developments to share with the large audience of truck fleet owners from their respective vantage points on the US economy.

"We're into a good period of time the last few months...Consumer sentiment has been positive for some time. Spending has been pushing up since the start of the year and will provide for a good bounce going into the rest of the year," said Jack Kleinhenz, chief economist with the National Retail Federation, adding he is expecting "a solid holiday season."

Growing consumer confidence is particularly important because consumer spending plays such a key role in the US economy (considerably larger than it does in Canada). US GDP since the end of the recession has averaged around 2.5%. More than half of that - 1.5% - has been driven by consumer spending, according to Kleinhenz.

E-commerce is also becoming an increasingly important element of retail sales with e-commerce related purchases approaching 6.5% of total sales.

There are also positive signs in the

manufacturing sector. Chad Moutray, chief economist with the National Association of Manufacturers, said 87% of his association's members are positive in their business outlook, according to a recent survey.

"That's the most positive we've seen them in some time. It certainly looks like we are moving in the right direction," Moutray said. "Manufacturers are optimistic for the next six months to a year."

Both demand and output started making significant gains as of the third quarter of 2013 and rebounded this summer following weather-related contractions in the first quarter of 2014.

The growth experienced in the retail and manufacturing sectors is certainly being revealed in for-hire trucking related indices. Truckload freight loads, after a weather-related 0.3% drop during the first quarter, posted a 3.7% gain in the second quarter and a 3.8% gain in the third quarter. In comparison, they grew 1.5% in 2013. Taking a more granular look, ATA research shows year-over-year loads growth for the for-hire dry van sector at 2.4% year-to-date. The temperature controlled sector's TL loads are growing at 3.2% year-over-year while tank truck loads are growing at 1.8%. The only negative is the flatbed sector which is showing a 4.3% decline year-over-year YTD. However the flatbed sector was among the first to benefit from the resurgence of the US housing market and the pace in loads activity may be difficult to maintain long term.

A particular area of concern has been the difference in how large carriers have

benefitted from the economic recovery versus smaller carriers. Since the end of the recession, larger carriers have been much faster in bouncing back. That appears to still be the case but there is a distinct ray of hope revealed in the latest statistics. Large TL firms have experienced a 2.3% rise year-over-year in their loads; small TL firms are still suffering through a 1.7% drop in their loads. However, small TLs did experience a 2.3% gain in loads in the third quarter.

LTL freight loads didn't enter negative territory during the harsh winter, managing to grow 4.9%, which was followed by 8.4% growth in the second quarter and 8.2% growth in the third quarter. In comparison, they grew 3.1% in 2013. In fact LTL loads are up 33% since February 2010.

"This speaks volumes," said Bob Costello, the ATA's chief economist who presented the trucking statistics and moderated the panel.

Could a return to rising energy pricing thwart US economic growth? Crude oil production is down worldwide, according to John Felmy, chief economist with the American Petroleum Institute, which would normally have led to price spikes. However, both crude oil and natural gas production in the US is on the rise and the added capacity is keeping higher pricing at bay domestically.

The increase in natural gas supply is also helping boost the near-shoring trend as some companies that used to invest in overseas production are now looking to seize the opportunities provided by lower energy costs at home,

according to Moutray.

"Manufacturing has also learned to become a lot more lean, with a lot more technological innovation driving costs lower," Moutray said.

The supply side of the equation is not quite as buoyant for the trucking industry. While the percentage change in the number of company and owner/operator tractors for the US for-hire TL sector grew by 2.6% in 2012, it barely registered growth at 0.1% last year and so far this year (to August) has actually shrunk by 3.5%. Costello said TL carriers, the smaller carriers in particular, are struggling with finding independent contractors.

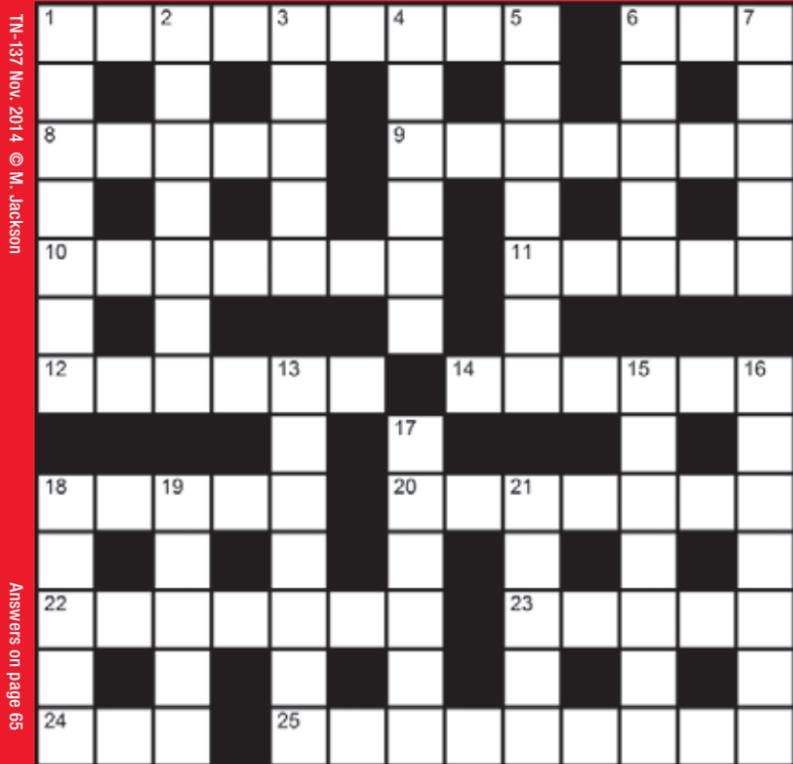
Capacity changes are not as stark on the LTL side. The percentage change in the number of company and owner/operator tractors for US LTL carriers grew 1.7% in 2012, declined 1.6% in 2013 and YTD (August) has climbed by 2.5%.

"We are still down from the capacity peak of December 2007 by about 10%," Costello said. "Things are getting tight and they're probably going to get tighter."

The rise in the driver turnover rate should also be of concern. As of the second quarter of this year it stood at 103% for large TL carriers and at 94% for small TL carriers. Large carriers hit their driver turnover peak back in 2007 with a mind boggling turnover rate of 136%. Adding fuel to the fire is the advancing age of the driver workforce. The median driver age is 50 in the for-hire LTL sector, 49 in the for-hire TL sector and 52 in the private fleet sector. In comparison the median age for all workers in the US workforce is just 42.

"We need to attract 96,000 drivers to this industry every year due to retirements," said Costello. ●

## THIS MONTH'S CROSSWORD PUZZLE



TN-137 Nov. 2014 © M. Jackson

Answers on page 65

### Across

- 1 PACCAR truck brand
- 6 Engine's lifeblood
- 8 Winter-driving challenge
- 9 New-truck deal factor, perhaps (5,2)
- 10 Road atlas (3,4)
- 11 Defined traffic paths
- 12 Comforting used-truck ad words (2,4)
- 14 Winter ice-roads' location
- 18 A side-impact collision, slangily (1,4)
- 20 No \_\_\_\_\_, truck auction type
- 22 Three-axle assemblies
- 23 Out-of-this-world '71 vehicle, \_\_\_\_\_ Rover
- 24 Paper or electronic daily record
- 25 Los Angeles, slangily (5,4)

### Down

- 1 Right-hand-drive vehicle pilot, perhaps
- 2 Interstate officer, often
- 3 Radio code for R
- 4 Engine manifold type
- 5 Great Dane or Trailmobile product
- 6 Nova Scotia plates' word
- 7 Road markings
- 13 In-dash audio items
- 15 City crossed by 407 ETR
- 16 US gasoline brand
- 17 Prescott, ON-based carrier
- 18 Really write off a truck
- 19 Circular rubber seal (1,4)
- 21 Wilson Pickett's Mustang driver

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# Safety takes centre stage at ATA MC&E

By Lou Smyrlis

SAN DIEGO, CALIFORNIA

The trucking industry must elevate its emphasis on safety if it wants to capture the hearts of the American

public and legislators on Capitol Hill, Bill Graves, president and CEO of the American Trucking Associations advised in his "state of the industry" address kicking off the ATA Management Conference & Exhibition.

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# “Getting freight to its destination without incident leads to financial success, and bad public relations avoided.”

Bill Graves, American Trucking Associations

failure to do will leave us continually playing defense on every other policy and regulatory issue that confronts the industry,” Graves said. “Everything we do, or try to do, on Capitol Hill somehow or other revolves around the issue of safety.”

Graves said this means embracing this strategy in ATA’s planning efforts but he also advised that a better safety record is good for both the industry’s public image and the bottom line.

“Every accident avoided allows you to serve your customers better. Every trouble-free mile leaves your drivers and their families more comfortable working for you. Getting freight to its destination without incident leads to financial success, and bad public relations avoided,” he said.

But Graves cautioned against any thoughts this approach means the ATA will support every safety-related idea that surfaces.

“That’s not what this is about. What we’re going to do is embrace safety in a more holistic way. We want to be better in our assessment of which industry related initiatives truly work and how our industry and the motoring public will benefit from them,” he said.

Graves pointed to the industry’s drive to correct the hours-of-service rules as a “great template for our future efforts.”

“While it has been a tremendous frustration that Congress failed to act on the Appropriations bill that had our corrective language in it, we are very well positioned for the relief we seek whenever Congress gets back to doing business,” he said.

“Members of Congress understood our concern that any system of required rest that could potentially put drivers back on the road during peak morning traffic was not a good idea. No one ever argued that providing adequate rest wasn’t a priority. What we argued was that the added requirement of two consecutive 1 a.m. to 5 a.m. rest periods and the limitation on the use of the re-start was not only negatively affecting safety, but was seriously impacting productivity as well.”

The results from a new survey published by Public Opinion Strategies, and commissioned by the ATA, shows Graves’ plans to focus on safety as a way to boost the industry’s image is based on solid reasoning. Almost two-thirds (65%) of the survey’s 800 respondents said they had a “favourable” impression of the industry and only 9% said their impression of it was “unfavourable.”

That was higher than the favourable impression of rail (61%) and considerably higher than that of the airline industry (54%). The strong favourable impression was fairly even (topping 60%) across the country. The survey also found that respondents were more likely to have a positive impression if they knew someone who worked in the industry.

“Your trucking industry ambassadors are your employees and they are influencing the opinions on industry of the people they know,” commented Neil Newhouse, partner of the com-

pany who conducted the survey.

The survey also found that 57% of respondents rated trucking’s safety record as excellent to poor while 36% thought it to be fair or poor. But there were some differences based on the makeup of the respondents. Suburban and rural respondents were more likely to have a favourable opinion of the industry’s safety record than were urban respondents. A particular head scratcher was the difference ethnic background made to perceptions of the trucking industry’s safety record. While 61% of white respondents have a favourable impression, on 41% of African Americans and 41% of Hispanics had a favourable impression. ●




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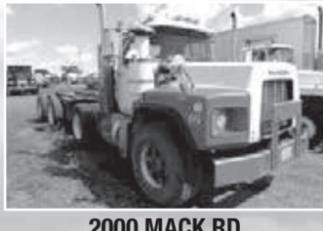
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 <p><b>2013 BRANDON</b> 20' Steel dump box.</p>	 <p><b>2013 FREIGHTLINER CASCADIA</b> DD13, 445 hp, 10 spd., 12 &amp; 40's, disc brakes, 3.91 ratio. <b>For Parts.</b></p>	 <p><b>2000 MACK RD</b> 20 F.A./46 R.A. with 20 pusher, 72" spread, rebuilt engine E7427, 08LL trans. Clean Truck.</p>	 <p><b>1987 JOHN DEERE 750B</b> Nice working machine, 9900 hours <b>\$18,000.</b></p>
 <p><b>2013 IH 5900i</b> Maxforce 13 450 hp, 18 spd., 20/46 axles, branded irrepairable.</p>	 <p><b>2005 VOLVO VN</b> Volvo 465, 13 spd., 12 &amp; 40's. <b>For Parts.</b></p>	 <p><b>2007 FREIGHTLINER M2-112</b> M-B engine, 18 spd., 14.6 F.A./46 R.A., engine needs rebuild.</p>	 <p><b>2013 IH 7600</b> Maxforce 13, auto trans., 20/46 axles, no brand.</p>
 <p><b>2012 FREIGHTLINER CASCADIA</b> DD15 engine, 13 spd., 12 &amp; 40's. <b>Whole or Parts.</b></p>	 <p><b>2008 CAT C7</b> 40,000 kms., 300 hp.</p>	 <p><b>2013 MACK MP7</b> In service 1 week.</p>	 <p><b>2012 MAXXFORCE 13</b> 485 hp.</p>

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# 'You can't go broke going green': UPS exec

## And why he believes low rolling resistance tires are no better for the environment

By James Menzies

SAN DIEGO, CALIFORNIA

"At the end of the day, you can't go broke going green." That observation came from Michael Britt, director of maintenance and engineering for UPS, when addressing fuel efficiency at the American Trucking Association's Management Conference & Exhibition Oct. 5.

UPS would know. It runs three million miles a week using alternative fuel vehicles and by the end of 2017 will have accumulated a billion miles with such vehicles. The package delivery company operates 96,028 vehicles worldwide delivering 16.3 million packages a day and currently 3% of its US small package fleet is powered by alternative fuels as well as 7.5% of its international fleet, which includes Canada. These fuels range from compressed and liquefied natural gas to propane to electricity.

"UPS has no bias as to alternative fuels and advanced technologies," Britt explained. "We don't have one fuel we think is going to be our future fuel. We understand that as large and diverse as we are, there are many different vocations we operate in. There are different fuels and different technologies for different parts of the

world and we understand that."

One of the advantages of using alternative fuels, said Britt, is that "When we're talking about alternative fuels, we're always talking about a domestic fuel. Here, natural gas is our domestic fuel."

In the US, UPS operates 930 CNG and 684 LNG trucks. In Canada, it has also enjoyed success with propane-fuelled vehicles. In Europe, the push is on to electrify the fleet; some European cities even charge daily tolls to non-electrified delivery vehicles.

By 2015, UPS plans to have brought the alternative fuelled segment of its US fleet to 7.5%. Today, it operates a variety of alt-fuel vehicles, including Kenworth T800 extended day cab single-axle tractors and LNG-fuelled Mack Pinnacles. Both are equipped with the Cummins ISX12 G engine.

UPS's fuel-efficiency efforts extend to the trailer as well. In Europe, it operates high-volume trailers to maximize payload.

"The greenest mile is a mile never driven," Britt pointed out. This same logic has led UPS to pull double and triple trailer combinations wherever possible.

"It's a lot less harmful to the environment pulling doubles or triples with one tractor than using three tractors to do the same thing," he said.

In North America, UPS is using both CNG and LNG with success. LNG is preferred in regions where there's a liquefaction plant nearby. In Jacksonville, Fla., UPS has built a \$7-million LNG fuelling station that stores 108,000 diesel gallon equivalents (DGEs) of LNG. LNG must be trucked in, so if there is not a liquefaction plant within 250 miles, UPS prefers to use CNG, because trucking in the fuel is no longer economically viable. CNG can be delivered by pipeline.

The LNG trucks are saving UPS about a dollar per gallon compared to diesel, even after accounting for a 10% loss in fuel economy.

The company is working with governments to make using alternative fuels less punitive than it is today in some jurisdictions. As an example, Britt pointed out carriers are effectively taxed twice on natural gas, because they are paying the tax on two gallons of natural gas to get the same energy output provided by one gallon of diesel.

Governments need to be made aware of these discrepancies, Britt said, which has led UPS to spend a lot of money on lobbying efforts.

Trucking companies that are new to alternative fuels must incorporate some driver training into their rollout plans, Britt advised. Early natural gas trucks deployed by UPS initially got just 3-4 mpg because drivers were operating them like diesels.

"We started learning about the torque curves and frankly, we put a

lot of automated manuals in - they know when to shift for fuel economy and safety," said Britt. "When you talk about technology, that's really the cat's meow when you get a natural gas vehicle with an automated manual transmission in it."

Besides alternative fuels, UPS is also looking for ways to improve fuel economy through improved tire selection and maintenance. Britt said the company is experimenting with several tire pressure monitoring and tire inflation systems.

"If your tires are not properly inflated and don't have the proper tread on it, your fuel economy is going to nose-dive," he reasoned.

He also expressed his disillusionment with the EPA SmartWay program when it comes to low rolling resistance (LRR) tires. Britt said carriers are getting a shorter life out of SmartWay-verified tires and fewer retreads out of the casing, prompting him to question whether the environment is any better off with the SmartWay-led push to fuel-efficient tires.

"It takes 23 gallons of petroleum to make the average tire," he pointed out. "It's a very environmentally-intense activity."

Britt said he has found LRR tires last about 40% as long as conventional tires and have about 20% the casing life. Also, some drivers complain they provide less traction in slippery conditions.

"They lighten up the casing to get better fuel economy," Britt said. "Low rolling resistance tires are more expensive and we buy more of them, so I think the tire manufacturers would think that's a great deal. That's a big debate. Myself and several other engineers talk about the different performance and we're going to hold the EPA and DoT and Department of Energy accountable to make the right decision there. From the data we've collected so far collectively - not just UPS - we are not in the camp of saying that's the right way to go with the current technology tires out there." ●

## ATRI compendium shares insights on sustainability

ARLINGTON, VIRGINIA

The American Transportation Research Institute (ATRI) has published a compendium of sustainable freight practices employed by the trucking industry.

The compendium, available at [www.atri-online.org](http://www.atri-online.org), identifies a number of sustainable practices being used by the trucking industry, including: driver training; idle-reduction; speed management; vehicle aerodynamics; tires; and engine systems. The organization also examines the costs and benefits of the various technologies.

"Sustainable practices are an emerging focus for trucking companies. ATRI's compendium is a great resource for gaining insight into what many of these practices are as well as the potential costs and benefits associated with them," said Chad England, chief executive officer of C.R. England, who sits on the ATRI Research Advisory Committee. The compendium also looks at how the public sector can contribute to greater efficiency through things such as congestion mitigation, research and testing and the use of standards that can advance sustainable freight practices. ●

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# American public knows infrastructure needs fixing

However, few are willing to pay for the repairs

By Lou Smyrlis

SAN DIEGO, CALIFORNIA

There appears to be a surprising amount of support among the American public for spending more on infrastructure, according to a new poll commissioned by the American Trucking Associations (ATA). Or is there? The poll, conducted by Public Opinion Strategies and released at the ATA's Management Conference & Exhibition, asked 800 respondents across the US whether the country should spend more or spend less on several priorities, including K-12 public schools; transportation infrastructure; anti-terrorism and national defense; health care; environmental protection; food and drug inspection; and government assistance to the unemployed.

While K-12 public schools came out on top with 61% supporting spending more on them and only 14% wanting to spend less, spending on infrastructure came out second with 48% supporting an increase in spending and only 10% wanting to spend less.

Seventy one per cent of respondents felt the nation's roadways were only in fair to poor condition. That's an important distinction to make among survey respondents because those who felt the nation's infrastructure was in poor condition were the most likely (74%) to favour spending more on it. The assessment of the nation's infrastructure being in only fair/poor condition cut across regions ranging from a high of 77% in the northeast being negative about their roads condition to 68% in the Midwest. Almost half of Americans (49%) believe traffic congestion impacts the quality of their life. So it would seem the American Trucking Associations' long-term plea to improve the nation's infrastructure is in line with the American public. Well, not exactly.

When survey respondents were told that "it is estimated that in order to repair, update and modernize the nation's roads, highways and bridges, it would cost \$4 trillion over the next 25 years" and then given several different ways that this money could be raised, their enthusiasm for infrastructure improvements quickly subsided.

They were given the following four infrastructure funding proposals and asked whether they favoured or opposed each one: Raising federal income taxes by 1%, earmarking the additional funds for the Highway Trust Fund; Raising federal taxes on gas and diesel five cents a year, every other year for the next eight years; Doubling the state fee to register vehicles; Placing a toll on all interstate highways in the country.

Not one of the funding proposals received better than 36% approval rating, leading Neil Newhouse, a partner in the firm which conducted the poll to conclude: "Americans say there is a need to spend more money (on infrastructure) but they don't want it coming out of their pockets...It would take a heck of a lobbying job to get any of these proposals passed."

ATA president and CEO Bill Graves had similar comments in his state of the industry address, which followed the presentation of the poll results.

"Everybody knows what we need to

do, everybody knows how important it is to this country, but everyone wants someone else to pay for it," Graves said. "Infrastructure is not free and it's not cheap and it's not going to be repaired, be built and be expanded by osmosis. That's why it's so critical that our national leaders start leading on the issue and stop politically pandering and posturing - posturing that is having the very negative and unintended consequence of fooling Americans into believing that there really are pennies from heaven."

Specifically, Graves called out conservatives in Congress supportive of cutting back the federal highway program and pushing the responsibility to the states.

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## PrePass reaches new milestones

SAN DIEGO, CALIFORNIA

HELP Inc., the non-profit organization that runs the PrePass weigh station bypass network in the US, celebrated a milestone at the American Trucking Associations Management Conference & Exhibition.

The organization, which is a public-private partnership, says there are now 485,000 trucks, including many from Canada, enrolled in the program and enjoying the benefits of scale bypass. An additional 10,000 trucks have enrolled in the past few weeks, after HELP recently announced it reached an all-time record of 475,000 trucks.

Karen Rasmussen, president and CEO of HELP, also said the network is expanding to provide scale bypass opportunities at more locations, including in Delaware, Iowa, Michigan, Wisconsin and Wyoming.

"With 485,719 trucks from 39,506 fleets now enrolled and qualified for PrePass, HELP's mission to improve trucking efficiency, plus safety for all highway users, has taken another big step forward," she said. "This achieve-

ment affirms our Board's vision of balancing safety with efficiency by providing motor carriers a total solution that saves them time, fuel and money."

The program also includes electronic toll payment and account management. One motor carrier executive, who joined Rasmussen at the press conference, said he estimates his company saves \$5 to \$7 every time its trucks can bypass the weigh station. He also said some drivers ask in job interviews whether or not the company is a PrePass member and won't join the company if they're not.

HELP says that since the launch of PrePass, carriers have saved more than 51 million hours of driver time by using the service. It estimates they've collectively saved about \$4.3 billion in operating costs. Allowing trucks to drive by at highway speed has also saved more than 245 million gallons of diesel and 542,181 tons of emissions. ●

## US truck tonnage sets all-time high

WASHINGTON, D.C.

American truck tonnage figures were exceptionally strong in August.

The American Trucking Associations said its seasonally adjusted For-Hire Truck Tonnage Index rose 1.6% in August, coming in at 132.6, which is the highest index on record. The previous high mark of 131 was recorded in November 2013.

The August numbers followed strong results in July, which recorded a 1.5% gain – a figure that represents a 3.7% year-over-year increase from July 2013. While that was a very positive result, the August 2013 to August 2014 year-over-year increase surpassed it at 4.5%.

Additionally, the year-to-date comparison between 2013 and 2014 shows tonnage is up 3.1% this year. When looking at non-seasonally adjusted figures, which represent the change in tonnage actually hauled by the fleets, there is evidence of a slight (0.1%) decline from the previous month. July's figure was 133.6. August's was 133.5.

"After a strong July, factory production and housing starts fell in August on a month-to-month basis," said ATA chief economist Bob Costello. "Truck tonnage actually did the opposite. Not only did it increase, it accelerated."

Costello stated that tonnage is up 3.1% over the last two months alone and has surged 6.8% since hitting a recent low in January.

"I'm optimistic about the second half of the year for the economy, which means truck tonnage should do well too," he said. ●

## HoS the top concern of US fleet execs

SAN DIEGO, CALIFORNIA

American fleet executives are less worried about the economy and more worried about hours-of-service regulations, according to an annual list of the trucking industry's top concerns.

The list, compiled by the American Transportation Research Institute (ATRI), was released at the American Trucking Associations' Management Conference & Exhibition.

Hours-of-service rules that went into effect in 2013 were the top concern voiced by more than 4,000 trucking industry stakeholders who completed the survey. Coming in a close second was the driver shortage, which surpassed concerns about the FMCSA's CSA carrier safety ranking system.

CSA this year placed third among the industry's concerns.

Driver retention was the fourth biggest concern among trucking industry stakeholders, up from seventh place last year. The fifth biggest concern was the FMCSA's plans to mandate electronic logging devices.

The economy, which was the industry's top concern from 2009-2011 dropped down to ninth spot. For the first time, driver distraction cracked the list, coming in 10th.

"ATRI's annual survey of top industry issues gives us direct insight in to all of the complex forces affecting motor carriers and drivers so that we can plan accordingly, and focus on running a safe and profitable industry," said ATA chairman Phil Byrd, president and CEO, Bulldog Hiway Express.

"As we all know, the trucking industry constantly faces changes and challenges to how we operate safely and efficiently," ATA president and CEO Bill Graves said. "However, our industry has always responded to these issues with determination and ATRI's work gives us the information to decide where to focus our energies first and foremost." ●

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# Truck dealer investing in Eastern alt-fuels plant

**Tatro Trucks teams up with partners to help fund company that will convert woody residue from Nova Scotia sawmills into clean fuel**

By Carolyn Gruske

CLARE, NOVA SCOTIA

A used truck dealer plans on turning waste wood by-products into diesel fuel.

"All of the provinces are increasing their (fuel) blending requirements, so we see this as the future," said Tatro Trucks' corporate financial controller Daryl Dawson. "I think, as governments move forward, they're going to look at trying to add additional percentages of additives to the fuel to try to get it greener as we go along."

Tatro sells both parts and Class 8 trucks to fleets in Canada, the US and around the world, but the Chatham, Ont.-based company has also invested in other businesses, including a marina, commercial real estate, and a restaurant.

This entrepreneurial spirit led Dawson to conclude that turning the leftover woody residue from Nova Scotia sawmills into something of value is especially appealing when compared with the demands of other bio-fuels like ethanol, which requires acres of prime farmland devoted to growing corn for the production process, rather than allowing those acres to be used for planting crops for human consumption.

"That's what has attracted us to this technology. They're growing trees on rock in some of the roughest terrain that isn't good for anything else," he said. Dawson also noted that the biomass test plant is being built in an area of Nova Scotia that has suffered job losses due to the downturn in the pulp and paper industry.

The company Tatro is investing in, celluFuel, is setting up a test facility in Brooklyn, N.S. at ReNova Scotia Bioenergy - the former site of the Bowater Mersey Paper Company - which the province has been operating since 2012. Dawson describes the facility as an incubator and innovation centre.

According to Dawson, celluFuel has the Canadian intellectual property rights to a process already being used in some European countries to produce diesel from biomass sources. He said the company's goal is to have the plant equipment delivered from Europe in January, and have it up and running by February or March.

"What they want to do is get it here, get it up and going and run about 2,000 hours through it so they can test it and tweak it until they can get the best product coming out in the end. Once that has been accomplished, they will go out to build their first commercial facility," he said.

"We're hoping the quality and the grade of the end product will be good enough so it can be used as a blend product. They're hoping at some point, maybe it will be clean enough that it may be able to be used as a stand-alone product for off-road machinery."

The company has chosen Clare, N.S. as the site of its first proposed commercial plant, should the pilot project be successful.

"If they had a magical target date

to start the first commercial project, they'd be looking at 12 months from now. That would give them time to have this equipment delivered from Europe, set up, get it running. After that, we'd be looking at ordering the equipment for the new one and going from there," said Dawson.

"We" is the appropriate pronoun to use as Tatro is far from the only investor in celluFuel. Earlier this year, the federal government, through the Atlantic Canada Opportunities Agency (ACOA) provided the company \$500,000 in repayable investments, while the province of Nova Scotia committed \$1.5 million in repayable investment capital. As well, celluFuel, with the support of PwC Corporate Finance, obtained \$5 million in backing from private investors including Tatro and Kingsey Falls, Que.-based renewable energy producer Boralex.

While Dawson admits that Tatro will need to rely on the expertise of some of the other investors when it comes to evaluating the process and the final product, all of the information looks promising at this point, including the environmental footprint of the plant.

"This will be a diesel-run facility, so they will be able to burn their own

product to make the facility run," he said, adding that the process isn't expected to produce much waste.

"My understanding is once it has been produced with the catalyst and everything else, and they run it back through and treat it, there is very little residue at the end. There is a little bit of water and the water will obviously be monitored by the authorities and they can pump it right back into a waste water system."

As to whether celluFuel will manage to be successful and will be able to become a fully operating commercial venture, Dawson said it's too early to speculate.

"This is just the pilot project. If we like what we see and they like what they see with the output, then we'll certainly take a long hard look at going forward with the first commercial project and subsequent commercial projects." ●

## What's coming up at the APTA summit

MONCTON, NEW BRUNSWICK

On Oct. 29-30, the Atlantic Provinces Trucking Association is hosting its annual transportation summit at the Delta Beausejour in Moncton, N.B.

The two-day event will see the likes of many influential trucking representatives and a variety of well-known speakers to keep attendees informed and entertained.

On the first day, David Bradley and Prasad Sharma will provide patrons with a CTA and ATA update on the trucking industry.

Then after a short break, Hockey Hall-of-Famer, Ray Bourque will take the stage. Attendees will then go to the Chairman's reception, followed by a lobster dinner complete with entertainment from stand-up comedian, Angelo Tsachouras.

The second day is also jam-packed. The agenda calls for an economic outlook presentation by Stéfane Marion of the National Bank of Canada, a workplace leadership talk by Mike Mallory of T.E.C. Canada, a speech on safety by Nathalie Lemay of Labour Program and a succession planning presentation by Angela Splinter of Trucking HR Canada.

Una Louder, an RBC Olympian and Doug Keeley, a leadership expert, will be the guest speakers for the day. Oct. 30 will also feature a panel discussion and a talk about changes in leadership from Merv Symes of Symplicity Designs.

To attend the event, you can register online at [www.apta.ca](http://www.apta.ca).

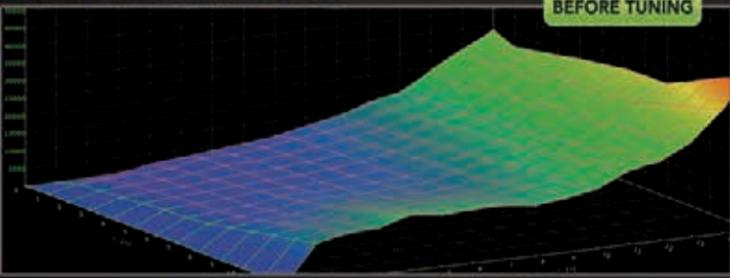
The deadline to register is Oct. 20. ●

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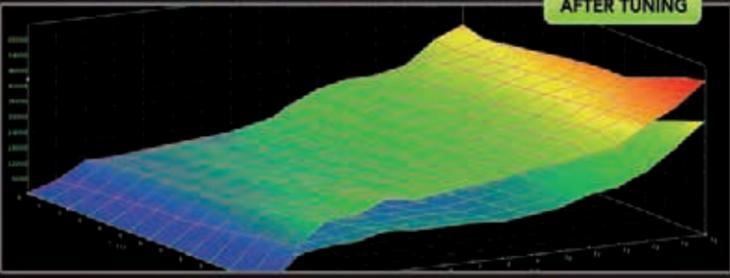
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# Energotest rolls on as PIT eyes US expansion

Group plans to conduct testing in Texas next year to better serve fleets in the US and Canada

By Carroll McCormick

BLAINVILLE, QUEBEC

**I**n yet another installment of its Energotest fuel-savings trials, Project Innovation Transport (PIT) of FPIInnovations Group, spent nearly a week this September at the Transport Canada Motor Vehicle Test Centre in Blainville, Que. Tests ranged from aerodynamic add-ons for tankers to synthetic fuels.

"We did not test a lot of technology but there are a lot of items we tested together and separately," explains Bernard Ouellet, operations leader, PIT. For example, PIT compared synthetic and regular versions of Shell USA's 10W-30 and 15W-30 lubricants. "We did fuel economy tests, plus long-term oil change intervals. You are going to see more synthetic oils," Ouellet says.

The use of 10W-30 oils is on the rise as a way to improve fuel economy. As well, within a couple of years new oils will be licensed that meet the new Proposed Category 11 requirements, which address fuel economy and greenhouse gas emissions, among other things, of the National Highway Traffic Safety Administration.

PIT tested one fuel additive, from San Diego, Calif.-based Xp Lab Inc. The company manufactures Xp3, a fuel additive that it guarantees will save 5% on fuel costs.

Aerodynamic tests figured large in PIT's testing program. For example, it did aerodynamic tests on tankers (one of PIT's member companies is Praxair).

"They included include gap reducers and side skirts. We have done some prototypes. The gap reducers and skirts look different," Ouellet says. PIT also tested a trailer tail designed for tankers.

PIT also tested a new trailer tail made by Montreal-based Transtex. "The goal is to get 12-13% fuel savings," Ouellet says. Transtex brought in an aerodynamic kit with a boat tail, skirt and gap reducer. "It took five days to test it," Ouellet says.

PIT tested aerodynamic bumpers made for International trucks by the US company Hendrickson. The company is a repeat visitor to the Motor Vehicle Test Centre. In 2012 it hired PIT to compare its aluminum and stainless steel Aero Clad bumper with factory-installed plastic bumpers, on Volvo VNL and Freightliner Cascadia tractors. Although this year's results have not been released, Hendrickson reports that its Aero Clad bumpers used in the 2012 spring and fall trials had no adverse effect on fuel consumption.

That PIT continues to test aerodynamic add-ons is partially explained by new developments. As well, despite years of testing, Ouellet notes, "There is a lot of controversy out there in aerodynamics."

**"Now we really have a case where people want to test at higher frequencies...Our goal is to have a testing campaign every four months."**

Yves Provencher, Project Innovation Transport

PIT used its Tow Dyno to do two days of evaluations of Freightliner and Volvo direct drive versus overdrive transmissions. This rare piece of equipment simulates on a flat surface the effect of climbing various grades with weight.

Unlike previous years, where PIT has run two Energotest sessions a year, spring and fall, it will do an additional Energotest this October in Blainville.



Truck and trailer equipment is evaluated by PIT at the Transport Canada Motor Vehicle Test Centre in Blainville, Que. Next year, PIT plans to add more tests, including its first foray outside Canada.

"We had more customers that came after the campaign closed for September. There are also some tests with Shell that will be concluded in October after the accumulation of a lot of kilometres. It is for a specific fuel that Shell is developing," explains Yves Provencher, director, PIT.

Next February PIT will conduct its first Energotest outside Canada, at the Continental Proving Grounds in Uvalde, Texas. The Proving Grounds include an 8.5-mile main track, a wet grip testing facility and vehicle dynamics facility. Provencher discusses PIT's rationale for an accelerated

give us more freedom and let us offer better service to our customers. Our goal is to have a testing campaign every four months."

Earlier this year PIT announced a new certification program called PIT Power. Products tested at the Energotest trials that reduce fuel consumption by at least 2% will be able to declare their PIT Power. Shell, for example, now has PIT Power 2 for its diesel extra fuel.

Whatever percentage reduction in fuel consumption a product achieves will be declared by its PIT Power; ie., PIT Power 5 for 5%, PIT Power 8 for 8%, and so on. There is no upper limit to PIT Power.

According to PIT's announcement, "Fleets need to be able to quickly and accurately identify the value of a technology. PIT Power will provide them with the exact number they need to calculate their economy. Technology suppliers want to differentiate themselves and get a non-disputable rating of their technologies. PIT power will provide them with the credibility they are looking for."

Achieving a PIT Power is one of the goals of the Transtex trials this September, Ouellet says. "To have a PIT Power you need to have one test with us, and one outside test, with a rigorous protocol."

More products, with their PIT Powers, will be announced at the Ontario Trucking Association convention this fall. "It is a very comprehensive program, at the request of the fleets," Provencher notes. ●

schedule.

"We had people come to us and asked 'when is the next test?' I told them it would be next June and their jaws dropped. Now we really have a case where people want to test at higher frequencies. We often do tests where we do baselines in June and do the final tests in September. But we can't run tests (in September) and accumulate kilometres until the following June. This (the Texas testing) will

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In June, *Truck News* collaborated with Chevron to host its ninth annual charity golf tournament at Wooden Sticks Golf Course in Uxbridge, Ontario, in support of Make-A-Wish Canada. The event was a major success as participating trucking companies raised \$15,000 that day for the charity. It is our pleasure to share with our readers and participants of the event that the funds raised went to Rhonda Cheung and her family this summer. The Cheung's took Rhonda to Give Kids the World, a storybook resort where she had the opportunity to meet her favourite characters. She was most excited to meet the Disney princesses. The Cheungs said Rhonda responded very positively to the characters she met at Give Kids the World and Magic Kingdom. We thank everyone who supported the event and helped grant her wish.

## TTSAO reforms going well

HAMILTON, ONTARIO

So far this year the Truck Training School Association of Ontario (TTSAO) has seen lots of change.

The association has a new staff, a new office in Hamilton and a new Web site. Despite all this changes, Yvette Lagrois, president of the TTSAO is very pleased with the direction of the TTSAO and the effort of the board of directors.

"We're taking the TTSAO in a new direction. Insurance companies, trucking companies and industry service providers are going to see some true value in what the association does for the transportation industry," Lagrois said.

Ed Popkie, president of 5th Wheel Training Institute, was also welcomed back to TTSAO. He will be assisting with proposed changes in Ontario to new minimum standards for truck drivers.

"Our team is excited to be back at TTSAO helping to implement changes that will make the future of the transportation industry better," Popkie said.

Another change for the association is that it is no longer in the auditing business. (The company used to audit every school annually).

"Before we had to police ourselves because the Ministry of Training, Colleges and Universities (MTCU) did not have the staff and ability to monitor the schools. This has changed and things are improving," Lagrois said. "This does not mean we have watered down the by-laws and constitution, we have actually put a process in place that will keep our membered schools accountable," she added.

## Transcourt moves to bigger office

OAKVILLE, ONTARIO

Doubling the size of its current location, Transcourt has relocated to 2421 Bristol Circle, Suite 206 in Oakville for its 18th year in business.

"Our goal is to provide a wide variety of equipment from coast to coast," said Transcourt president, Bruce Daccord. "We are experiencing significant growth right now and by expanding out operational headquarters, we are better equipped to deliver flexible,

customized service anywhere in Canada. We have recently added two new staff members and are currently looking for two more to join our team."

The company has also purchased new fleet management software to better service its customers. The company says it has doubled its business in the last three years.

## OTA introduces convention app

TORONTO, ONTARIO

In an attempt to save some trees, the Ontario Trucking Association has developed an app for its upcoming convention and executive conference on Nov. 12-13.

The app makes paper programs unnecessary, and information about which session is up next can be right at your fingertips. The app will contain information about speakers, maps and a detailed program agenda. The app also provides last-minute changes and updates to the program in real-time and local restaurants and shopping locations near the Ritz-Carlton Hotel.

OTA says its convention is loaded with a number of informative sessions for attendees, including one titled, *Teaching Old Industries New Tricks* and another called, *Take Safety to a Higher Altitude*.

The event will see many talented and recognized speakers including: Brian Scudamore, the man behind 1-800-GOT-JUNK; Thomas Frey, renowned futurist; Teresa Cascioli, CEO of Lakeport Brewing; Former USAF fighter pilot, Jeff 'Odie' Espenship; Gerry Dee, comedian and actor; and Derek Thompson, senior editor at *The Atlantic*.

To download the app on your Blackberry, Windows phone or desktop/laptop computer go to: <https://crowd.cc/otaconvention>.

The OTA says iPad/iPhone users can get the app at the Apple App Store using key words ota, OTA convention and Ontario Trucking Association. Google phone users can do the same in the Google Play Store. Once the app is found, click the icon to install.



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# Convoys: The trucking industry's way to give back

Continued from page 1

in style. A total of 89 registrants helped raise more than \$108,000 during the convoy in Paris, Ont. Over the course of the 10 years, the province raised approximately \$528,000 for the Special Olympics.

"Stories and memories of the convoy journey in Ontario since 2005 was the theme and many retired drivers even travelled hours with their families to celebrate," said Tammy Blackwell, convoy coordinator.

In New Brunswick on Sept. 6, the Convoy for Hope - Atlantic celebrated its fifth year in existence. There were 23 trucks at the event and more than \$22,000 was raised for breast, colon,



Trucks roll in the Saskatchewan leg of the World's Largest Truck Convoy for Special Olympics.

as both convoys in Prescott, Ont. and Woodstock, Ont. came together to donate for Trucking for A Cure.

In Prescott, Ont. on Sept. 6, despite the thunder and lightning, more than \$15,000 was raised by 23 drivers. And on Oct. 4, more than \$70,000 was raised in Woodstock with more than 67 drivers participating in the convoy.

In Nova Scotia, a celebrity stopped by for the convoy on Sept. 20. Alex Debogorski from Ice Road Truckers was a convoy marshal and even did a meet and greet with drivers. The convoy was at capacity with a whopping 152 trucks that participated, raising almost \$70,000 for the Special Olympics Nova Scotia.

"The trucking industry has far sur-

passed my wildest expectations for this event," said Anne Marie Shannon, director, events and communications for the Special Olympics Nova Scotia. "The success of our day comes from every driver who collected even \$1. This industry has made a true difference for our organization this year. The monies will be put to good use helping us expand programs for young children and continue offering sporting opportunities for the 1,700 athletes we serve."

In Manitoba, an astounding 190 trucks participated in the convoy. They raised close to \$60,000 for the province's Special Olympics.

"The Manitoba World's Largest Truck Convoy continues to grow every year,"



The World's Largest Truck Convoy in Nova Scotia had a celebrity guest: Alex Debogorski (centre) of Ice Road Truckers fame.

said Special Olympics Manitoba communications manager, Steven Dreger. "It's one of those 'goosebump' moments when you see all the trucks on the highway all in support of Special Olympics Manitoba."

Grande Prairie, Alta, however saw the most trucks than the rest of the provinces and even broke the record for the number of participants. The province drew an incredible 305 drivers and more than \$143,000 was raised for the Special Olympics.

"It was a fabulous day in Grande Prairie," said Shirley Norton chairwoman of the Grande Prairie event. "The community lined the streets to show their support to both the drivers and athletes. The convoy spread over 13 miles long at one point and the drivers chattered on their radios with excitement and played the Convoy song. It was a proud day for truck drivers and athletes." ●

**It's one of those 'goosebump' moments when you see all the trucks on the highway."**

Steven Dreger

lung and prostate cancer education, prevention, research and treatment in the Atlantic chapter.

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T H E A B I L I T Y T O D O M O R E

## (Most) Canadian provinces agree to allow full-sized trailer tails

By James Menzies

SAN DIEGO, CALIFORNIA

All Canadian provinces except for Newfoundland have agreed to allow full-sized trailer tails.

The policy change was agreed upon by Ministers of Transportation and Highway Safety when they convened Oct. 1. Ontario already allows full-sized trailer tails, thanks to a deferred enforcement policy that permits their use until the new Memorandum of Understanding takes effect.

New Brunswick, Nova Scotia and P.E.I. will issue permits for their use until the change goes into effect while the western provinces will wait until the MoU has been finalized. Newfoundland did not participate.

At a press conference at the American Trucking Associations Management Conference & Exhibition, AT-Dynamics founder and CEO Andrew Smith welcomed the announcement, claiming Canadian fleets could save \$3 billion worth of fuel over the next decade. Trailer tails improve the air flow aft of the trailer and have been proven to improve fuel economy by up to 5%.

"Trailers with tails, the original focus of our company, are now legal to circulate throughout North America, with a few tiny asterisks," Smith said.

The Canadian Intergovernmental

Conference Secretariat, announced "This amendment will harmonize regulations in Canada with those in the US and support the trucking industry in improving fuel efficiency and reducing emissions."

ATDynamics produces 99% of the trailer tails currently on the road, which now number 30,000. Smith said the company projects to sell more than 200,000 units by 2017. Canadian fleets were eager to deploy the systems.

Smith announced Erb Group has placed an order for 350 trailer tails. Laidlaw also has been equipping its trailers with the devices. Smith said the tails have been cold weather-tested in Canada and will stand up to the harsh winters.

About 40% of ATDynamics trailer tails sold today are now of the auto-deploy variety, which allows the tails to extend automatically when the vehicle reaches 35 mph. A warning light mounted on the front corner of the trailer alerts drivers when they are backing up to a dock with the tails still extended.

If you're skeptical of the fuel savings, ATDynamics now provides a datalogger so that fleets can do their own testing. All that's required to perform the test is a single tractor and trailer. ●

## CCMTA introduces new regulations

MONTREAL, QUEBEC

Canadian governments have come to agreement on policies regarding truck weights and measures and vehicle inspections.

Federal, provincial and territorial ministers of transport approved three recommendations put forward by the National Task Force on Vehicle Weights and Dimensions Policy and known officially as the Memorandum of Understanding on Interprovincial Weights and Dimensions (MOU).

According to the MOU, "provinces and territories will permit vehicles which comply with the weights and dimensions described in the MOU to travel on a designated system of highways in their governments."

The three changes are: The addition of the tridem drive tractor/semi-trailer configuration as a new MOU category; An increase in the allowable size of aerodynamic devices on rear of trucks and trailers from 0.9 metres to 1.52 metres (see more in accompanying article on this page); And an increase in the overall length limit for B-train double trailer combinations from 25 metres to 27.5 metres. There were three factors cited for increasing the length of B-trains. By giving them some added length, it should be easier to fit engine emissions equipment and alternative fuel systems. Fleets will be able to use the added length to accommodate moose bumpers to reduce the severity of impact when trucks collide with wildlife. The additional length can also be used to fit in larger sleeper berths and improve overall driver comfort in the cabin, thereby reducing driver fatigue. ●

## HR tips from Best Fleet Employers shared

OTTAWA, ONTARIO

Trucking HR Canada has released a new report highlighting driver-focused initiatives from the first Top Fleet Employers winners.

The Drive For Excellence report (available for download at [www.TruckingHR.com](http://www.TruckingHR.com)), examines Top Fleets' employee recognition, compensation, lifestyle, wellness, recruitment and retention.

This year's Top Fleet Employers based on their wide portfolio of HR initiatives were: Bison Transport; Erb Group of Companies; Home Hardware; J&R Hall Transport; Kindersley Transport; Kriska Transportation; Logikor; MacKinnon Transport; SLH Transport; and Transpro Freight Systems.

Fleets can apply for the second-annual program in December, Trucking HR Canada has announced. ●

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## Back behind the wheel

DR. CHRIS SINGH



good time to review it.

The Ebola virus belongs to a family of viruses that cause hemorrhagic fevers. As the illness progresses it causes severe bleeding/hemorrhaging, organ failure and often death. The Ebola virus was first identified in Africa decades ago.

Interestingly, the Ebola virus lives in an animal host. Humans can contract the virus by working with infected animals. For example people have contracted the virus from butchering or eating infected animals.

The Ebola is transmitted from human to human through contact with body fluids. Infected people generally are not contagious until symptoms appear. Often, family members are infected as they care for sick relatives or prepare the dead for burial. Medical personnel must take proper precautions when working with an infected patient.

The incubation period for the Ebola virus is five to 10 days from first contact. The signs and symptoms of Ebola usually start suddenly.

Early symptoms include fever, severe headache, chills, joint and muscle pain and general body weakness. These symptoms are common to many harmless illnesses such as the common cold or flu.

However, as the Ebola infection worsens, symptoms typically become increasingly more severe. These symptoms may include bloody diarrhea, red eyes, chest or stomach pain, internal bleeding or bleeding from the eyes, nose or ears.

A high percentage of those infected with the Ebola virus die due to complications such as organ failure because of severe bleeding. The virus is so deadly because it is able to interfere with the immune system's ability to fight the infection.

For the lucky few that do survive, recovery is a slow and often painful process that can take months.

At this time, there is no proven antiviral medication that is used to treat an Ebola infection. However, researchers are working diligently to find a vaccine. Presently, treatment usually consists of replenishing fluids, replacing lost blood and providing oxygen if needed.

The good news is that the risk of contracting the Ebola virus in North America is very low. In fact, the chief medical officer of Canada recently said, "I want to take this opportunity to remind Canadians that the Ebola virus does not spread easily from person to person. Ebola is spread through direct contact with an individual with symptoms; it is not spread through casual contact, it is not like the flu. Canada is well prepared with a number of systems in place to identify and prevent the spread of serious infectious diseases like Ebola, such as working closely with our international partners to gather and assess information and administering the Quarantine Act at all points of entry into Canada."

As you can see, the Ebola virus is not something that we have to worry too much about in Canada.

However, it is always a good idea to practice good hygiene like proper hand washing especially with cold and flu season around the corner.

Until next month, drive safely. 🚗

## Is Ebola a threat to drivers?

I have recently had a few patients in my practice ask me about the Ebola virus. Due to this fact as well as all the news coverage and worldwide concern about the Ebola virus, I thought that it would be a



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## Preventive Maintenance

KAREN BOWEN



## Psoriasis: It's more than skin deep

**T**he cold weather is here, bringing you the risk of developing psoriasis – a chronic skin condition that changes the normal life-cycle of skin cells.

The signs and symptoms of psoriasis vary. Psoriasis may appear on the skin as small scaly spots; dry, cracks that bleed; red patches covered with silvery scales; and/or itchy, burning or sore areas.

Psoriasis can be just a few spots of dandruff-like scaling, or large, raised patches of inflamed skin. Psoriasis can affect fingernails and toenails, making them thickened, pitted or ridged, and joints, making them swollen and stiff.

The specific cause of psoriasis is

not known, but it is considered an autoimmune disorder which affects the function of a specific white blood cell – T lymphocyte or T cell. Properly functioning T cells keep the body healthy by fighting viruses and bacteria. For people with psoriasis, these T cells become overactive.

They attack healthy skin cells, as if the healthy cells were an infection, which triggers an ongoing deteriorating cycle.

First, the T cells trigger the body to fight a perceived infection (actually healthy skin cells). So, the body causes blood vessels to dilate around the affected skin area(s) to increase the number of white blood cells available to fight this perceived infection. The T cells' attack on the healthy skin

cells causes the body to replace the healthy skin cells under attack with new skin cells.

As a result, the body sends more T cells and white blood cells to fight these new healthy skin cells. The cycle continues.

As a result, new skin cells move to the top layer of the skin in days, instead of weeks, creating a build up of thick, scaly patches on the skin's surface.

Even though no one is sure why T cells sometimes malfunction like this, research shows that genes and environment are involved.

Unfortunately, psoriasis runs in families, so family history is the most significant risk factor – if your parent(s) had psoriasis, your risk of

getting it is quite high.

Fortunately, you can reduce environmental triggers.

Avoid recurrent bacterial and viral infections, since people with impaired immune function (HIV, recurring strep throat) are highly susceptible to psoriasis. Avoid stress, smoking, and heavy alcohol consumption, since they strain the immune system. Avoid obesity, since psoriasis often develops in skin creases and folds. Avoid injuries to the skin, such as cuts, scrapes, bug bites, tattoos and/or severe sunburn, since they lead to an increase in T cell production. Avoid food sensitivities. Be aware that some medications, such as lithium, beta-blockers, anti-malarial drugs and iodides increase your risk.

Manage winter weather conditions to avoid skin irritation by making the following adjustments. Turn down the heat in your rig and in your home to avoid drying out your skin, since cooler air has more moisture. Consider using a humidifier, especially when sleeping. Avoid long baths or showers as they strip your skin's protective oils that seal in moisture. Wash with mild cleansers and then pat your skin dry. Apply a thick, creamy moisturizer right after bathing.

Protect yourself from extreme cold outside by wearing a hat, scarf and gloves and be sure that the material next to your skin is soft and breathable (not scratchy wool). Reduce stress levels and weight through regular exercise.

Avoid infections by washing your hands frequently. Consider getting a flu shot.

Drink lots of water to keep your body hydrated from the inside. You can also feed your skin by increasing your intake of Omega-3 fatty acids from fish, nuts and seeds; adding turmeric to your diet; and exposing the affected area to sunlight for Vitamin D. Although psoriasis often requires medical intervention, some people are able to relieve symptoms naturally by applying an aloe vera or an Oregon grape cream to the affected area. Capsaicin cream, coal tar shampoo or tea tree oil shampoo may help, too. However, since some products may irritate sensitive skin, all products should be tested on a small affected area first to ensure they don't cause a reaction. They should never be applied to broken skin.

If your psoriasis becomes too painful to perform regular tasks, consult your doctor.

During your visit, you may also be examined for the following linked diseases/conditions: psoriatic arthritis, a debilitating condition that causes joint damage and loss of function; eye conditions, such as uveitis, blepharitis and conjunctivitis; obesity and Type 2 diabetes; high blood pressure; cardiovascular disease, including heart attack and stroke; metabolic syndrome, a cluster condition which includes elevated insulin levels, high blood pressure, and abnormal cholesterol levels; Parkinson's disease; kidney disease; and, other auto-immune diseases, such as celiac disease, sclerosis, and inflammatory bowel disease.

Apparently, the effects psoriasis can have on your health may be more than skin deep.

This winter, do what it takes to save your own skin. ●

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\*2013 Bose studies of 100 drivers across multiple fleets.

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

Tax  
Talk

SCOTT TAYLOR



## Finance cost must-knows

**M**ost expenses involve something tangible. Fuel, tires, a place to stay for the night – you get a real product or service in exchange for your hard-earned buck.

Then there are “soft” costs like interest, fees, and other charges on loans and lines of credit. They’re folded into payments or tucked away at the bottom of statements where they might go unnoticed for a while. But there’s nothing soft about them.

Financing costs are a major expense for owner/operators and small fleets. If you borrow money to run your business, here are four things you should remember about managing these expenses effectively:

### It’s easy to miss tax-deductible expenses

Any time you pay to borrow money, and that money is used to help you earn business income or provide working capital, that expense is tax-deductible. This includes interest you pay on the loan, the cost for the loan to be set up and managed, and any fees for legal, accounting, and bookkeeping services related to applying and completing loan documentation.

Loan-related expenses aren’t like most business expenses. Interest and other fees may be amortized over the life of the loan and wrapped into monthly payments. Up-front administrative or documentation fees may be buried in the fine print. The paperwork can be onerous and complicated. It’s easy to miss potential deductions.

### Separate business and personal credit

Keep dedicated accounts so the expensing of service charges, overdraft charges, interest, and other fees is clear to you, to your accountant, and to any auditor who might review your return. (In a perfect world you would have separate credit cards and credit lines for business and personal use).

Your accountant can help you clarify precisely which borrowing expenses are business and which are personal. For instance, you might think your tax accounts (including personal tax, corporate tax, payroll source deductions, and GST account) are business-related. But CRA says you cannot deduct the interest charged to these accounts or any loans you may get from financial institutions to pay these amounts.

Also, any loans to buy RRSPs or fees charged within your RRSPs are not deductible.

When money is borrowed partly for business and partly for some other purpose, only the part of the expense that may reasonably be considered applicable to the business is deductible. Canada Revenue Agency (CRA) expects you to apportion a business-related percentage of related interest and charges.

If you mix business and personal debt, you’ll have to calculate the proper business percentage each year. An auditor will want you to show that these percentages are valid. That may mean going back over years of statements to prove the business portion.

### Catch mistakes in documents

Mathematical errors, incorrect interest rates, misspelled names, confusing guarantee terms, missing pages, illegible type – I’m amazed at the mistakes I see in loan documents.

No matter how eager you are to seal the deal, spec’ the money with as much care as you do the truck. Review the documents with your accountant. Make sure the payments are properly amortized and the interest is calculated correctly.

### Use loan expenses to your advantage

Here’s an option in case you’re having a low income year and are worried what your bank will say once they see your statements.

If you borrow money for the purpose of acquiring depreciable property (for example, your truck), you can add the interest paid and any other loan costs to your capital cost allowance of your asset rather than expensing them this year. You’re not giving up the deduction, you’re just

### Soft costs like interest and other loan-related fees pack an unexpected punch.

expensing it over time.

Your income will be a little higher, but that’s okay if it means keeping the bank manager happy. If you think this approach is right for you, talk to your accountant to make sure.

November is a big month for budgeting. You should have a solid handle on your income and expenses for this year, which you can use to project your numbers for 2015.

Hard costs may be easy to identify but soft costs like interest and other loan-related fees pack an unexpected punch. If you plan to borrow money to expand, add equipment, or just pay the monthly bills, take every opportunity to identify and control loan-related costs. Talk to your accountant about how to properly record and expense these items on your business statement. ●

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

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Paul Vandenberg

## Daimler's Future Truck 2025 could change the face of trucking

Continued from page 1

In place of a passenger seat, a lounge chair has been installed. The centre console has been removed and so have most of the rocker switches and gauges found on today's truck dashboards. Instead, a tablet has been installed on the dash. It displays to the driver only the most important information. Once removed from its mount, the driver can access entertainment and gaming functions, including Skype. When Highway Pilot is enabled at speeds of up to 80 km/h, the driver can pivot his seat 45 degrees, dismount the tablet and play games, read a book or do some work.

The Future Truck uses its multiple radar systems to detect what's going on around it and adjusts its speed and positioning accordingly. In this sense, the Future Truck is just like a modern airliner, which when placed on autopilot takes the steering of the plane out of the pilots' hands.

Behind the truck was an aerodynamically-optimized trailer, which Daimler says produces 18% less aerodynamic resistance than today's offerings. Sven Ennerst, chief engineer of the Mercedes-Benz Future Truck, declared it "the world's first completely autonomously-driven truck," and said, "We are sticking to our ambitious goals of accident-free driving, maximum fuel efficiency and the establishment of a system of intelligent connectivity."

Some of the technologies found on the Future Truck are already available today, including the Blind Spot Assist, which uses radar on the passenger side of the vehicle to detect when the truck could potentially turn into moving or stationary objects.

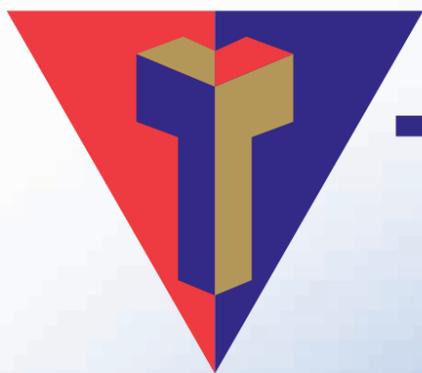
The Future Truck's eyes come in the form of a stereo camera mounted behind the windshield, which sees everything in front of its lens up to 328 feet away. This is complemented by two ad-

**"The Future Truck 2025 is more than just a transport vehicle. It is a new way of driving, designed to bring man and machine together as a team."**

Sven Ennerst, Daimler

ditional sensors – short- and full-range radars – located near the bottom of the front end of the Future Truck. More radars provide visibility of what's alongside the truck and trailer.

"None of these sensors is new," Ennerst said. "What's new is the Future Truck merges them together to create a phenomenal team. They're all intelligently linked. Its brain is a



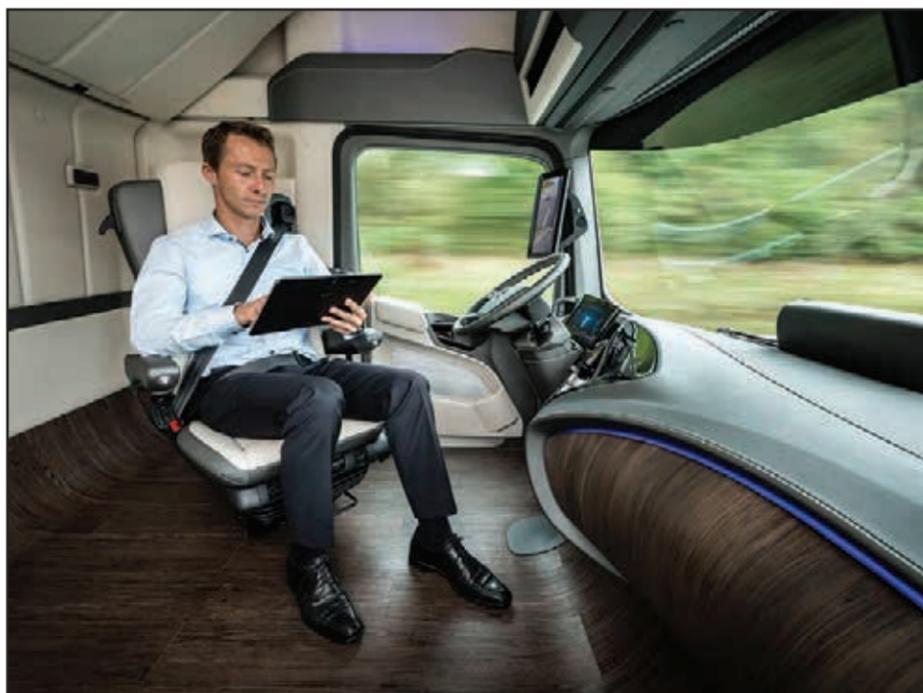
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**In the future, drivers will be able to pivot their seat 45 degrees and work on a laptop or tablet while the truck drives itself down the road, Daimler contends. Traditional West Coast mirrors will be replaced by camera-based systems and invisible headlights will shine out from underneath the truck's skin. But for this to become reality, Daimler says governments around the world must first change existing regulations to allow autonomous driving.**

central computer system with a high-performance microprocessor. The Future Truck 2025 always knows what's happening in front and next to it. It can, by itself, scan its surroundings and respond to any situation."

One of the greatest benefits, Ennerst said, is the truck's ability to relieve the driver from monotonous driving activities and to take control and always remain on high alert. It could also reduce congestion. Because the Future Truck is linked with its surroundings and can read 3D roadmaps, it can evaluate possible alternative routes and topography and suggest alternatives based on current traffic situations.

Through vehicle-to-vehicle communications, it could also alert drivers to potential dangers beyond the next corner.

"The Future Truck 2025 is more than just a transport vehicle," Ennerst said. "It is a new way of driving, designed to bring man and machine together as a team."

Discussing the design of the truck, chief designer Gorden Wagener said it was designed to appeal to buyers' senses of intelligence and emotion, while optimizing efficiency. Daimler designers started out with their ideal cabover truck design and began to remove hard edges, or lines, from it one by one to improve aerodynamics.

"If you like it, take a line off. If you still like it, take another line off," Wagener explained.

Inside, designers aimed to replicate the modern paperless office with a tablet-focused interior.

Now that the truck has been designed and unveiled in all its glory, Bernhard said the next step is to get government on-board in allowing autonomously-driven trucks to travel existing highways. The technology demonstration held in Magdeburg, Germany in July was a great start. Bernhard said it generated 270 press articles, reaching 26 million readers around the world.

"We have set things in motion and that was our target," Bernhard said. "We need national lawmakers to take action...we need dialogue and we need discussion, as soon and as openly as possible." ●

*For more coverage of autonomously-driven trucks, check out the story about Peterbilt's autonomous assist system on pg. 50 and check out the September-October issue of Motor-truck Fleet Executive.*



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Industry  
Issues

DAVID BRADLEY



# Let's eliminate the excise tax on diesel

**C**onsultations on the 2015 federal budget are in full swing. What's different this time is the Minister of Finance has virtually guaranteed the country will have balanced its books and in all likelihood the government will find itself in a surplus situation for the first time in years. That is a major achievement.

The restoration of fiscal balance does not mean, however, that fiscal prudence should be thrown out the window. Still, the federal government will no longer be in a fiscal straitjacket and with an election coming next year, there will be pressure for all manner of new tax breaks and ideas for spending.

Each year around Canada Day, associations like CTA and organizations and individuals representing people from all walks of life – not to mention the provinces – begin jockeying and competing to be heard on what should be in the budget. It is a rather cumbersome (and political) process, but one CTA takes very seriously. While in recent years strategic leaks of what is in the budget have become commonplace, it isn't until budget day itself (usually in February) that we know for sure what's in the document. People (like association staff) spend most of that day and night combing through the budget papers looking for what's in it for them.

The federal excise tax on diesel fuel was first introduced in 1985 (as a tempo-

rary measure) by the Mulroney government to raise revenue in order to help slay the government deficit. At the same time the government was in the process of developing Canada's value-added tax – the GST. The Standing Committee on Finance acknowledged the excise tax on diesel fuel would be inconsistent with the new tax but again there was that darn deficit.

When fiscal balance was finally restored and for several years the government actually posted surpluses, the excise tax stayed although it now served no policy purpose – a fact acknowledged by a federal technical committee on business taxation – and the revenues it generated flowed into the government's consolidated fund.

The current government is one that prides itself on keeping promises. So, in its pre-budget submission this year, CTA concentrated on the Prime Minister's 2008 campaign commitment to reduce the federal excise tax on diesel fuel by 50% from four cents to two cents. At the time, diesel prices were at record levels, but shortly after the election the economy plunged into the deepest recession in the post-war period forcing the government to introduce aggressive fiscal stimulus which helped to moderate the impact of the recession, but which returned the government's finances to a deficit situation. The 50% reduction was not acted upon and not talked about again.

Today, the tax generates about \$1 billion per year in revenue, with the trucking industry paying the lion's share. CTA believes it is important for the PM to address the excise tax issue. Diesel prices recently approached record levels again and will no doubt continue on an upward trajectory over time. The government's finances will no longer be in deficit. From a pure tax policy perspective there is ample good reason to eliminate the excise tax and bring diesel fuel taxation within the GST/HST envelope.

But, there is also another option. While we would never say "no" to a tax reduction, so long as the excise tax continues to exist, the revenue it generates should be dedicated to one or a combination of policy purposes related to the industry that pays the tax.

Specifically, a share of the excise tax revenue could be dedicated to accelerating the penetration of proven and currently available fuel efficiency/GHG-reducing technologies and devices into the marketplace. Funds could also be earmarked to assist truckers with the capital costs associated with purchasing LNG tractors (which are significantly higher than the prices of conventional diesel tractors) and developing an LNG distribution network. These actions would assist in shielding the supply chain (at least in part) from ever-increasing fuel costs and prepare the industry for the next round of heavy

truck fuel efficiency standards. It would also help the government meet its own GHG reduction targets.

Revenues from the excise tax could also be used to create a National Highway Trust Fund. Canada is perhaps the only major industrialized country on the planet *not* to have a national highway policy. Federal assistance for highways has been "ad hoc" over the years. You have to go back to 1987-1992 for the last joint federal-provincial effort to establish a national highway program. An agreement on funding could not be reached. In 1994 the feds conceded defeat. In 1997, a federal standing committee said the status quo was unacceptable but stopped short of recommending dedicated taxation once again citing concerns over government deficits. In 2005, the premiers' Council of the Federation issued a report calling for a more predictable, permanent investment program from federal fuel tax revenues. But that didn't go anywhere either.

CTA also suggests highway trust funds could be used by the federal government to leverage provincial cooperation in harmonizing with national truck standards as opposed to the patchwork quilt that exists today. Finally, revenues from the excise tax could be used to fund new driver training to an industry standard, which would enhance safety and help reduce the gap between the number of qualified drivers available and the demand for trucking services.

We'll know in February or March whether these ideas will be acted upon or not. ●

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



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## Over the Road

AL GOODHALL



# Are border checks going too far?

**F**or a large numbers of Canadian drivers, crossing the US border is part of the regular driving routine. This past September I was pulled in for a secondary inspection at the port of Pembina, N.D.

This is not unusual. I was pulling an empty trailer and it was a random inspection, at least to the best of my knowledge.

Secondary inspections are thorough, starting with a full scan of the truck followed by a thorough search of the cab by Customs officers.

As a driver you wait in the Customs office after parking and are subject to a personal search in a separate room. This is not anything too invasive, simply emptying your pockets and answering a few questions about what is in the cab of your truck.

Do you have any weapons? Do you have any cash over \$10,000? Do you have alcohol or tobacco on-board? Do you have any fruits and vegetables? As all of us who cross the border on a regular basis know, you must declare all of these things.

This is standard procedure on both sides of the border.

But in this instance I was also asked what electronic devices I had and was asked to provide passwords to access them.

"Is there anything on the hard drive of your laptop you want to tell me about?" I was asked.

About 90 minutes after arriving at the port I was cleared and on my way down Interstate 29.

I have been through many secondary inspections at the international border over the course of my driving career. I don't take these inspections personally because I recognize and agree with the necessity of the process.

I have always been treated professionally by members of the US Customs and Border Protection and Canadian Border Services Agency.

I've always recognized that I am a guest in the US and conduct myself as such.

But when someone walks through your bedroom and rifles through your personals, all of the reason and justification for that action does not stop the feeling of intrusion on your personal privacy from creeping into your thoughts and stirring your emotions.

I started to stew in my own juices as I continued down the road.

My thoughts first turned to all of the regulations commercial drivers must comply with, starting with roadside inspections.

My last inspection had been on the side of the road, literally. It had taken place just outside of Green Bay on

Wisconsin Hwy. 29.

It was a blitz by Wisconsin State Police. Commercial vehicles were being randomly inspected on both sides of the highway. I downloaded my electronic logs to the officer's e-mail account and provided documentation to support them.

A canine unit was involved in the inspections so a drug sniffer dog was walked around the outside of my truck as part of the process. I will say again, that like my treatment at the border, the conduct of enforcement officials over the course of my career has been nothing short of professional and courteous.

This has held true for me throughout jurisdictions across North America.

So what was I getting myself worked up about?

This is the law of the land I'm complying with. I have nothing to hide and it's just part of my job.

But my mind had not finished with its walk down the path of injustice to my ego.

I started thinking about electronic on-board recorders and hours-of-service rules.

I started contemplating the implications of the expanding field of telematics and driver monitoring technologies.

I started deliberating in my mind

the pros and cons of automation within the trucking industry, where that would lead, and where would that leave me in another 10 years.

I thought about how large trucking companies rationalize the millions of dollars they spend on technology to improve the bottom line and the miniscule amounts that are spent on driver training and development in comparison.

It wasn't long before I pulled myself back into the present moment and started to enjoy the view outside of my office window again.

The hum of a diesel engine and the rhythmic sounds of rubber rolling across concrete and asphalt are soothing to a trucker. Add a little rock-and-roll via the radio or your iPod and your mind slips back into that little slice of heaven on wheels.

Truck driving is still a great gig despite everyone's efforts to make it otherwise, I think to myself.

The world is changing rapidly and so is the trucking industry.

There are many outside pressures on drivers today that did not exist when I entered this business over 15 years ago.

For the most part drivers have been left to adapt to these pressures on their own.

This trend has played into the current driver shortage in a big way and needs to be addressed. ●

*Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingacrosscanada.blogspot.com>. You can also follow him on Twitter at @Al\_Goodhall.*

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## Ask the Expert

KEVIN BRANDON



## Mentors play key role in retention

**F**ew teachers are more effective than life experience. As much as can be conveyed through formal training, seminars and manuals, the missing pieces come together when applying the lessons in everyday life.

It is where drivers pick up details such as the best route into a particular loading dock, see first-hand how training in defensive driving can help to avoid a collision, or observe a company policy at work.

The problem is that the trucking industry is losing much of this experience.

The average age of a truck driver continues to climb as the industry struggles to find new recruits. Long-term employees are approaching retirement age at an increasing rate. Once they are gone, that know-how is gone forever.

But there is an opportunity to capture this insight for the next generation.

Formal mentorship programs offer one of the most effective ways for experienced personnel to share their knowledge with the industry's newest recruits.

The structured relationships play a key role in the driver finishing programs which help entry-level drivers complete the transition from a train-

ing school to workplace.

Mentorships can even help those who are making the transition from one fleet to the next.

Some people will make more-effective mentors than others.

The best candidates are able to explain what someone is doing correctly, or offer constructive criticism that will keep a protegee from becoming defensive. They have a well-deserved reputation for helping peers. Each piece of advice draws on personal experience to put information into context. They observe, listen and encourage; embrace the company policies and procedures that employees are expected to meet, instead of always presenting a "better way" to do things.

Rather than jumping in to take over a situation, they are also willing to let proteges learn from mistakes, unless a situation would truly put everyone in harm's way. Instead of delivering an answer outright, the pair can brainstorm about the pros and cons of different choices, leading to a solution organically.

Personal dynamics need to be considered, too. Fleets which take the time to screen mentors and protégés alike find the best matches between personalities and learning styles.

A new recruit with a particular cultural background or language barrier

might engage most effectively with someone who shares a similar background. Other people might feel most comfortable working with someone close to their own age.

Once in place, mentors who actually share a truck cab with their protegee can watch to see if a new employee is slipping into bad habits, such as following too close or failing to manage time and space to reflect traffic conditions.

They are the ones who will be able to ensure that pre-trip inspections are properly completed on the road. And they can also point their fellow employees to other areas of support, such as Employee Assistance Programs which can help the new hires overcome personal challenges.

The guidance, after all, is not limited to guiding a truck down the road. Mentors don't even need to share the truck cab.

They are a source of information that helps to steer someone through all the challenges and decisions which define the job.

Sometimes the support involves talking through personal issues, whether they involve struggles with a particular dispatcher, or dealing with extended time away from home.

Trucking HR Canada stresses the opportunity to serve as a mentor can even be used as a tool to retain ag-

ing drivers, who might be inclined to stay on the job to help the generation of people who will follow them in the driver's seat.

Everyone likes to be recognized for the skills they possess. Mentors of every age embrace the chance to develop new skills, increase self esteem, and enhance communication abilities which emerge in the process.

The ultimate structure of these programs vary. Trucking HR Canada suggests they should last at least 30 days, presenting enough time to discuss a broad range of issues and establish a relationship.

But there needs to be ground rules no matter how long it lasts. Everyone should understand how long the mentoring continues, the frequency and type of meetings (particularly if the employees do not actually share a truck cab), and how feedback will be shared.

Where one mentor might be willing to answer a call any time of day or night, another may prefer to set specific boundaries.

But even after that time period ends, the personal relationships remain for years to come. ●

*This month's expert is Kevin Brandon, risk services specialist. Kevin has served the industry for more than 25 years in loss control, transportation safety and insurance risk engineering. 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](http://www.nbins.com).*



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## You say tomato I say tomahto

MARK LEE



# Getting familiar with turnpike doubles

**W**ell, I've done my first month pulling turnpike doubles out west, otherwise known as long combination vehicles. It's been an interesting month to say the least, and from a business (money) point of view it has more than met my expectations – but boy, does it involve a lot of work.

Setting up the trailers and converter takes around 20 minutes on a good day; on a bad day it could take all day. That's just a straightforward hook-up in the yard, but add all the other variations into the mix and life gets a bit complicated.

The job I do isn't a pin-to-pin trunk, I go out with trailers that may have a couple of drops on them, for example one may have Regina and Edmonton loads on it and the other Saskatoon and Edmonton. The heaviest trailer must always be at the front, so assuming that the Regina-Edmonton trailer is the heaviest the procedure on arrival in Regina goes like this:

I pull into our drop yard and drop the rear trailer, pull the converter forwards and drop that, park the front trailer, then put the converter in front of it.

As that trailer will now be the heavier one it will have to be the front one, so I just dump the converter in front of it without lining it up properly as it will need to be moved to get things coupled up in the right order on my return.

So I make my delivery, return to the yard and drop the trailer, hook onto the converter and back it under the trailer, then when I'm sure it's all lined up properly, I pull the pin and pull it forwards a little.

Now I hook onto the other trailer, back that into the converter, once that is all connected I then back it under the back trailer, dolly up, do a thorough pre-trip and set off.

If I'm delivering the front trailer there's an extra step involved, as I have to drop that somewhere that it won't get in my way before doing the next steps.

It sounds easy enough, nothing that should cause a guy too many problems, except that we all know easy on paper and easy in the real world are two things that don't often happen together.

In this case a bumpy yard can have a huge impact on things, especially when trying to line up the converter.

As we all know, the shorter the trailer, the quicker it comes around. Well a converter is as short as it gets, you only have to look at the thing the wrong way and it jackknifes around.

Getting the converter lined up is the most important part of the whole process, as when it's in line, all you have to do is line up the two trailers and it will all go together nicely, but an inch out and you'll be at all kinds of funny angles trying to get it together and if that converter needs repositioning, the front trailer has to be dropped first and that isn't going to be an enjoyable experience.

I was taught a few tricks by the instructor during my training; simple things like leaving enough space when you pull the converter out ready

to connect to the front trailer so you can walk around the back of it.

The temptation is to leave it under the back trailer, just forward of the king pin, but then if you haven't hit it dead square with the front trailer and need to adjust it so that the eye fits the hook and you need to go around the other side to pull it over, you have to walk around 53 feet of trailer to get to the other side.

Lining up eye and hook is not as easy as it sounds; they're quite a tight fit and a quarter inch out and you'll need to move the converter.

With a single axle it's possible to move them by hand if there's no weight imposed on them from the trailer, but a tandem set-up will not budge, so another trick I learned was

to use a ratchet strap to pull the converter in the direction you need it to move.

It's a much safer way than using a bar, one slip with a bar and you could end up with no teeth and having just spent a fortune at the dentist, I'm not prepared to take that chance.

Now that all that work has been done I have to go out and actually drive the thing and that is an experience.

I'd never done any real oversize work before, so having more than 100 feet of trailer in my mirrors was quite daunting, even going down the road in a straight line and making a turn was even worse.

But it only took a few days of nervousness before I found myself auto-

matically positioning the truck in the right place to make a turn, so much so that coming out of the Husky at Headingley, Man. and making a left turn to head east into a single-lane construction zone with a stop light on one side and barriers on the other side I got complimented over the CB on my driving by a driver waiting at the stop light.

He said that he thought I'd never make it around and that it was a very skillful bit of driving. I thanked him and he replied that it shows that there's no substitute for years of experience.

I then told him it was only my second week pulling turnpikes and I heard no more. I think he may have thought I was joking.

Beginners luck, I guess. 🍀

*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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## Small Fleet, Big Attitude

BILL CAMERON



# Be prepared for long hours

Sometimes I feel like an unwilling version of Ann Landers. I don't feel qualified to offer advice, but periodically I hear of someone starting a trucking company or becoming an owner/operator, who seems to be overlooking a lot of unpleasant realities which, to those of us who have been there, done that, are obvious.

So bear with me through another 'Dr. Phil' moment. Hopefully it's the last. We've covered the economical and psychological side of the industry, along with the basic 'nuts and bolts' aspect, along with the 'stuff happens' theories. How about the physical demands of the business? Those of you doing local work or day

trips can ignore some of this, but parts herein will apply to everybody.

Owners of small trucking companies are not able to start up and immediately assume an office position, or regular hours.

As a driver, especially when there's a shortage of quality drivers – which I believe has not yet hit the critical point – you are often needed behind the wheel more than anywhere else.

Sorry.

In our case, my wife took over management of the company after it surpassed two trucks.

Now, other than driving and repairs, she handles every task within the company, with only part-time office help.

As she says "Be self-employed and

set your own hours – as long as those hours are 24/7".

Between tracking border entries, and other issues that crop up outside office hours, her job is hardly eight to five.

If you're alone, and there's no one else to be involved in the company, you can likely still hire office staff more readily than you can hire a driver to replace yourself. It won't be easy, or inexpensive, but how easy is it to hire suitable driving staff that either you, or your extra-fussy insurance company will accept?

So in all likelihood, you're stuck in the cab, at least for now. (In my case, "for now" has been 14 years and counting).

Hours-of-service regulations

should therefore limit you to a work-week that most consider excessive, 70 hours. Good luck with that. Greasing, general inspections, and minor repairs, such as lights and other tasks not requiring a mechanic's licence are all services that cost a small fortune to send out.

When starting in business, the only way you have a small fortune at your disposal is if you started with a large fortune, so be prepared to get dirty.

A wheel and tire installer's licence is relatively easy and inexpensive to obtain, so get one.

Of course, you will enter all this unlicensed repair work in your log book as on-duty, not driving. Of course you will.

One of our tenants watched the pool of sweat gather at my feet once, while I demounted and mounted tires. He asked "Don't you know there are people who do this for a living?"

My answer: "Yes, at \$30 each. In 90 minutes, I've done eight. How's your math?"

It's hard on otherwise unused muscles at first, but that's a good chunk of change you've saved. I've had mechanics argue with me that twice-monthly grease jobs aren't really necessary.

They're probably right, but the grease gun gives you a great excuse to be underneath your equipment, finding chafed hoses, leaky wheel seals, missing clevis pins or a multitude of other faults that typically aren't found in most daily inspections.

Several out-of-service charges can be prevented just by a small amount of time spent on each unit. You can also have some advance warning when the next brake job or tire replacement on each unit may be necessary. I've never been able to afford a \$70-\$80 per hour labour rate to fix minor squeaks and rattles, or burnt out gauge lights.

So there are the minor repairs out of the way. What else could there be? Plenty.

When a driver has a mechanical issue or an accident at midnight (in the middle of your sleep cycle), you get the call.

Forget about a solid night's sleep. If your phone doesn't ring through the night, depending on your debt or stress levels, you'll wake up repeatedly anyway.

Even though you may not work in the office, you will find yourself there on weekends.

Maintenance reports, log book auditing, and assigning invoices and work orders to the right equipment file is up to you.

You'll find yourself checking trip reports against your mileage software to see if you have drivers who can't read a map or follow directions, therefore burning a lot of extra fuel.

Weekends are also the time for interviews and road tests. Most drivers are not available through the week, and neither are you.

There is never an end to the loose ends you will need to tie up.

I've heard it reported that when terrorists are captured, one of the most common methods of extracting confessions is by sleep deprivation.

The first few years as a trucking company owner, you may well feel like a captured terrorist. ●

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*Bill Cameron and his wife Nancy own and operate Parks Transportation, a four-truck flatdeck trucking company. Bill can be reached at [williamcameron.bc@gmail.com](mailto:williamcameron.bc@gmail.com).*

# Kriska and Mullen Group team up to form new venture

PRESCOTT, ONTARIO

Mullen Group and Kriska Holdings have entered into a letter of intent ("LOI") in which the two companies have agreed to create Kriska Transportation Group Limited ("Kriska Transportation") which will be a new growth-orientated transportation and logistics company based in Prescott, Ont.

Mullen Group will be contributing its interest in Mill Creek Motor Freight in exchange for a 30% equity interest in Kriska Transportation. Mark Seymour will be contributing his interest in Kriska Holdings to Kriska Transportation in exchange for a 70% equity interest in Kriska Transportation.

Seymour, a 30-year industry veteran of the Canadian trucking industry and the current chairman of the Canadian Trucking Alliance, will be the president and chief executive officer of Kriska Transportation. In addition to Mullen Group having a board position

in Kriska Transportation, the company will be acquiring the property used in the operations of Kriska Transportation and will be entering into long-term leases with Kriska. The transaction is expected to close in the fourth quarter of 2014.

"We have been monitoring the trucking and logistics sector in Canada for a number of years. Over the past 12 to 18 months there has been significant consolidation in the trucking and logistics sector, particularly in Eastern Canada. As such we believe our timing is right to partner with Mark Seymour and his team in the creation of a new growth-orientated company that provides alternatives to customers, employees, owner/operators and a new platform for additional investments into well run trucking and logistics companies," said Murray Mullen, chairman, chief executive officer and president of Mullen Group. "Mark Seymour's extensive experience in the trucking industry and vast network

of personal contacts makes him the ideal person to run this new company. Moreover, we believe that aligning with Kriska Transportation provides Mullen Group shareholders with the best opportunity to participate in the industry consolidation that we expect to occur in the Ontario trucking sector. I look forward to working with Mark at the board level as we position Kriska Transportation for the future."

"Kriska Holdings has a long and proven record of acquiring trucking companies in Ontario, and I am thrilled to be welcoming the employees and owner/operators of Mill Creek into the Kriska family," added Seymour.

"In addition, I am pleased to have the Mullen Group as a shareholder of Kriska Transportation. The Mullen Group's focus on safety, operational discipline, and well-being of their em-

ployees is congruent with how we operate at Kriska Holdings, and working together I'm confident we will raise the bar for our employees, customers, and shareholders. The impact of the driver shortage has become a major issue to shippers and carriers alike; this transaction allows us to go to market with the asset-based capacity our customer's value, and will provide a strong, stable platform for future acquisitions."

Kriska Transportation will be one of the largest growth-orientated Ontario-based transportation and logistics companies. Both Mill Creek and Kriska Holdings will continue to operate as wholly owned subsidiaries of Kriska Transportation.

For an in-depth interview with Kriska chief operating officer Jonathan Wahba, see accompanying article on this page. ●

## Executive Interview: Jonathan Wahba on the Kriska-Mullen deal

By Carolyn Gruske

PRESCOTT, ONTARIO

As reported above, Mullen Group and Kriska Holdings have decided to combine some of their operations. In essence they are forming a new holding company (Kriska Transportation Group), which will oversee the activities of both Kriska and Mullen-controlled Mill Creek Motor Freight.

To find out more about the deal, we spoke with Jonathan Wahba, chief operating officer of Kriska Holdings about what the arrangement will mean for employees, customers and the Canadian transportation market.

**TN:** How long has this been in the works?

**JW:** We've been talking with the Mullen Group for at least three months, probably closer to four or five.

**TN:** What brought you into discussion with the Mullen Group?

**JW:** There are two factors that drove us to the deal we announced today. The first is the driver shortage. What we're experiencing in Eastern Canada and Ontario, I think people are experiencing across the rest of Canada and North America. It is very difficult for motor carriers to grow organically. The driver shortage isn't some event that is going to happen to us in the future. It is happening to us today. Even the largest most sophisticated, best run carriers are struggling with growing organically, so growing inorganically through acquisition is something we need to consider. The market, especially the full load, cross-border market is tight. It's favourable for motor carriers. Many days there is more freight than there are trucks. That has finally, after many years, given us some leverage with shippers. Having a fleet or a larger fleet available to move that freight is desirable to us.

The second big factor is the consolidation that is going on in the industry. Between TransForce-Contrans,

Vitran, Manitoulin, Celadon-Yanke, there have been more transactions in the past year than there have in many years prior.

We see that as a trend that is going to continue. Our concern is if we don't participate in that trend, at some point everybody will get bigger around us.

Down the road we know we will compete with the big guys for customers, for drivers, for suppliers, and economies of scale make sense in the asset-based transportation business. So the driver shortage and consolidation are the two big triggers for us.

**TN:** So you feel like you're being forced to grow and expand?

**JW:** It's more that we feel if we don't, over the long term, the big, sophisticated shippers will have fewer large options, and if you're a big, sophisticated shipper, it's our opinion that it's easier to manage a couple large suppliers of transportation than many small ones. In the big picture of North American commerce, Kriska is a mid-sized Canadian carrier, but we're small in the big picture. When we compare ourselves to the massive US carriers - the Swifts and Schneiders and Werners of the world - and even in Canada, the Challengers, the TransForces and the Bisons, we look around and think at some level, the closer we are in size and scope to those larger carriers, the better off all our employees and all our customers will be.

**TN:** What happens to Kriska Holdings?

**JW:** This deal will close Oct. 31. Prior to that date, so today, there are two companies and the brands we all know well: Kriska and Mill Creek. Kriska today, our legal name is Kriska Holdings Ltd. We have created a new company called Kriska Transportation Group. It's going to be the holding company for Kriska, for Mill Creek and for any future acquisitions. We kept the Kriska name because it's

Continued on page 38



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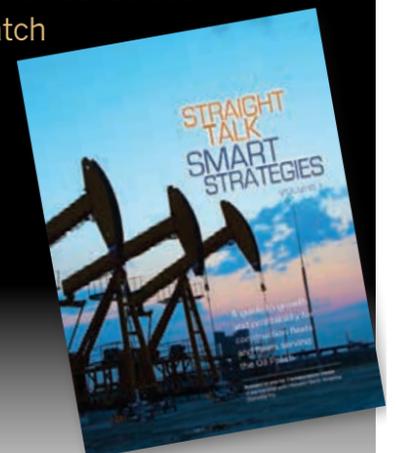
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# Breaking down the deal

Continued from page 37

a name people in Eastern Canada are familiar with.

TN: So all of the trucks, the property and the assets will be transferred to Kriska Transportation. And that's for both Kriska Holdings and for Mill Creek.

JW: That's right. We're going to operate Kriska and Mill Creek as separate, standalone companies. All the employees will stay under Kriska as they are today, but the holding company will be the parent company, Kriska Transportation Group that will

be 70% owned by Mark Seymour and 30% owned by the Mullen Group.

TN: Is there any cash being transferred, or is it just assets?

JW: This is a non-cash transaction on the trucking side. The only part of the deal where there is a cash transaction is on the real estate. The properties we have at Kriska today in Mississauga and Prescott are owned by Kriska. We have sold those properties to Mullen. We'll become a long-term tenant. We're not moving. We'll just become renters rather than owners. This deal is quite unique in that typically when there are

acquisitions in Canada, Company A buys Company B and that's it. This is certainly a different model.

TN: How will it work with this different model? The companies have different management styles and different approaches. Even if you are similar, there will be differences.

JW: The current Mill Creek management group will stay in place. In the old world, the Mill Creek managers reported up into the Mullen executive team in Calgary. We're going to keep that model in place where the current Mill Creek management team stays intact, and they're going to report into the Kriska Group. The current Kriska management team stays intact.

We plan to operate as two decentralized organizations. We think that model makes sense. Mill Creek is well run. They are a safe, compliant and financially stable organization. This is not a case of buying a company that needs any fixing. It's buying a company that is well run and we want to keep it intact.

Of course where there are synergies, if we can do better as a group purchasing things together, if we can do better sharing customer freight back and forth then we'll do those things down the road. This would not be an instance where we are buying an organization with the intent to cut the costs and make it better.

TN: What happens when you buy more companies?

JW: We think consolidation will continue to occur, but we think we have a bit of a window in time right now in Canada where prior to the

Contrans deal there were three big guys in Canada. There was Contrans, TransForce and Mullen. Assuming the Contrans deal goes through, we'll be down to two. We believe, because TransForce over the last six months has spent close to \$1 billion between Vitran, Transport America and Contrans, that they will be busy managing those businesses.

We think we may be able to offer an alternative to business owners who are considering getting out of the business or who are looking for another alternative because they feel they are too small to compete. We think perhaps our decentralized business model will be interesting to them.

TN: So you will keep that decentralized business model for future acquisitions?

JW: Absolutely. And if you look at the Mullen Group, and obviously their focus is in Western Canada and it is diversified between transportation and oil and gas services, that has been their model and it has worked really well for them.

One of the great things for Kriska is that with Mullen as a shareholder, we have access to a very large, very well run and very well capitalized organization. So if other opportunities present themselves, we think we have a good model, a good story and a great partner in Mullen, to welcome other folks into our group. ●

The complete interview with Kriska's Jonathan Wahba, as well as another with Mullen Group's senior v.p. Richard J. Maloney can be found at [www.TruckNews.com](http://www.TruckNews.com)

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# Kriska wins Volvo's North American Fleet Safety Award

**The award pays \$25,000, which Kriska plans to match and pay back to its safest operators in the form of vacation vouchers**

## SAN DIEGO, CALIFORNIA

Thanks to winning a safety award, a Canadian trucking company now has an extra US\$25,000 to spend on making its operations even safer.

Kriska Holdings of Prescott, Ont. was one of two companies named as winners of the 2014 Volvo Trucks Safety Award at the American Trucking Associations Management Conference & Exhibition, which was held in San Diego, Calif. this year.

The other winner was Britton Transport out of Grand Forks, N.D., which is owned by Bison Transport. Michelin America Truck Tires is a co-sponsor of the awards.

The awards - including the US\$25,000 cash prizes - are presented to "recognize the outstanding safety achievements of North American fleets."

One award is presented to fleets travelling more than 20 million miles per year, and one is for those that drive less than that.

A number of factors are considered when judging potential winners, including accident frequency rates, and safety and accident prevention training programs.

"By investing in innovative training programs, Kriska Holdings Limited and Britton Transport Inc. achieved tremendous safety performance during the past year," said Goran Nyberg, president of Volvo Trucks North American sales and marketing. "These results show that safety does not happen by chance, it happens by choice."

Kriska took home the over 20 million miles award thanks, in part, to its safe driving record.

In 2013, the company had an accident frequency rate of just 0.25, while logging more than 32 million miles of operation.

Its driver training operations also contributed to the win. Kriska provides its new drivers with at least four weeks of in-cab training from one of 16 veteran driver trainers. Drivers also have the ability to enhance their skills and knowledge through the use of the company's in-house driver simulator.

The company also has a safety and performance bonus program, which rewards operators with cash incentives for driving three months without a safety incident.

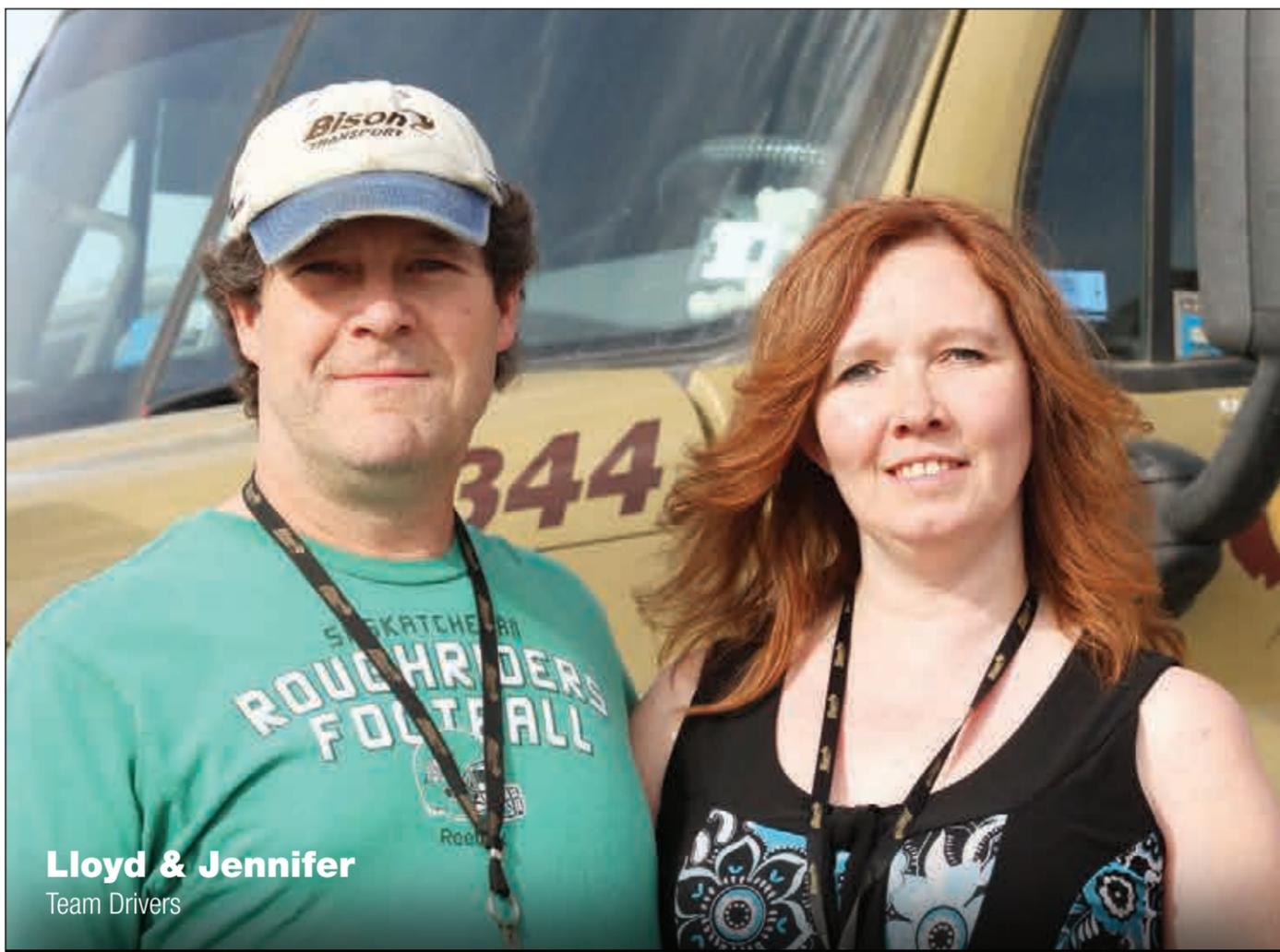
"Safety is part of our culture here at Kriska," said Mark Seymour, Kriska CEO, upon accepting the award. "The people who deserve the most credit for the accomplishment we're here celebrating today are our drivers and owner/operators. Safety is not negotiable at our place."

Seymour said at times, the company's emphasis on safety has restricted its growth.

"It has, over recent times, limited us from growing because we're so absolute about safety at our place, it is sometimes difficult to get someone convinced it's the right thing to do," Seymour said.

Kriska will be matching the \$25,000 and awarding travel vouchers to its safest drivers.

"Safety is of preeminent importance to Kriska, so it is a huge honour to be awarded a Volvo Safety Award for 2014," said Jonathan Wahba, chief operating officer of Kriska Holdings. "From the time an employee enters our organization as a trainee, through training and then into a truck, we reinforce the importance of safety at every corner and at every turn." ●



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# Canadian carriers among US EPA SmartWay winners

## SAN DIEGO, CALIFORNIA

On Oct. 7, at the annual America Trucking Associations' Management Conference & Exhibition, carrier partners were recognized for receiving EPA SmartWay Excellence Awards.

"For a decade, ATA has been a vocal supporter of the SmartWay Transport Partnership, and for a decade our members have been working to reduce carbon emissions and save fuel using the proven techniques endorsed by SmartWay," said ATA president and CEO Bill Graves.

In total, EPA honoured 58 fleets for their commitment with the SmartWay program by setting efficiency benchmarks in how they move their freight with the lowest overall carbon dioxide and criteria emissions.

"Gone are the days of smoke-belching rigs going down the road," said incoming ATA chairman Duane Long, chairman of Longistics in Raleigh, N.C. "Today's trucking industry is committed to sustainability like never before and SmartWay is a demonstration not just of that commitment, but a model for industry-government partnerships."

EPA administrator, Gina McCarthy added: "As SmartWay celebrates its tenth anniversary, EPA recognizes its top carrier partners for the significant strides they have made towards a sustainable transportation future. By saving fuel and keeping carbon dioxide and harmful pollutants out of the

air, recipients of the SmartWay Excellence Award demonstrate that fighting climate change and protecting human health is good for business."

The Canadian fleets that were recognized are as follows:

- Thorsons Marketing Associates, Ontario;
- Contrans Group, Ontario;
- Sunbury Transport, New Brunswick;
- TransX, Manitoba;
- Logistics Trans West, Quebec;
- Vedder Transport, British Columbia;
- Titanium Trucking Services, Ontario;
- Transport TFI15 S.E.C. Gregoire, Quebec. ●

## TST Overland awards scholarships

### MISSISSAUGA, ONTARIO

This year's TST Overland Express International Transportation & Customs Scholarships were presented to two students entering their second year of Seneca College's International Transportation & Customs program.

The two recipients were Sze Ming Alex Tang and Sharanpreet Randhawa.

Tang said in the future she plans on becoming a certified logistics professional.

"I hope I can work in a company where I can provide all-in-one services, like customs brokerage, dispatch coordination and supply chain management," she said.

Randhawa said he hopes to be a logistics manager and hopes to become a CEO in the next 10 to 15 years. He is also hoping to receive his post-graduate degree in philosophy.

Rob O'Reilly, president of TST Overland Express said he is pleased to give financial assistance to those who "have the potential to benefit the trucking industry."

This is the sixth year in a row that TST has awarded this scholarship to the two top students in the program.

"There are not many opportunities for students who wish to pursue formal education in transportation and logistics, so we view this as a great opportunity to help deserving students who have chosen this important field of study," said O'Reilly. ●



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# ITS to expand in Cornwall

By Carolyn Gruske

CORNWALL, ONTARIO

International Truckload Services (ITS) soon plans to stop being a renter in Cornwall, Ont. and start being a landlord.

The company is getting ready to put the shovels in the ground and start construction on a \$5.5-million dollar, C-TPAT-certified facility. The 25,000 sq.-ft. building will have room for a six-bay, 11,000 sq.-ft. garage, 11,000 sq.-ft. of office space, and a 4,000 sq.-ft., six-door dock.

Currently, the Belleville, Ont.-based trucking company rents three separate spaces (for office, yard, and garage activities) in the growing logistics hub, but ITS president Rob Haggarty said it was time for a change.

"We've been watching the activity in Cornwall with regard to the distribution centres everybody knows about," he said. "So we've decided over the last few years that we needed to expand because customers were expanding and moving there. We had an opportunity about three years ago and bought 17 acres, and this spring another four-acre parcel that is adjacent to it came up, so we bought that, giving us a total of 21 acres. We've been working with a contractor for a couple of years to build a facility and now we are getting close to breaking ground."

According to Haggarty, the building will actually be more than ITS needs at the moment.

"The office is actually two floors. We are not going to be using the top floor. We are going to be looking for tenants or a tenant. We over-built the facility and the yard with that in mind because there aren't a whole lot of options in Cornwall, so we thought maybe if we find a carrier or carriers who were interested in space, we'd lease the upstairs of the office and the parking in the yard."

ITS is entering a period of transition. Besides starting construction in Cornwall, Haggarty said there are other changes ahead. Earlier this year, ITS purchased Brantford, Ont.-based David

Cordingley Transport (DCT). DCT's lease is up in less than a year.

"We'll be looking to lease another facility. We certainly aren't going to be building another one. There is a lot of opportunity down there (in Brantford). We are very busy in our facility there."

After that's finished, then Haggarty said the company will still have another potential project on its plate, as the company's head office is overdue for a major renovation or replacement, but for now there are no firm plans to undertake that work. Although building in Cornwall represents a major investment for ITS, Haggarty believes it is the right decision for the business.

"There are always stories and rumours about other distribution companies that are looking at looking at Cornwall, and there are not a lot of real trucking facilities there...We are really staking a lot of our future on this, but we feel strongly it is the right thing to do in the environment down in Cornwall," he said. ●



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# Ryder wins safety award

MISSISSAUGA, ONTARIO

For the second year in a row, Ryder System has received the Infrastructure Health and Safety Association (IHSA) achievement award, the company announced.

The award celebrates safety excellence in the Canadian marketplace as the IHSA monitors safety record of companies in the warehousing industry.

It's no surprise that Ryder was recognized as its injury frequency is 20% below the industry average.

"Our top priority at Ryder is the safety of our employees and this recognition from IHSA further supports our focus and effort," said Guy Toksoy, vice-president and general manager of supply chain solutions, Ryder Canada. "Safety is also a critical consideration when businesses look for a quality supply chain partner with a reputation for excellence in execution. That sets Ryder apart in the industry." ●



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# New Peterbilt 579 EPIQ delivers epic fuel savings

By James Menzies

**I**n the 75 years that Peterbilt has been building trucks, fuel economy has never been more important than it is today. So this is a big year for the truck maker, not only because it's celebrating a significant milestone with its 75th birthday, but with the introduction of the Model 579 EPIQ package, Peterbilt has brought to market its most fuel-efficient truck ever.

I recently had the chance to spend a couple hours driving the new Model 579 with EPIQ package, which consists of a set of specifications that

collectively boost fuel economy as much as 10% compared to a 579 with a 2013 model year Paccar MX engine and Eaton UltraShift Plus automated manual transmission (AMT).

Improvements to Eaton's Fuller Advantage AMT have reduced weight by about 80 lbs, and when optimized to perform with the Paccar MX-13 engine in what is being dubbed the APEX powertrain, the EPIQ package derives about a 4% fuel savings from the powertrain alone.

A complete aerodynamic package featuring full chassis fairings, including eight-inch rubber flares



The Peterbilt Model 579 EPIQ package combines a fuel-sipping powertrain with a full fairing package for maximum efficiency.

and rubber skirts, nets another 3% improvement. EPIQ also comes with the Bendix SmarTire tire pressure monitoring system, which typically improves fuel economy by 2% and then there's the soon-to-be-released

driver performance coaching system, which via the in-dash display advises drivers on how to improve their braking, coasting and acceleration to stretch their fuel mileage even further. This was supposed to provide another 1% in fuel economy improvements, bringing the total to 10%, but Anthony Gansle, marketing manager, on-highway product with Peterbilt, says early field testing has shown the coaching system has surpassed expectations. It will be released in Peterbilt trucks with the APEX powertrain this month and with other powertrains next March.

Of course, it takes more than a couple of hours over flat Texas Interstate to properly evaluate fuel economy, so I won't even try; these claims will be tested by the market in the months ahead. I can, however, share some thoughts on the overall driving experience provided by the Model 579 after what was my first drive with the vehicle.

Introduced in 2012, the Model 579 features a new 2.1-metre stamped aluminum cab. During the development process, Peterbilt built an adjustable cab and then queried some 500 drivers on their preferences. Most indicated a 2.1-metre cab width provided the best combination of ergonomics, comfort, visibility and maneuverability. The cab is well designed so that it doesn't feel at all cramped, yet it's a little more forgiving when travelling down the highway than a 2.3-metre cab, which can be a bit of a handful in tight spaces. If you want the extra width, Peterbilt still offers it in the form of the 587.

With the new cab, Peterbilt moved from huckbolt to Hemrob construction; the latter providing self-piercing rivets that form a head and tail upon penetration, establishing a stronger connection. The cab is shared between the 579 and the 567 vocational truck, so it was designed to be lightweight yet durable enough to survive the abuse faced in vocational environments.

Interestingly, Peterbilt has chosen to mount the side mirrors directly onto the door rather than the A-pillar, and in doing so, made the A-pillar some 13% thinner. This provides greater visibility in front of the mirror and beyond the A-pillar. I expected the new mounting point to provide some additional vibration but on the highway, the mirrors were as steady as any others and the extra visibility was noticeable. And by mounting the mirrors to the doors, drivers can now open their door a smidge to get a more complete view along the side of the trailer when preparing to back up.

The doors on the 579 are car-like, closing with little force and even less

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noise. They're also triple-sealed to reduce road and wind noise, providing an extremely quiet ride. Gansle said Paccar is the only manufacturer to employ three seals here: one around the door and two surrounding the aperture.

There are other things that contribute to the quietness of the cab, not the least of which is the Paccar MX engine. The oil pan, traditionally a source of noise-causing vibration, has been changed to a floating design that's attached to the engine via a large gasket that eliminates rattling.

Designers also got rid of unnecessary pass-through holes in the cab, for example, by introducing new hanging pedals eliminating two - or three, if a clutch is present - holes from the floor. The angle of these pedals was just right, causing no strain on the ankles.

The 579 I drove featured Peterbilt's premium interior, which boasted automotive-style luxuries such as a soft-touch dash. It was also fitted with Peterbilt's high-end seats, which came with some interesting features including the ability to adjust the seat travel by foot without bending over.

The seats also offer a dump-down switch, which allows the driver or passenger to lower the seat at the press of a button and then restore it to its previous height using that same button.

Peterbilt has opted for a discrete sleeper design, rather than an integral sleeper, which is one of the key differentiators between the 579 and sister brand Kenworth's T680. The thinking behind this was that the

sleeper can be removed or replaced, providing a more versatile truck with a broader appeal at resale time. The truck can be converted into a day cab, for example, and sold into another application or deployed within a carrier's own regional fleet once its line-haul days are behind it.

The only downside to this is that there's a considerable lip on the floor separating the cockpit from the sleeper compartment. You could easily stub your toe on this lip, but you'll probably only do it once. And the rise does serve a purpose, housing the wiring that connects the living quarters to the driving area.

On the road, the MX-13 engine, with its 455 hp and 1,550/1,750 lb.-ft. was the strong, quiet type. You can drive damn fast in Texas. The posted speed limit was normally 75 mph, at times 80, but that felt too fast in this truck or any other. I hit 70 once or twice and the MX was fully capable of running comfortably at that speed, but its driver was not, and so I backed it off and settled in behind the governed trucks cruising at 65 mph pulling aerodynamic trailers. There's a real dichotomy to be found on Texas highways, with hard-charging cowboy trucks sharing the roads in great numbers with the governed, aerodynamically-trimmed trucks operated by the major fleets.

Paccar claims its MX-13 is the only engine in the industry that can boast a B10 engine life, meaning 90% of these engines should see a million miles before any significant overhaul

Continued on page 46



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# Driving the Peterbilt 579 EPIQ

Continued from page 45

is required.

It is a proven engine with a European heritage, which has been continuously fine-tuned since its introduction to the North American market, and seems to be hitting its stride. Efforts between Paccar and Eaton to optimize the performance of their respective components seem to have resulted in a more efficient, better-integrated powertrain. It drives well, and if the 4% improvement in fuel economy expected from the APEX package is achieved, then it's a win-win for drivers and owners. The steering on the 579 was especially responsive and when I commented on it, I learned there was a reason for this.

"We switched to a finer spline on the steering wheel and steering wheel shaft and that spline helps to better adjust the center of the steering

wheel and has less play in it," Gansle explained. "We also redesigned the main steering shaft and how it connects to the steering gear to help improve not only the steering play but the maneuverability of the truck."

After a day on the road, long-haul drivers will like Peterbilt's SmartAir battery-based cab comfort system, which reduces annual fuel consumption by 4% compared to idling and 2% compared to using a diesel-fired auxiliary power unit (APU). The system charges up while the truck is driven under normal operating conditions and can then be used to keep the sleeper cool (or warm) for up to 10 hours at a time. Trucks spec'd with SmartAir come with a heavily insulated sleeper curtain and extra insulation in the sleeper cab to maintain comfortable temperatures during rest periods. Intuitive controls at the head of the bunk make the system easy to

control and adjust. SmartAir, incidentally, is not a part of the EPIQ package, though it's another option that can provide further fuel savings.

But there's still a place for APUs. The SmartAir system needs a good four hours of driving time to fully charge, so in duty cycles where the batteries are not given sufficient time to charge, an APU may still be a good option. Gansle hinted Peterbilt is developing an engine start/stop feature that will automatically start the truck to recharge the batteries when needed so that a full 10 hours of heating or cooling can be provided even when the system isn't fully charged. Look for that next year.



**A full fairing kit is needed to maximize fuel efficiency, but a well placed door provides easy access to the battery box.**

The Model 579's sleeper is homely and well designed, with a 42-inch wardrobe (long enough to hang shirts and pants and still have room underneath for shoes), a 22-inch flatscreen TV, and a workstation that includes a laptop drawer, which conveniently tucks away to prevent clutter. All interior lighting is LED.

That said, Peterbilt is not yet jumping on the LED headlight bandwagon. You'll find traditional projector beam headlamps on the front of the 579 and this was by design; Gansle says the company isn't yet convinced LED headlights provide greater visibility than Peterbilt's traditional lighting system.

"With projector beam headlights, you can really engineer the reflector behind that to help put the light where you want it on the road," Gansle told me. "While LED lights today can be bright, they don't quite perform as well (as projector beams) and they don't focus the light where it needs to be on the road. We continue to evaluate LED headlights but we felt traditional headlights were a little better from a safety perspective."

Exterior marker lights are another issue entirely and here, Peterbilt has made the switch to LEDs.

The Peterbilt 579 is a great looking truck. Its stainless steel grille is durable and stylish. Hidden behind it is a deer strike bar that will limit damage to the radiator should a collision with a four-legged creature occur.

The hood is easy to lift and a blow-down protection device automatically locks it into place to protect the driver from getting smacked upside the head by the hood while performing fluid checks or maintenance on a windy day.

The full-length chassis fairings on the EPIQ package give the truck a clean, streamlined appearance but still provide access to the battery box, through a well-placed door. The truck I drove had a sprawling 250-inch wheelbase with fairings that extended all the way back to the tandems. Those fairings can be easily removed by pulling just six bolts. A nice feature is a set of service steps underneath those fairings, so the cab can still be safely accessed without a ladder when the fairings have been removed for servicing.

The Peterbilt Model 579 is an all-around well-designed truck with ample attention afforded to serviceability, comfort and performance. The EPIQ package makes it that much more efficient to operate and that much easier to justify the acquisition cost of investing in a premium truck. And Peterbilt may not be done yet. Gansle told me further improvements to the EPIQ package are already being developed, meaning even greater fuel savings could be on the horizon as early as next summer. ●

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# New Ford F-150 weighs less, produces more

**Aluminum cab shaves 700 lbs, increasing payload and towing capacity**

By James Menzies

SAN ANTONIO, TEXAS

It takes some courage, some guts, some moxy and maybe a pinch of crazy, to take the best-selling pickup truck for nearly 40 years and to redesign it from the ground up, creating a completely new vehicle unlike anything the segment has seen.

But that's exactly what Ford has done with its F-150, constructing an aluminum body to save weight, which will translate into increased payload and improved fuel-efficiency.

When Ford's plan to build an aluminum F-150 was revealed, some observers reacted with shock and truckloads of cynicism. 'Impossible,' they declared, with visions of little Pepsi cans squished flat so easily underfoot.

Those of us familiar with heavy-duty trucks were likely less skeptical. We've been driving trucks with aluminum cabs for years - including vocational trucks, which are deployed into environments every bit as punishing as anything the F-150 will encounter.

There's an interesting back story behind Ford's decision to go to an aluminum body. The company sought out some of its most abusive customers and then provided them with an F-150 with an aluminum bed to put through its paces in rigorous applications such as mining. These customers weren't told the truck was constructed of aluminum and the only thing they noticed different about the F-150s they were using was that the paint scratches in the bed did not rust. Meanwhile, Ford studied these trucks to determine where further reinforcements were necessary and strengthened the bed accordingly.

The end result is a truck that weighs 700 lbs less than an all-steel F-150. That weight savings can be converted directly into increased payload, towing capacity or improved fuel mileage.

Matt O'Leary, vehicle line director, North American trucks, SUVs and commercial vehicles, said the new F-150 offers best-in-class towing of 12,200 lbs (up 900 lbs from the previous model) and best-in-class payload of up to 3,300 lbs (1,030 lbs more than the nearest competitor, Ford claims).

However, the aluminum cab is just one aspect of a thoroughly redesigned vehicle that sets new benchmarks in many categories. One part of the truck that hasn't been converted to aluminum is the frame, which Ford officials say is their strongest frame ever. It features an eighth cross-member, one more than in previous designs, and 78% of it is built from 70,000 psi high-strength steel, up from 23% in the previous F-150. This provides a weight savings of about 60 lbs as well as a more robust design.

Evidence that Ford redesigned its F-150 with its customers in mind can be found everywhere on the vehicle. The tailgate can be locked or lowered automatically using the key fob. An LED flashlight is embedded into the tailgate and new, forward-facing cargo box lights illuminate the entire box, providing nighttime visibility even when the bed is covered.

A new BoxLink system allows for "infinitely customizable" tie-down options,

with four reinforced plates integrated into the box to secure heavy cargo. Box-Link is compatible with industry-standard E-Track tie-down accessories.

The tailgate step has been more cleverly integrated into the tailgate, making it invisible when not in use.

Up front, Ford has gone to a hard button keypad entry system that can be used while wearing work gloves. It sits at eye level for easy access and visibility. The door handle has been enlarged so that it can be easily opened with gloves on. The LED headlights, with accent lighting around the edges, are stylish and distinct-

Continued on page 48

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# F-150 sets new standard for efficiency, performance

Continued from page 47

tive. This truck will stand out even when it's dark out.

But it's the interior where the F-150 has been vastly upgraded with many new features drivers will enjoy every day. The interior is now two inches wider, providing a larger centre console with tons of storage and power plug-ins - including 110-volt, 12-volt and USB. The beltline has been lowered by an inch, providing greater visibility out the side windows and a more comfortable ledge upon which to rest your arm.

More storage can be found throughout the interior, and Ford has retained the flat floor in the rear, providing a better fit for bins and tools. The driver display has nearly doubled in size, to eight inches. And a new My View feature allows the driver to select up to seven items for display there - anything from trip fuel mileage to tire pressures. This level of dash customization is sure to please drivers, as everyone has different priorities and preferences.

The backup camera features a new Dynamic Hitch Assist, which helps guide the driver precisely into position to hook onto a trailer. I pulled a 9,000-lb trailer behind the new F-150 and was pleasantly surprised with the handling. Immediately after, I pulled 7,000 lbs behind a Ram and found it to be a handful, which can be attributed to its coil spring design that provides a comfortable ride unladen but hinders performance while towing.

Ford has added a new powertrain to its lineup, a 2.7-litre EcoBoost engine designed specifically for the new F-150. It's a sporty engine flush with power, putting out 325 hp and 375 lb.-ft. of torque. It can handle payloads of up to 2,250 lbs and can pull 8,500 lbs. It features auto start/stop to save fuel when stopped. Also available are the 3.5L V6 (283 hp/255 lb.-ft.), a 5.0L V8 (385 hp/387 lb.-ft.), and a 3.5L EcoBoost (365 hp/320 lb.-ft.).

"We have a choice for every customer, whether they're a fleet or a commercial-oriented customer or a personal recreational use customer," said Doug Scott, group marketing manager, Ford Trucks.

The 2.7L is a high-performing, yet fuel-efficient engine that is ideal for customers who don't need to max out their payload or towing capacity. A lengthy drive in south Texas saw us achieve well over 20 mpg with this engine, unloaded. The reduced weight of the truck was also noticeable from behind the wheel, especially while cornering. The new F-150 feels more nimble and sporty.

Visibility out the side windows is greatly enhanced thanks to the lowered beltline, especially at the front of the window where it drops further. I also appreciated the view over the hood, which is excellent thanks in part to the indented centre section of the hood, a stark contrast to the Ram, which has a raised centre section that impedes forward visibility.

Ford claims the new F-150 will deliver fuel-efficiency improvements of 5-20% compared to the previous version, thanks

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The Ford F-150 is the best-selling pickup in the US and Canada, making its move to an aluminum body especially bold. You can find more photos of the truck at [www.TruckNews.com](http://www.TruckNews.com).

in no small part to the 700-lb weight reduction. However, its EPA certifications won't be available until November.

"We expect this all-new F-150 to have fuel economy that's at least 5% and up to 20% better across the entire lineup," O'Leary said. "That's every model, every engine; every customer is going to benefit from the significant weight savings we've achieved."

Of course naysayers will continue to question the aluminum body's ability to withstand the abuse a commercial pickup, especially, will endure. Ford has done 10 million miles of testing on this truck - two million miles more than its previous F-150. The new 2.7L EcoBoost engine (and unbeknownst to competitors at the time, the aluminum cab) was run in the Baja 1000, where it performed faultlessly. The truck has been in development for nearly five years, giving Ford the confidence that it's durable enough to handle anything that's thrown at it. The com-

pany pointed out 6022 aluminum alloy is actually twice as strong as bake-hardened 280 steel and the box floor and body panels are actually thicker than before, while still providing a weight reduction.

What's really exciting for customers - especially commercial customers - is that every pound taken out of the F-150 can be converted into improved productivity.

"When cars have gone to lightweight materials, some of them haven't even lost weight; they've just replaced the material with more modules and more technology," pointed out Pete Reyes, F-150 chief engineer. "The truck is the right place to do it because you can reinvest that weight savings right into the work of the truck... We take the weight out and reinvest it back into the capability of the truck."

The 2015 Ford F-150 will be available at dealerships late this year, with Canadian pricing starting at \$21,399 right up to \$66,999. ●

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# Peterbilt demonstrates autonomous-assist

By Dale Amy

DETROIT, MICHIGAN

The steering wheel seemingly had a mind of its own. We watched from the co-pilot's seat in a stubby little single-axle Peterbilt 579 day cab as its wheel spun furiously on its own, keeping the bobtailed rig precisely on a pre-plotted, GPS-guided course around a large parking area on Detroit's Belle Isle during the ITS World Congress.

Processors in the tractor had been programmed with a series of GPS waypoints, like electronic breadcrumbs leading around the lot, which the 579 autonomously followed on its

own with bloodhound accuracy. How accurate? On one such loop, after the tractor left its starting point, a full plastic water bottle was placed where its right front tire had started.

After meandering around the tarmac acreage for a couple minutes following the GPS plot, the truck then returned itself to its starting waypoint with sufficient accuracy to squash said water bottle with that same right front tire. All the while, the 579 driver's hands never left his knees and his feet never lifted off the cab floor (but he was still responsible for situational awareness and looking out for obstacles).

This 579 was an "autonomous-as-



**Look Ma, no hands – and no feet. Peterbilt's autonomous-assist demonstrator repeatedly and accurately drove itself around a GPS-plotted course during the ITS World Conference.**

sist" technology demonstrator, which in this demo was showing how future Peterbilts might harness extremely accurate global positioning plots combined with other automation features to effectively maneuver them-

selves through unfamiliar distribution centers, cargo terminals, or port facilities. Or wherever. The system certainly isn't ready for prime time just yet, but gives a clear picture of the sort of driver aids that technology might provide in the relatively near future.

"The autonomous truck of the future is an extension of existing, individual systems already available for today's commercial vehicles," said Bill Kahn, Peterbilt principal engineer and manager of advanced concepts. "The vehicle we demonstrated during the ITS World Congress showcases how these technologies can integrate to provide the next generation of advanced cruise control and automation features."

Those existing technologies – from companies like Bendix and Meritor Wabco – include radar-based adaptive cruise control (ACC) as well as lane departure warning systems (LDWS) that use on-board cameras to detect lane edges and striping, and alert the driver when the truck strays outside of its lane.

In currently on-sale systems, it's up to the driver to correct any course drift and bring the rig back within the desired lane. But Peterbilt's concept 579 takes this one generation further by empowering the LDWS with the ability to self-correct, automatically keeping the truck within its lane via integration with the cab's electronically controlled power steering system. This tractor's ACC system also has the ability to use on-board cameras to bring the vehicle to a complete stop if necessary and then re-accelerate, thereby making life in heavy traffic a whole lot less stressful on the driver – especially if the rig is equipped with an automated manual transmission.

"Heavy trucks are an ideal platform for automated operation," said Kahn. "Compared to motorists, commercial vehicles travel a majority of their miles on modern highways, at constant speeds and for extended periods of time."

Kahn stressed that such automation technologies are not intended as driver replacements, but rather to complement the truck operator. But what if such systems make life a bit too comfortable and effortless to the point where a driver might begin to lose concentration as his rig essentially drives itself down the highway?

Says Kahn: "We have systems on the steering column that actually look at his eyes and head position, and we can tell if he's not paying attention. If he's not paying attention, the system will initially issue a warning to get the driver's attention; if that doesn't work the system will deactivate and the truck will start to slow down."

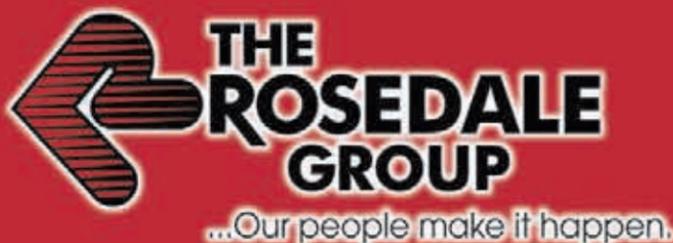
When it comes to timing of this emerging technology, Kahn's crystal ball sees the automated lane retention and enhanced cruise control systems emerging to market within a couple years. The GPS self-guidance systems, however, are longer-term proposals. While the technology exists to enable the GPS concept, we get the impression there's still much work to be done to cost-effectively integrate that technology.

Even so, the future looks bright for autonomous-assist. "Combined, these technologies – while still evolving – increase safety through continuous situational awareness, reduced driver fatigue and improved driving accuracy for superior fuel economy," said Kahn. ●

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# Mack Fleet Management launched to simplify telematics

**No hardware is required, as new telematics system is based on Mack's existing GuardDog Connect and a 'bring your own device' model.**

By James Menzies

GREENSBORO, NORTH CAROLINA

Mack Trucks is leveraging the data collected by its GuardDog Connect telematics platform to provide fleets with a suite of fleet management tools that don't require any additional hardware. Mack Fleet Management, the company said, is available on all Mack Pinnacle, Titan and Granite models equipped with GuardDog Connect. The program is being launched initially with Telogis, which will interpret data provided by Mack's on-board telematics system and then present it to drivers and fleet managers via their own smartphone, tablet or computer, in an easily consumable format.

Services available through the tool include: hours-of-service; navigation; vehicle inspection reporting; and driver performance monitoring. Three packages are available: Telogis Compliance and Navigation; Telogis Fleet; and a bundled package of the two.

"It's a use of existing hardware in an innovative way to bring more data to customers in an information-actionable way, to make decisions about the equipment or driver," explained David Pardue, Mack's vice-president of aftermarket business development, in an interview with *Truck News*.

Telogis was chosen as the initial telematics partner, because "They understand what decision makers need from an information standpoint and how to turn data into something

actionable," Pardue explained.

Mack has heard from customers that want access to important data yet don't want to deal with the costs and installation headaches associated with traditional hardware devices.

"They add cost, they add complexity and they add distractions for the driver," Pardue said of traditional systems. "They are looking for a way to cut out all that additional investment, and we think that's where the Mack approach differentiates itself. It uses the same hardware we use for GuardDog Connect to provide data from

that vehicle to Telogis, for Telogis to use in delivering their services."

Kevin Moore, vice-president of global OEM sales with Telogis, said more than 140,000 commercial drivers are already using the company's navigation services.

Feedback from those drivers is collected and distributed in real-time, so drivers can be alerted to traffic situations and adjust their routes accordingly, bringing a crowd-sourcing aspect to navigation. Data is stored in the cloud and accessible using an app, available on any IOS- or Android-compatible device, or a computer.

Because the hardware is already installed, customers need only to call and activate the service to receive their secure login information.

Fleet managers can use the Telogis Fleet package to monitor driver behaviour and to better track the performance of drivers and equipment. However the bundle, offering Telogis Fleet as well as Telogis Compliance and Navigation is what Moore

described as "the holy grail" for fleet managers, giving them a full range of services to ensure compliance as well as performance monitoring.

The hours-of-service program includes Canadian and US regulations and is available in French and many other languages, Moore confirmed. Mack Fleet Management can be activated on any new truck delivered since January.

OBD13 vehicles delivered before that can receive the service once an aftermarket kit has been installed. Older Mack trucks can be activated as well, using an aftermarket kit from Telogis.

Pricing will depend on fleet size and other variables, but Mack officials told *Truck News* it will be very competitive with existing offerings that require in-cab hardware. It's available as a subscription service on one-, three- and five-year plans. The data flow has been managed to ensure Canadian customers don't incur roaming charges while travelling in the US, officials added. ●

## Mack makes mDrive standard on Pinnacle

SAN DIEGO, CALIFORNIA

Mack Trucks has announced its mDrive automated manual transmission is now standard on the Mack Pinnacle highway tractor.

The announcement came at the American Trucking Associations Management Conference & Exhibition. Currently, more than 50% of Mack Pinnacle trucks are sold with the mDrive transmission.

"We at Mack decided to offer the mDrive as standard equipment because we believe that the best components delivering the best benefits to the customer should be the standard," said Stephen Roy, president of Mack Trucks North American sales and marketing. "Our confidence in the mDrive and its ability to offer increased efficiency, productivity and safety will set the bar for the industry."

Roy Horton, director of product marketing, added "Taking mDrive to standard position inside the Pinnacle axle-back has just been the natural next step."

The 12-speed mDrive is available in a direct drive and overdrive configuration. It has a torque capacity of 1,920 lb.-ft. and comes with two shift pads and multiple software packages. ●

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# It's been smooth trucking for Cold Star Freight's CNG truck program

By James Menzies

VANCOUVER ISLAND, B.C.

**C**old Star Freight's pioneering journey into the realms of natural gas-fuelled trucking is already paying big dividends for the company.

The company, which transports food from the Lower Mainland onto Vancouver Island, purchased 10 compressed natural gas (CNG)-powered Mack Pinnacle tractors last year in a bid to lower its fuel costs. It was a bold move for the company for several reasons: Cold Star was the first Canadian fleet to adopt CNG on highway tractors; it was the first fleet to bring natural gas-fuelled trucks to Vancouver Island; and as a small fleet of just 45 units, its purchase of 10 CNG-powered Macks represented the conversion of nearly a quarter of its fleet to natural gas at one time.

"It has been pretty exciting for us," Cold Star Freight president Kelly Hawes said during a Webinar held to promote the upcoming Natural Gas Vehicles Canada conference, to be held in Toronto Oct. 20-22. "We're very pleased with the results so far."

Cold Star chose the Mack Pinnacle with the Cummins ISX12 G engine because of its comfort with the local Mack dealer and also because it wanted to draw direct comparisons to its existing fleet of Mack Pinnacle tractors. Cold Star became the first Canadian fleet to put the ISX12 G into service and while Hawes admitted there were some calibration issues to be sorted out at first, it has been smooth trucking ever since.

Cold Star had hoped to reduce its fuel bills by 20% and has exceeded those expectations, generating savings of about 30%. Maintenance costs have been pretty much the same on the CNG units as on the diesel-powered Pinnacles, aside from the engine oil, which costs about \$50 more to replace during servicing.

The trucks normally gross less than 80,000 lbs (sometimes as much as 90,000 lbs, though the ISX12 G is not approved for more than 80,000) and performance has not been an issue, Hawes said. The two 45-gallon diesel gallon equivalent (DGE) tanks have a range of about 600 kms, which suits the company's regular routes of 400 kms per day. The trucks run about 20 hours a day, six days a week and Cold Star Freight partnered with natural gas supplier Fortis to build a fast-fill CNG station near its terminal.

"The nice thing is, fuelling is very simple (with CNG)," Hawes said. "It takes less than 15 minutes to go from empty to full."

Conveniently, both tanks can be filled from a single connection on one side of the vehicle.

Initially some driver training was required and Hawes acknowledged the CNG engine has less torque and power than a diesel, requiring drivers to drop another couple gears on steep hills. Drivers have had to learn to use the tachometer to hit their shift points rather than relying on the sound of the engine, since the ISX12 G operates so quietly. However, Hawes said there's a benefit to its quiet operation as well.

"We do deliveries in residential areas and downtown cores," he said. "We have had e-mails from residents thanking us for reducing noise while

doing deliveries."

As a small fleet, Hawes acknowledged a healthy incentive from Fortis was required to fund the initial purchase. The CNG trucks cost \$60,000 more than their diesel counterparts but Fortis paid back 75% of the difference.

"We got a cheque for \$45,000 (per truck) and that was huge for a small company like ours to take the leap and move forward," Hawes said.

The goal was to displace 38,000 litres of diesel per truck each year, totaling 380,000 litres and Hawes said the company is on pace to exceed this target.

One complication was that the trucks rely on B.C. Ferries to get them to Vancouver Island. The ferry operator charges by the foot and a longer wheelbase was required on the CNG units, which led to higher ferry costs.

Still, Hawes is happy with how the



Cold Star Freight's fleet of CNG-fuelled Mack highway tractors.

trucks are performing.

The return on investment with a 30% reduction in fuel costs is less than a year, when the Fortis incentive is factored in.

And the savings could get better; currently natural gas costs more on Vancouver Island than in other parts of the province, but Fortis is looking to harmonize pricing across the province in January, which will mean lower CNG prices on the Island.

"We're very pleased with how

seamless the integration was," Hawes said, noting the company will soon be adding three five-ton Freightliner CNG trucks with the 8.9L Cummins to the fleet.

It's also working with Fortis to build a CNG fuelling site in Nanaimo by the end of next year, which would allow Cold Star to add another five to 10 Class 8 CNG tractors to its fleet, enabling it to cover its entire service area with natural gas-powered trucks. ●



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# Navistar shows off most fuel-efficient ProStar

By James Menzies

SAN DIEGO, CALIFORNIA

Navistar International unveiled what it says is its most fuel-efficient ProStar, featuring the SmartAdvantage powertrain package from Cummins and Eaton. The truck was on display at the American Trucking Associations' Management Conference & Exhibition.

"Every per cent of fuel economy improvement helps our customers and spec'ing a vehicle properly can make all the difference," said Jodi Presswood, vice-president and general manager, heavy-duty truck product line. "Our ProStar with ISX15 coupled with the Eaton Cummins SmartAdvantage powertrain is our most fuel efficient Class 8 spec' and our customers are already seeing impressive results."

The truck comes with the AdvanTek 40



Navistar International says the ProStar with SmartAdvantage powertrain is the most fuel-efficient version of the truck since its development.

tandem axle from Dana, which features the industry's lowest axle ratios to allow downspeeding, Presswood added, noting the SmartAdvantage will lower shift points to about 1,000 rpm for improved

fuel economy. The AdvanTek was also designed to handle the higher torque generated by downsped powertrains.

The fuel-efficient spec' has been in testing and one dealer, Cumberland

International in Nashville, Tenn., has been loaning out a demonstration unit equipped with the SmartAdvantage powertrain and other aftermarket aerodynamic devices to customers with the goal of reaching 10 mpg. With 70,000 miles now clocked by the demo unit in real-world fleet operations, Pressman said the truck has averaged 9 mpg and reached as high as 9.9 mpg on one run.

The International ProStar itself, said Pressman, was designed to be aerodynamic even when the truck is facing crosswinds, using a concept called "wind average drag coefficient."

"The ProStar sleeper with chassis skirts and other aerodynamic fairings is designed to be the most aerodynamic tractor on the road," Pressman said.

Navistar also introduced enhancements to its OnCommand Connection remote diagnostics program.

Mike Cerilli, vice-president and general manager of OnCommand, explained that as of November, OnCommand will feature: a new mobile app; customized geofencing capabilities; and direct integration with major component suppliers, beginning with Cummins. Integration with Cummins Connected Diagnostics will allow customers to view Cummins recommendations via the OnCommand Connection portal, Cerilli said.

Navistar's OnCommand Connection is an open architecture design that can be integrated with a fleet's existing telematics platform. It also covers all makes of vehicles, providing a single answer to remote diagnostics that will cover all vehicles within a mixed fleet.

"With our all-makes open architecture remote diagnostics solution, we're bringing connectivity to life in a results-oriented, bottom-line way," Cerilli said. "One of our fleet customers recently experienced a 28% reduction in down days and a 31% reduction in repairs by leveraging the vehicle health reports and repair recommendation data provided by the OnCommand Connection system, and we're just getting started with new feature development." ●

## ProStar has new transmission pairing

LISLE, ILLINOIS

Navistar has announced that it will be offering the Tremec 10-speed manual transmission in its International ProStar model with a 13-litre engine.

This pairing will maximize payload for applications like bulk haul, the company claimed.

"Tremec transmissions are not only known in the automotive industry for a wide variety of high-performance cars, but Tremec components are used in transmissions throughout the commercial transportation industry," said Jodi Presswood, general manager, heavy-duty truck product line, Navistar. "This lightweight transmission reduces the weight of the vehicle while also providing our customers with yet another choice."

The company is also offering four Tremec transmission options with the 13-litre engine available with 370-450 horsepower and 1,350-1,700 lb.-ft. torque for line-haul and regional haul applications in the US and Canada. ●

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## Bendix enhances safety systems

ELYRIA, OHIO

Bendix has announced it will be launching its next generation of safety systems, which among other things will allow commercial vehicles to brake for stationary objects. Other advancements include better integration and upgraded components, as well as alert prioritization and the reduction of false alerts.

The new generation safety systems have been demonstrated to fleets and are now undergoing road testing with major manufacturers.

Scott Burkhart, vice-president of sales, marketing and business development for Bendix, said "we've improved and fused together the most advanced technologies in the Bendix commercial vehicle safety suite to create a system that does more – and does it better – for today's commercial vehicle market. Fleets can be confident in the system, because at its core are tried and true technologies that have performed reliably over many years and millions of miles."

The next-gen system builds upon existing technologies including Bendix ESP Electronic Stability Program, Wingman Advanced and the AutoVue Lane Departure Warning System.

Bendix says its updated safety systems combine camera, radar and braking technologies for groundbreaking results.

"When these systems are fully integrated – 'talking' directly to each other, in a sense, with multiple sensors confirming situational data – you get far more robust decision making in the system as a whole," said TJ Thomas, Bendix director of marketing and customer solutions, controls group. "That means more effective alert prioritization and a substantial reduction of false alerts. And this sensor data fusion is also crucial to unlocking new safety capabilities like stationary vehicle braking." ●

## Volvo drops LNG engine

GOTHENBURG, SWEDEN

Volvo Trucks no longer intends to produce a compression ignition LNG engine for the North American market.

The company issued a statement saying while it will continue to field test dimethyl ether (DME) powered vehicles and will continue to offer spark-ignited natural gas engines in its VNM and VNL lines, the compression ignition liquefied natural gas (LNG) engine plans are on hold. Volvo offered the following explanation:

"Development of the natural gas infrastructure to support long-haul trucking has been modest over the last year, and the needs of customers in the primary markets for natural gas vehicles – regional haul and dedicated routes – are being met with the company's current natural gas line-up.

"Volvo Trucks continues to believe that DME – which can be produced from natural gas – holds promise as a heavy-truck fuel. Customer field tests of DME-powered vehicles will continue, but the company has decided not to establish a commercialization date as it continues monitoring market and stakeholder interest in the fuel." ●

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# Espar developing efficient fuel cell-based APU

By James Menzies

HANNOVER, GERMANY

Espar parent company Eberspaecher introduced at the IAA Commercial Vehicle show a new fuel cell-based auxiliary power unit (APU), which can provide a more efficient power supply to the truck and reduce the load on the primary engine by also powering other functions such as the air compressor or water pump.

The groundbreaking new development will be launched to the North American market first in 2017, announced Dr. Klaus Beetz, COO, Eberspaecher Climate Control Systems.

North America will be the first market to see the new system, "Because there are distinct hot and cold climate zones in the region, for which very powerful and energy-intensive heating and climate control solutions are required," Beetz explained. "It is precisely the scenario where our new product comes into play: unlike a conventional diesel engine APU, with our fuel-cell APU we don't just want to solve the energy problem during break and idle periods. No, we want to establish a completely new energy management system in the commercial vehicle. An energy management

system that reliably meets the power demand both in driving and in stationary mode, effectively reduces the load on the alternator when generating electricity and reduces fuel consumption."

The fuel cell APU will generate 90% less CO2 and soot emissions compared to a traditional diesel APU, Eberspaecher claims. It can also be up to 50% more efficient than a traditional APU, since no mechanical losses occur during energy conversion. When rolling down the road the fuel-cell APU can be used to power the water pump or air compressor system, which could generate fuel consumption savings and weight optimization for the operator while reducing the load on the alternator.

"Many components that were previously coupled with the engine... could in the future be operated considerably more efficiently by electric means which, besides a reduction in consumption, could also result in optimized weight distribution of the truck," Beetz explained.

This is because many mechanically-powered components today could be run with the electricity generated by the fuel-cell APU, allowing truck makers to eliminate the associated

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"One major advantage: the output of the drive engine would then almost exclusively take care of propulsion, which reduces consumption further," Beetz said.

The new system will be able to produce a net electrical output of 3 kW. Eberspaecher says it's the first manufacturer in the world to achieve this using a fuel cell-based energy management system. A "well-known commercial vehicle manufacturer" will be testing the system this year. ●



**Eberspaecher says its fuel cell APU will be able to take the load off the alternator and power devices and components while driving.**

## Daimler's integration efforts paying off

HANNOVER, GERMANY

The acceptance rate for the new Detroit DT12 automated manual transmission has exceeded the expectations of Daimler powertrain executives, with a take rate of about 25% in the Freightliner Cascadia just one year after the transmission's launch.

"Customers are asking for it. They don't only accept it, but they are asking for it," said Dr. Frank Reintjes, executive vice-president, global powertrain and manufacturing engineering trucks, during a media roundtable at the IAA Commercial Vehicles show in Hannover, Germany.

So far this year, more than 15,200 DT12-equipped trucks have been sold. The transmission is now available with the DD13, DD15 and DD16 heavy-duty engines.

Daimler plans to bring production of the DT12 to its Redford, Mich. plant late next year and sees global long-term demand for the transmission reaching 250,000 units per year.

Reintjes said North American customers are seeing the benefits of powertrain integration. He noted 60% of Freightliner trucks have Detroit steer axles and 40% have Daimler-built rear axles. About 90% feature Detroit power.

Dr. Elmer Bockenhoff, vice-president, truck product engineering powertrain, said integration extends to the aftertreatment system as well, which plays an important role in the powertrain's performance.

"The aftertreatment system is not a muffler anymore, it's a chemical factory," he said. "The integration and communication between those components (engine, transmission and aftertreatment system) is of essence. Each has its own brain and those brains are now working together." ●

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# Trailer Wizards expands, adds new trailer

By Sonia Straface

MISSISSAUGA, ONTARIO

Trailer Wizards hosted a grand opening of their new expanded service centre in Mississauga last month, where they unveiled a brand new state-of-the-art trailer.

As if the new, 20-bay immaculate shop wasn't enough for patrons to enjoy, Trailer Wizards used the new Vanguard VXP Quad trailer as the backdrop for visitors to feast their eyes on.

"Because of Trailer Wizard's grand opening, it was the perfect time to show off the new trailer," said Charlie Mudd, president and CEO of Vanguard. "There are multiple specifications on the trailer that are both to meet legal requirements in Canada as well as the specific requirements of

Trailer Wizards as our customer."

According to Mark Diamantopoulos, vice-president of sales at Trailer Wizards, the trailer was kept hidden in the shop for a month before today.

"This trailer has been in the making for a year," he said. "Seven months of careful planning was spent with engineers to make sure it met all Canadian regulations."

The reason it was kept hidden was because of the competition of Trailer Wizards, who have and are making similar quad trailers, but Diamantopoulos said he isn't worried because of the edge that the Vanguard VXP Quad has.

"All of our standard features are everybody else's options," he added. "That's what makes us different - we look for the total cost of ownership in a trailer."



Trailer Wizards and Vanguard representatives unveiled the new VXP Quad trailer at Trailer Wizards' grand opening in Mississauga, Ont.

The trailer is a Vanguard however, both Trailer Wizards and Max-Atlas (Trailer Wizards became an authorized dealer of Max-Atlas in February of this year) had a part in the trailer's development.

The day also served as a customer appreciation day, where attendees were provided with a free catered lunch, including a slice of cake from a specialty bakery that designed the cake as a replica of the facility itself.

Attendees also got a chance to win some major prizes (gifts cards, an iPad and a TV) and participate in a 50/50 draw.

Of course, no grand opening would be complete without a traditional ribbon-cutting and speeches from the ex-

ecutives. Anne McKee, executive vice-president of Trailer Wizards took some time to thank the customers and employees of the facility and explain the need for the new space.

"This expansion brings us to 20 bays in the GTA supported by 10 mobiles and our attention as always with something like this is to ensure that our fleet is kept in service for you so you don't have any downtime and you are able to service your customers," she said. "As you know very well, a trailer that is sitting unused is not earning any money for you so we want to ensure your fleet is on the road and secondly we're hoping to get outside service. We're very pleased to be opening up this facility." ●

## Trailer Wizards buys Western Storage

EDMONTON, ALBERTA

Trailer Wizards has acquired Western Storage assets as of Oct. 1, 2014. The purchase adds 1,500 dry vans and containers to its fleet.

The purchase also means that Kelowna, B.C. will be added to Trailer Wizards' list of Canadian locations.

"We look forward to welcoming Western Storage customers to our locations," said Gary Myroniuk, vice-president (Prairie Region) of Trailer Wizards. "Western Storage is a well-run company with over four decades of experience in Western Canada. Their employees share our customer-first approach to doing business and it is our pleasure to welcome them to our team." ●

## Daimler to develop medium-duty engine, introduces new safety systems

By James Menzies

SAN DIEGO, CALIFORNIA

Daimler Trucks North America (DTNA) will be bringing a medium-duty Detroit engine to the market.

The new DD5 and DD8 are currently under development and being configured for North American operating conditions. They'll be built upon the Mercedes medium-duty engine line in Europe.

Daimler announced the new offering at the American Trucking Associations' Management Conference & Exhibition.

"Detroit medium-duty engines will provide what no other manufacturer in North America can offer - a total vehicle solution that matches Daimler's global engineering prowess with the most complete product lineup bar-none in the industry," said Martin Daum, president and CEO of DTNA. "The DD5 and DD8 will feature attributes that are synonymous with Detroit including exceptional fuel efficiency, lowest total cost of ownership, power, performance and reliability."

The new engines will be available beginning in 2016.

They'll initially be produced in Mannheim, Germany, with production shifted to North America by 2018.

Daimler also announced it has developed its own integrated safety mitigation systems, including adaptive cruise control and active braking assist.

The company felt it could develop a system that's better integrated with its vehicles than any such system currently available on the market.

Daum projected another good year for truck sales in 2015, estimating total 2015 NAFTA Classes 6-8 truck sales will total 411,000 units, a 10% increase from this year, which should come in at 374,000 units. Daum hinted Daimler could be adding truck building capacity in North America in the near future.

The largest projected growth is in the Class 8 segment, which should be 29% stronger in 2015 compared to 2013. Medium-duty truck demand is projected to climb 5% over the same timeframe, but despite its slower growth, Daum said the medium-duty market is attractive because demand is less volatile than in heavy-duty.

DTNA's share of the Class 8 market stands at 37.1% in the US and 32.3% in Canada. Its Classes 6/7 share is 42% in the US and 23.7% in Canada.

As always at ATA, Daum presented a list of goals for the coming year. For 2015 they include: unrivalled integration; world class research and development; a service evolution; quick market success for the Western Star 5700XE; and the growth of its market share. Daum indicated Daimler will boost its R&D spend in North America to about \$550 million, divided equally between vehicle and powertrain development. ●



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# Daimler leaders discuss global, North American truck markets

By James Menzies

HANNOVER, GERMANY

Meeting with the truck press in recent years has been easy for Martin Daum, CEO of Daimler Trucks North America (DTNA). He has guided the truck manufacturer to a comfortable position well above all other OEMs in terms of market share and has executed well on an ambitious growth strategy.

This year, with DTNA's share of the Classes 6-8 market down about 2.9% year-over-year through June, Daum didn't make excuses or shy away from journalists' questions. He met with North American trade press editors at the IAA Commercial Vehicle Show in Hannover, Germany and said even though Daimler is still the leader in the North American market, he's not happy about the small step back.

"If there hadn't been 2013, we'd all

celebrate the 2014 numbers," Daum said, pointing out last year was DTNA's best ever in terms of market share. "2013 was our record, so this has been our second best year, so it's not too bad. But I hate to lose, especially being the only one (of Daimler's global regions) in the world not getting a market share gain."

Daum said July and August numbers showed an improvement so he's optimistic the company can recover from its short slide. DTNA currently holds about 38% of the US Class 8 market and 32% of the Canadian market. Truck orders and business conditions remain strong, but Daum said the biggest threat to the business today would be an increase in interest rates.

Speaking to global markets, Dr. Wolfgang Bernhard, member of the Daimler board responsible for trucks, pointed out the truck market in the NAFTA region is up 8% this year,

countering a sharp decline in demand in Brazil and some other regions. Year-to-date through August, Daimler has sold about 104,000 units into the NAFTA market, up from about 90,000 units through the same period in 2013.

Bernhard said Daimler has a three-pronged strategy for success: a global market presence, intelligent platforms and technological leadership. The company is already a global player, but Bernhard said it's still working to expand its footprint, notably by exporting India-produced Fuso trucks into new markets in Africa and southeast Asia.

In terms of intelligent platforms, Bernhard referenced the DT12 automated manual transmission, which has been a huge hit in the North American market. The transmission's success was "only possible because we have intelligent platforms and are able to switch componentry between

countries," he explained.

Daimler's technological leadership was on display in the form of its autonomous Future Truck 2025 (see cover story).

"We would like to be the undisputed leader of the industry; we will drive technological change," Bernhard said. However, he acknowledged there's much work to do before self-driving trucks are allowed on public roads. Also, Bernhard acknowledged there will have to be a business case made for such vehicles before there's any demand from the marketplace.

"This will only be adopted if this pays for our customers so a business case can be made," said Bernhard. "We're not going to sell one single truck if it doesn't pay off for our customers and at the end of the day, there has to be a business case." ●

## Utility lands mega-deal from Prime

CITY OF INDUSTRY, CALIFORNIA

Prime Inc. has made history. The company is being recognized by Utility Trailer Manufacturing Company for the largest single trailer order in Utility's history.

Prime recently purchased a whopping 2,500 Utility 3000R reefer trailers from Utility.

"Our focus on safety, efficiency, and sustainability were the major factors in this purchase. Our commitment to these principles is the pinnacle reason for our partnership with Utility. It is a privilege to have them as a partner that understands our corporate philosophy," said Paul Higgins, director of maintenance for Prime.

To date, Prime has purchased a total of 5,000 Utility reefer trailers. ●



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# Daimler to grow N.A. van presence

HANNOVER, GERMANY

North America will soon be getting an improved Sprinter, and a new mid-sized commercial van, courtesy Mercedes-Benz. Executives representing Mercedes' van business met with trade press editors at the IAA Commercial Vehicle show to share some of their plans for the North American market.

Volker Mornhinweg, executive vice-president of Mercedes-Benz vans, said the US market is an important one. The large van segment in the US has grown 16.8% through August 2014. Meanwhile, Mercedes-Benz has seen its US van sales climb 21% this year.

Bernhard Glaser, vice-president and managing director, commercial vans, with Mercedes-Benz USA, said Daimler established a dedicated van division in the US in January 2014, which has contributed to its growth.

It came at a good time, as the North American cargo van market is undergoing a "major transformation" towards European-styled vehicles, Glaser pointed out.

"We were the first Euro-style van coming to the US market," Glaser said in reference to the Sprinter. "Now, a lot of our competitors are copying our formula for success and transitioning more to a Sprinter lookalike concept. Imitation is the sincerest form of flattery and that is kind of what's happening right now in the large van market."

Most notably, Ford has brought its European Transit cargo van to North America.

"They have their homework still to do, to convince existing buyers to move over to the Transit," Glaser said, noting Ford has seen its van sales slide 6.5% since it brought in the Transit.

Meanwhile, a redesigned Sprinter has resulted in a 22% increase in sales this year through August, Glaser said.

"We're outperforming the market...the Sprinter is on a roll," he said.

The Sprinter now owns about 7.8% of the US large van market, up 0.3% this year. Ford still commands 43% of the US market, despite its recent slide.

Among the new features available in the Sprinter, which got a comprehensive redesign last year, are: a new standard

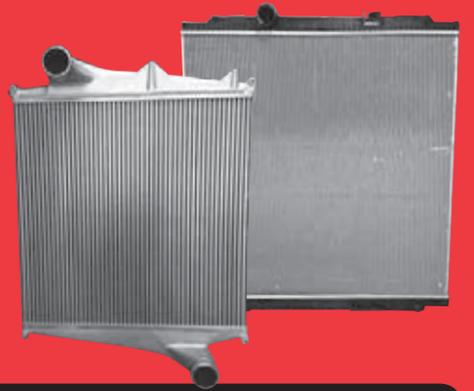
engine that provides an 18% reduction in fuel consumption; a redesigned front end; a new head unit; a larger 5.8-inch screen in the dash as well as Bluetooth and USB connections; and safety features including blind spot assist, collision prevention assist and highbeam assist.

The 2015 Sprinter will offer more enhancements, including crosswind assist, which will use the vehicle's existing ESP sensors to help control the van when it's buffeted by strong crosswinds.

Mercedes-Benz also announced the VS20 Vito mid-sized van, just recently introduced to the European market, will make its way to North America next year. This will provide contractors with a van that can be parked in their garages; important, since many municipalities restrict the parking of commercial vans on residential streets. Glaser said the VS20 was designed with the North American market in mind, and soon will become Daimler's second global van. ●



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# Shipper-carrier relations subject of CSCMP meeting

**Carriers and shippers try to find common ground when discussing RFPs, which carriers feel are too often about driving a lower price**

By Julia Kuzeljevich

TORONTO, ONTARIO

The Council of Supply Chain Management Professionals (CSCMP) held its State of Transportation Event Thursday Oct. 9 at the Toronto Marriott Airport Hotel.

Truck News editorial director Lou Smyrlis moderated a panel featuring David Bradley, CEO of the Canadian Trucking Alliance, Mark Seymour, president and CEO of Kriska Transportation, John Ferguson, president and CEO, SCI Group, and Michael

Gullo, director, policy, economic and environmental affairs, with the Rail Association of Canada.

Smyrlis asked the panel if the request for proposal (RFP) process was continuing to dominate the relationship between shipper and carrier, and whether it was improving relationships.

According to Seymour, RFPs "are the impetus of conflicting priorities on the shipper side. I am more learned about why they exist - to test the market, and to ensure competitive pressures ensure the best price for the service. But all too often all they are really trying to do is lever-

age price."

Seymour said that carriers are trying to build engineered solutions, "and that takes time. We're forever on our heels waiting for the next RFP. Shippers may not get the best engineered solution as result."

RFPs are too often price-focused,

there are a lot of reasons one should invest in new equipment, and there are many reasons why people are not doing it. Technology should be in every investment portfolio to help make better decisions," Seymour added.

The driver shortage, and its ef-

**"I am more learned about why they exist... But all too often all (RFPs) are really trying to do is leverage price."**

Mark Seymour, Kriska Group

and "don't ask the right question," Semour said. "My wish would be that RFPs would take place every two to three years and that shippers and carriers would sit down on the anniversary of every contract, and bring data and credibility as to why the carrier needs more. I think that is reasonable and fair and would strike a very fair balance."

Added Ferguson: "We have to go with procurement processes from time to time. Often it's a rigid process. We strive for strategic long-term relationships."

#### What's driving consolidation?

When asked what is driving the consolidation trend in the trucking industry, CTA's Bradley said it "hasn't had an impact in terms of pricing. The pressures have been somewhat temporal. Right now, I would characterize things as being more strategic. There are a hell of a lot of truckload companies for sale today that may not fit with some acquisition strategies. The next 10-20 years will be interesting to see where the consolidation and deconsolidation trends come from," he said.

Bradley also commented that he doesn't see a lot of interest from American companies in acquiring Canadian ones - at least, not in any meaningful sort of way.

"It may be a good thing for carriers here that Canada is still viewed as a foreign country. Our drivers know how to deal with the border, but US carriers are not prepared to make the same effort for a relatively small marketplace. This doesn't mean there won't be some private investors," he added.

Capacity in the trucking market is another huge concern for shippers, but as Bradley indicated, the trucking industry "is not a homogeneous market. While there is greater confidence than there was, people are still cautious in terms of expanding their fleets. There is slower replacement. The big issue is the driver shortage. Even if you wanted to expand and grow organically this is keeping a natural lid on things. In central Canada where things have been slower to come back we are still in an equilibrium state, and I think that's going to continue."

The next round of greenhouse gas reductions comes in 2018, and the trucking industry "is getting tired of being the guinea pig. Last time around we saw a major pre-buy to beat what was coming. Now a lot of carriers have gotten a lot smarter about managing capacity," Bradley said.

"When we talk about equipment

facts on the capacity situation, "may be the best thing to happen to the trucking industry," noted Bradley.

"Here in central Canada there has been zero real growth in driver wages in 20 years. Drivers want to be paid for all their time. Too often everybody else's inefficiency falls in the lap of the driver," he said.

"Shippers and carriers have conflicting priorities, and there is nothing wrong with some healthy tension. The blurred line where you go from healthy tension to tense tension is really hard to see - it's tough being a carrier and it's tough being a shipper," Seymour added.

#### The rail perspective

In the wake of the 2013-2014 "60-year winter" combined with a bumper grain harvest, and following legislation put in place by Ottawa mandating grain moves for Class 1 railways, Smyrlis asked RAC's Gullo what actions the rail industry is putting in place to prevent backlogs ahead of the next harvest.

Gullo said there was a lack of understanding last year about the potential grain crop. This was combined with a terrible winter where temperatures dipped for a period well beyond the 25-day average.

The grain industry was also grappling with the removal of a single desk operator (the Canadian Wheat Board).

"Both railways have aggressive programs in place on velocity and productivity, and a large margin of capital investments will be reinvested in the network on these," Gullo said.

Canadian Pacific will also be providing a dedicated grain fleet, he added.

Regarding the federal government's move to change the inter-switching provisions for short line railroads from 30 kms to 160 kms in some areas of the Prairie provinces, Gullo said that those "have the ability to harm the rail industry. Introducing shorter haul moves is not necessarily the way to go if the aim is better velocity. Congestion has an adverse effect on velocity," he said.

Gullo also criticized the lack of process in the way the inter-switching provisions were pushed through.

"It's not a model that reflects proper public policy," he said.

The answer is supply chain collaboration, he said, and "foresight in orders. It's understanding the long term, and the ability of rail to scale up. It's about forecasting data and collaboration, something that has been possible in other sectors," Gullo added. ●

  
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# Winners of second Healthy Fleet Challenge revealed

By Sonia Straface

TORONTO, ONTARIO

It was a long September but shoelaces have been untied and sneakers have been happily kicked off for the time being as the second Healthy Fleet Challenge came to a close Sept. 30 at 12 a.m.

In order to promote health and wellness in the trucking industry, Healthy Trucker (a division of NAL Insurance) in partnership with *Truck News*, a Transportation Media publication, launched a second Healthy Fleet Challenge beginning Sept. 1 and running the full month. The aim of the challenge was to get participating companies and fleets in the industry walking as much as they could for the whole month.

Participants were equipped with Fitbit devices or the Moves app on their phone – both of which track their daily steps and feed the information to the Healthy Trucker leaderboard at [www.healthyfleet.com](http://www.healthyfleet.com).

The challenge was a success as more than 400 participants, representing more than 40 companies across Canada and the US, walked 72,915,824 steps in September. This total means they walked 36,522 miles in total and burned 3,359,984 calories in the process.

Of course, no challenge can really be called a challenge unless there are a few clear winners. Everyday participants (and those curious about the

challenge) could track their teams' process on the leaderboard on the Healthy Fleet Web site. All month the leaderboard was moving up and down as fleets got into and out of a groove.

And now, the winners.

The first place winner of the challenge in the fleet category was Meyers Transport. Its team of 17 walked an average of 12,262 steps for the month.

Meyers really stepped it up this month – in the first Healthy Fleet Challenge they placed third. In second was Speedy Transport – a newbie to the competition. Its team of six had an average of 11,871 steps per day in September.

Capturing bronze was Dynamic Transport's three-member team. The team walked an average of 10,791 steps per day.

Not far behind (a mere two steps behind, in fact) and in fourth was Challenger. Its team of nine walked an impressive average 10,789 steps every day for the month.

Rounding out the top five was Coastal Pacific Xpress. Its team of 14 walked an average 10,715 steps in the month of competition.

The top four in the fleets category also made it in the top five of the 'all companies' category, however, *Truck News* led the pack in that race (not that we're bragging or anything). The *Truck News* team walked an average of 14,600 steps per day in the month of September and placed first overall in the all companies category.

As for individual success, Donna Baird of Challenger slaughtered the competition walking a total of 725,911 steps for the entire month.

In second was Sherri Hanley of Coastal Pacific Xpress who walked an impressive 674,880 steps in September.

In third was Sharon Beharry – a newcomer to the competition – as she was a member of Speedy Transport's team. She walked 595,017 steps during the challenge.

In fourth place was Stephen Bruneau of Meyers Transport who clocked 578,250 steps in September. And in fifth was David Clothier of Pilot Flying J coming in at 567,126 steps for the month.

"It was great to see some of the provincial trucking association jump on board this time," said Glenn Caldwell, vice-president, sales at Healthy Trucker. "The British Columbia Trucking Association was the first Canadian association to form a team, also throwing down a challenge to the other provincial associations to do the same. As a result, the BCTA will receive five Fitbit Flex devices (\$500 value) as they referred the most teams to the challenge in the month of September." Although many may be tuckered out from all the walking, Healthy Trucker and *Truck News* encourage you to continue stepping through October.

If you're interested in joining the next challenge, contact Healthy Trucker at [info@healthyfleet.com](mailto:info@healthyfleet.com).

# Healthy Fleet goes south

SAN DIEGO, CALIFORNIA

There was a lot of stepping going on the ATA's Management Conference & Exhibition in October as Healthy Trucker launched a challenge during the event.

More than 1.1 million steps were tracked through out the four-day conference and America's Road Team Captains came out on top for walking the most steps.

"This was a great way to promote healthy habits and get the competitive juices flowing while here at MC&E," said Road Team Captain Eddie Weeks, a driver with AAA Cooper who walked a chart-topping 102,572 steps.

Altogether, attendees walked a total of 1,136,738 steps, which equates to an incredible 569 miles.

The challenge contained Byrd; incoming ATA Chairman Duane Long, Longistics; Pat Thomas, UPS Inc.; Kevin Burch, Jet Express and Dave Manning, Tennessee Express and comparing them to the steps of America's Road Team Captains Weeks; Don Logan, FedEx Freight; Jeff Halford, Con-way Freight; Don Biggerstaff, ABF Freight System and Nate Wick, UPS Freight.

Healthy Trucker was so impressed by the competitors that each of the 20 Road Team Captains were given a Fitbit to take the challenge to their companies.

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2004 PETERBILT 378 C15-475 hp, 18 spd., 20,000L 4 comp't alum. tank, dual pumping/metering equipped, fast pump outlets, bottom load. Stock 2004 PETERBILT



2008 WESTERN STAR c/w 20,000 litre 5 comp't aluminum tank, dual pumping/metering equipment, Midcom, bottom loading, vapour recovery. Stock 2008 WS



2010 INTERNATIONAL 350 hp, 20,000L 4 comp't alum. tank, dual pumping/metering equipment, fast pump outlets, bottom load. Stock 2010 Int



2010 FREIGHTLINER c/w 7250 USWG QT propane tank, automatic, 330 hp, only 260,000 km,



2012 STAINLESS STEEL 2000 gallon tank w/manhole cover, sump sills w/plastic isolator. Stock #T0014



2001 STERLING c/w 20,000L four comp't aluminum tank, dual pumping/metering, B/L, V/R, Midcom, DOT safety, CSA-B620. Stock #7085



2005 INTERNATIONAL 330 hp, 20,000L 4 comp't alum. tank, dual pumping/metering equipment. Stock 2005 Int



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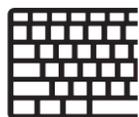
Peterbilt has announced it's offering a new **anti-theft system** on its Models 579 and 567 with the Paccar MX-13 engine. It requires drivers to enter a unique pass code to start the truck, the company says. If an incorrect code is entered, the engine will be disabled until the correct code is punched in. The new anti-theft system is available for order now.

Kenworth has announced availability of **Allison Transmission's Fu-**

**elSense package.** FuelSense delivers a unique package of software and electronic controls that target critical components of a truck's duty cycle to help enhance fuel savings. These features automatically adapt shift schedules and torque, maximizing transmission efficiency based on load, grade and duty cycle. Kenworth Class 8 and medium-duty trucks with the Allison Highway Series and Rugged Duty Series transmissions can be ordered with FuelSense.

Peterbilt has introduced a new, redesigned **low-cab forward Model 320** in response to the side-loader collection vehicles gaining popular-

ity in residential refuse applications. The new truck has a ProBilt interior that has a number of enhancements to improve comfort and safety. It is available in left-hand, right-hand and dual drive with right-hand stand-up configurations.



**Software**

Data mining company Vigillo has announced it has improved its **CSA platform** to provide better **CSA Alert e-mails.** The alerts notify fleets in near real-time of new inspection, violation and crash activity affecting their CSA scores. Daily alerts will now include: inspection and violation trending over time; CSA points coming on and falling off; CSA points by truck type; inspection and violation details; tips on actions to take; and comparisons to peer groups. For more info, visit [www.vigillo.com](http://www.vigillo.com).

Magellan has rolled out new fleet features for its line of Android GPS **navigation device and app,** and Magellan Fleet Manager. It has also enhanced the fleet features on its RoadMate Commercial 5190T-LM fleet navigation device. The new Magellan RoadMate RC9496T-LMB Android GPS truck navigation device optimized for fleet users and the Magellan Fleet Manager desktop tool will be available in the fourth quarter of 2014, Magellan announced. The RoadMate RC9496T-LMB is a seven-inch Android GPS navigation device with an HD multi-touch capacity glass display, and is fleet-ready with a serial port, dash mount and black box cable, the company announced. The supplemental Magellan Fleet Manager allows customers to centrally manage software and map updates and route planning. The Magellan Android Fleet app that comes with the RoadMate RC9496T-LMB can be used for hours-of-service tracking and performs automatic on-board recording capabilities. The RoadMate RC9496T-LMB will be available in the US and Canada for a retail price of US\$399. Meanwhile, Magellan's RoadMate 5190T-LM commercial truck GPS has been updated to offer more fleet-oriented features. They include: driving status reporting of HoS; automatic on-board recording to assist with HoS and IFTA tracking; vehicle profile protocols to assist with routing; text messaging capabilities; estimated time of arrival reporting; multi-destination protocols that allow the fleet to send up to 12 destinations to the driver; and status protocols, which show up-to-the-minute details on the truck's location, time-to-go to next destination and more. This unit retails for US\$329.99 and is available now in the US and Canada. For more information visit [www.magellangps.com](http://www.magellangps.com).

ORBCOMM has announced the launch of its GT 1100 **Chassis Tracking Solution (CTS).** The GT 1100-CTS was designed to facilitate chassis management for any sized fleet. The company says it provides accurate chassis location and can even determine if the container is mounted or not on the chassis as it goes through the supply chain. The GT 1100-CTS can be installed on all

chassis types and connects to the tractor's power source. It also features a solar rechargeable battery to ensure maximum connectivity.

SmartDrive Systems has released its new SmartDrive Assurance product line - a **video-based safety program** that uses road-facing cameras. It can be customized to suit a fleet's needs with additional cameras and configuration options, the company announced. Three packages are available, depending on a fleet's needs: SmartDrive Assurance Pro; SmartDrive Assurance; and SmartDrive Assurance 360. You can find more details at [www.SmartDrive.net](http://www.SmartDrive.net).

Freight billing company DDC FPO is launching a new iCapture service, which **automates most of the freight billing process.** The system will allow transport companies to scan or photograph the Bill of Lading, which will then be converted into a readable format, classified and then sorted. The automation of this process will result in fewer errors and less required labour, according to Chad Crotty, vice-president of sales for DDC FPO. Manual data entry will be reduced by more than 80% using iCapture, the company claims. For info, visit [www.TheDDCGroup.com](http://www.TheDDCGroup.com).



**Components**

Phillips Industries has come out with new **single and dual pole lift-gate sockets** featuring the swivel and disconnect features of its award-winning STA-DRY S7. The new offerings are dubbed the S1 and S2 single and dual pole swivel sockets, and are designed to extend the life of the liftgate charging cable and socket by offering cable strain relief near the base of the plug and eliminating pull-away damage to the socket. For details, visit [www.PhillipsInd.com](http://www.PhillipsInd.com).



Eaton has added a new **DC to AC inverter** to its lineup. The new Eaton Pure Sine Wave can produce 1,000 or 1,800 watts of power to a standard Class 8 DC battery and is perfect to charge phones, computers, microwaves, and televisions, according to the company. The new Eaton inverter has undergone hundreds of hours of testing and is UL-certified and compliant with TMC an SAE practices. As well, the low-voltage disconnect feature ensures batteries don't have excess discharge. All Eaton Pure Sine Wave Inverters have a two-year warranty.

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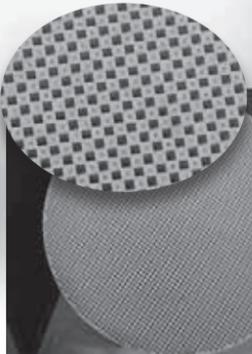

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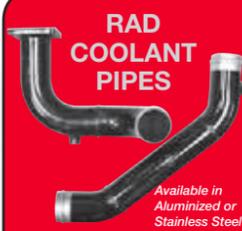


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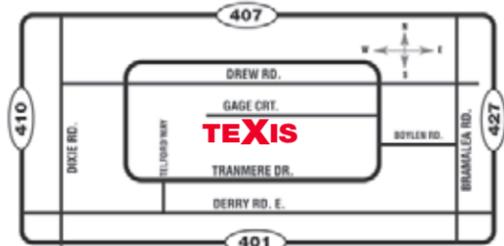


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## 66 NEW PRODUCTS



Carrier's new solar panels power the reefer when exposed to sunlight.

## Carrier using solar power to charge reefer units

ATHENS, GEORGIA

Carrier Transicold has announced the availability of solar panels that can be used to charge its transport refrigeration units (TRUs).

The new solar panels were developed specifically to maintain TRU battery charge and mount onto the roof of the trailer, truck body or refrigerated rail car. When exposed to daylight the panels provide continuous power to the TRU batteries.

"The engineering specifications for many features of the Thin-Film Flexible Solar Panel systems were developed by Carrier Transicold experts who understand the unique power demands of TRUs and associated electrical architecture," said Jason Forman, marketing manager - truck trailer, Carrier Transicold Performance Parts Group. "Refrigerated fleet demands for value-added electrical loads have

increased in recent years, tapping refrigeration system batteries to power additional electronics such as telematics devices, fuel-level sensors, interior trailer lighting and other accessories."

Such power draws which continue while the reefer is turned off can drain the battery and result in a service call.

"Solar panels can offset the draw from accessory electrical devices while the TRU is off, significantly reducing callout charges related to the battery," Forman said.

The Carrier Transicold solar panels provide up to 1.8 amps per hour and are compatible with 12-volt wet cell and absorbent glass mat batteries. The panels weigh less than two pounds and are 1/8" thick. They come with a five-year limited warranty on power output and are waterproof and puncture-resistant.

More information is available at [www.carrier.com/tru-solar](http://www.carrier.com/tru-solar).

## New NACFE Web site aims to help fleets save fuel, reduce emissions

WASHINGTON, D.C.

Wanting to see North American fleets double their efficiency, two organizations have teamed up to produce a Web site designed to help businesses meet that goal.

TruckingEfficiency.org bills itself as "the first comprehensive, free, publicly-accessible, and unbiased knowledge hub for around 70 trucking efficiency technologies, including aerodynamics, tires, and idle reduction."

It promises "truckers and fleet owners the opportunity to save between 30-50% in the fuel costs through the uptake of suites of technologies."

TruckingEfficiency.org also hosts a free, independent, technology guide to help fleet owners make the best choices for their operations.

The Web site is the result of co-operation between the North American Council for Freight Efficiency (NACFE) and the Carbon War Room, a non-profit founded by the Virgin Group's Richard Branson. The Carbon War Room's mandate is to "accelerate the adoption of business solutions that reduce carbon emissions at gigaton scale and advance the low-

carbon economy."

It hopes to accomplish this through "generating business solutions by identifying specific pathways to accelerate the deployment of green solutions in the face of low expectations and weak mandates."

According to NACFE executive director Mike Roeth, the Web site should help level the playing field for smaller fleets looking for efficiency solutions.

"The challenge for the industry so far has been what information and data to believe and how confident a fleet owner should be in the technology's return on investment. To date only the larger fleets have had the resources to commission tests to understand a technology's performance and payback. TruckingEfficiency.org offers a first-of-a-kind, independent guide to help owners and operators make decisions about which technologies they should adopt to improve efficiency, save fuel, and cut carbon emissions from their fleet," he said.

As part of the TruckingEfficiency.org program, workshops are offered, bringing fleets and stakeholders together across industry verticals to share best practices and exchange information about fuel efficiency technologies.

## SAF-Holland expands CBX series

MUSKEGON, MICHIGAN

SAF-Holland has expanded its CBX series air suspension/slider axle system for the North American market with its new SAF CBX46 and CBX50.

Both the CBX46 and the CBX50 offer the 5.75-inch diameter axle technology. The CBX46 has a substantial upgrade to the overall slider strength and rigidity with a thicker 80 KSI steel slider sub-frame material, the company says. The CBX50 shares the same slider material as the CBX46 but is further advanced as it has two additional crossmembers.

"The CBX46 and the CBX50 are key suspension/slider axle system additions in our ever-growing portfolio as we continue to meet the needs of our customers," said Steffen Schewerda, president of the trailer suspension systems business unit. "The expanded CBX Series provides customers with more suspension choices from SAF-HOLLAND with the same performance, efficiency, and reliability that they have come to depend upon." ●

## Goodyear introduces new fuel-efficient tire

AKRON, OHIO

Goodyear Tire and Rubber Company has introduced the most fuel-efficient tire in North America for long-haulers.

The new Fuel Max LHD G505D is available for purchase now, the company announced, and on average saves \$1,444 in fuel per truck per year, compared to the Michelin X Line Energy D.

The company says the tire also saves \$896 of fuel per truck per year compared to the Continental EcoPlus HD3 and \$672 of fuel per truck, per year compared to the Bridgestone M710 Ecopia.

"Fuel is the number-one cost for trucking fleets," said Brian Buckham, general manager, product marketing, Goodyear Commercial Tire Systems. "Goodyear has re-written the book on

fuel efficiency with the Goodyear Fuel Max LHD G505D. This tire is a must-have for fleets that are serious about reducing their cost-per-mile."

The new tire is also SmartWay certified.

"Goodyear's exclusive Fuel Max Technology incorporates innovative fuel-efficient compounds, tire constructions and tread designs to lower the rolling resistance of our tires, which reduces truck fuel consumption," says Buckham.

The Goodyear Fuel Max LHD G505D also has a siped centre rib and lateral grooves to help all-season traction and a steel-belt casing package among other features.

"Our goal is to help fleets lower their cost-per-mile," said Buckham. "Helping them optimize their trucks' fuel efficiency is a big part of this process." ●

## FlowBelow wheel covers get major fleet order from Mesilla Valley

By James Menzies

SAN DIEGO, CALIFORNIA

A fleet-wide order for 1,200 units has given aerodynamic wheel cover manufacturer FlowBelow a boost; and it's not just the volume but also the customer that makes the deal significant.

Mesilla Valley Transportation, known for its highly technical fuel economy testing and adoption of leading fuel-saving products has tested the FlowBelow wheel cover system using the SAE J1321 standard, and achieved fuel savings of 2.23%, FlowBelow announced at the American Trucking Associations' Management Conference & Exhibition. The carrier will be equipping all 1,200 of its tractors with the wheel covers, which feature additional fairings between the wheels and aft of the rear axle to further improve aerodynamics. Bren Marshall, vice-president of sales for Flow Below, said the company expects to sell 18,000-20,000 units next year. Some Canadian carriers are among its existing customers, according to Josh Butler, president of FlowBelow.

What makes the system different from other aerodynamic wheel covers is its push-button removal mechanism, which allows for easy access to the wheels for tire pressure checks and wheel-end servicing. The wheel cover also sits slightly away from the wheel so it won't cause any damage.

"There are other wheel covers out there that touch the wheels and there are

carriers out there that have tractors two to three months old where already the wheel covers are grinding into the aluminum wheels," Marshall said. He added more fleets are looking for aerodynamic products to help with fuel economy and also with driver retention. Providing fuel-efficient vehicles to drivers makes it easier for them to attain their fuel bonuses.

"There are very few places to cut costs, so to come after aerodynamics becomes very important," he explained.

The wheel covers can be attached to the trailer too, but FlowBelow is being marketed as a tractor-only solution, since the tractor-to-trailer ratio found within most fleets mean trailers don't generate the miles necessary to provide a fast pay-back, Butler explained.

Mesilla Valley's endorsement of the technology is a big breakthrough for the company.

"Mesilla Valley Transportation is the poster child whenever it comes to fuel-saving technology," Marshall said. "Everybody knows about them."

The carrier first developed its own wheel covers but was happy to defer to FlowBelow and focus on its core business of moving freight when it verified the quality of the product. FlowBelow claims tractors fitted with its device will save about US\$1,800 in fuel each year, based on US fuel pricing. And because the covers can be removed without tools, drivers are more likely to continue with proper wheel and tire inspections. For more, see [www.FlowBelow.com](http://www.FlowBelow.com). ●

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By Edo Van Belkom

### THE STORY SO FAR

Mark gets a nice gig shuttling the contents of a factory and warehouse from Montreal to Toronto. Among the trucks making the runs with Mark is a green rig with an off-colour door and fender that is driven by a team and making outstanding time between the two cities...

Mark was on his way back to Montreal with a shortbox container filled with scrap aluminum destined for Mexico. The load was a bit heavier than what he was used to hauling, but Mother Load seemed to be handling it all right and there were plenty of these types of loads heading into the port of Montreal. Mark was just happy to have a steady load going each way, which beat the hell out of bobtailing all the way to Montreal.

He'd also settled into a rhythm in which he could comfortably do one-and-a-half trips in a day. It was a great schedule that allowed for a layover in either Montreal or Toronto every second day.

But no matter how well Mark managed his time, he couldn't help but notice that the green International was way ahead of him in number of loads.

A lot of that had to do with the truck being driven by a team, which would automatically give them double the driving time that Mark was able to do each day because one of them slept while the other drove. It was also possible that they weren't picking up any return loads to Montreal, but somehow that didn't seem likely. This team looked like they were trying to stretch every last kilometre out of their truck and they weren't going to waste any of their time driving anywhere without a trailer.

But there were other ways...

When they were being loaded up, one of them could be doing a circle check while the other managed the paperwork. And if they used the same trailer for multiple trips, they would only have to do a circle check once per day, allowing the second driver to take over without having to do a second inspection within 24 hours of the previous one.

It was also possible that they had their truck fuelled when they were picking up and dropping off their loads. That would be tricky, but not impossible. The one drawback against it was cost, since fuel wasn't delivered to your doorstep without an added surcharge.

So it was possible for the drivers of the green truck to stop only for fuel, food and bathroom breaks. And even then it was possible to cut out stops for bathroom breaks by using plastic water bottles for a purpose they were never intended. Mark couldn't say it didn't happen as even a cursory check of a truck stop parking lot or highway on-ramp revealed all manner



## Puttin' on the blitz

of yellow-tinged bottles strewn across the roadside.

Mark hoped that wasn't the case.

He'd much rather think of these guys as hard working young men trying to get ahead, not the kind that cut corners and made the industry look bad in the name of a few extra dollars.

The next time Mark picked up a load in Montreal, he made a point of asking the shipper a question about how many loads the green truck has delivered so far.

"You know, this is a pretty good run once you get into the rhythm of it," he said.

"All our drivers are happy with the schedule and we're actually a few days ahead of where we thought we'd be by now."

"Yeah," said Mark. "Some of your drivers must be raking it in."

"You seem to be doing alright."

"I've done eight trips so far and I've got no complaints," Mark said. He paused and looked out the window across the yard. "But then you got some others...like that green truck out there. They must have done, what...15 or 16 loads so far?"

"More like 21."

"What?" Mark was incredulous. Even with two drivers they would have to stop every once in a while for necessities for both themselves and their truck.

Double Mark's total would have been expected, may-

be a couple more, but here they were picking up their 22nd load...that had to be some kind of record. "I know they're driving as a team and all, but how the hell have they managed 21 loads."

"There's three of them."

Mark said nothing for a while, finding it hard to believe. "Three in that one little sleeper cab?"

"One drives. One sleeps. One navigates."

That would explain it, thought Mark. The only time the truck ever stopped was to pick up or drop off a load, and for fuel.

He looked out across the yard again and saw one of the men from the green truck walking toward the truck with a bunch of plastic grocery bags in his hands. As he neared the truck, two other men jumped out of the truck and helped pack the bags into the cab.

Then, two of the men got into the truck and started up the engine. While the engine warmed, the third member of the team - presumably the driver on this leg - did a circle check of the truck and the box trailer it was connected to.

Mark had seen worse checks in his life, but not many. The guy never opened the engine compartment, barely got down on his knees to look at the suspension and drivetrain, disregarded a headlight that was obviously burnt out, and merely gave each of the tires a kick while wearing a pair of flip-flops.

That was the clincher for Mark.

The thump test was an important one and something that couldn't be checked with a simple kick. Even using a stick wouldn't give you a good indication of how many psi a tire was inflated to because even under-inflated tires will still give a decent thump.

But, while a full-inflated tire should be at 105 psi, a tire that is below 50% of maximum inflation is considered flat, and having a single tire at 35 psi or less will automatically put a truck out-of-service. All this guy's circle check was telling him was that the tires were on and they were round.

No wonder these guys had done so many loads. Not only were they a three-men team, but they were cutting corners at every turn. Sure they were putting a lot of kilometres behind them, but who was going to pay the price when one of their wheels fell off, or they lost their brakes approaching a stopped line of cars. Something needed to be done about these guys, and Mark might just be the guy to do it. ●

- Mark Dalton returns next month in Part 3 of Puttin' on the blitz.

**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](http://fleetsmart.gc.ca).**

Illustration by Glenn McEvoy



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## TCA has a new leader; Women in Trucking's Ellen Voie wins an award; Cummins Westport names new president; and scholarships are awarded.

Trailer Wizards has named a new vice-president for its Ontario region.

Based out of the Mississauga branch, **John Geertsema** will be in charge of contributing to the ongoing growth of marketshare in the Ontario region as well as overseeing staff and increasing service business.

Prior to this job, Geertsema was the managing director of sales for FedEx.

"I am very happy to be with Trailer Wizards in Ontario – particularly at this time. With our new and expanded service bays in the Mississauga shop and our highly skilled service, sales, and customer service team members, I look forward to being able to continue providing our customers with outstanding service," Geertsema said in a release.

TransCore Link Logistics announced the two lucky, bright recipients of its scholarship program.

**Stephanie Weake** from Burlington, Ont. and **Rachel Barry** from Summerside, PEI, were each given \$2500 for demonstrating strong academic achievement in their first year of university.

"The remarkable calibre of applicants made the selection challenging," said Claudia Milicevic, senior director and general manager of TransCore Link Logistics. "These exceptional students differentiated themselves among applicants academically and through their engagement in school and their desire to help others."

Currently, Weake is in the concurrent education program at Brock University and hopes to teach French someday.

Barry is studying human rights and history at St. Thomas University.

TransCore said that it hopes these scholarships will help students to continue their educational pursuits.

Agility Fuel Systems has announced the hiring of **Andy Douglas** as its new senior vice-president of sales, marketing and customer service.

Agility makes alternative fuel storage and delivery systems for heavy-duty trucks. Douglas was previously the head of Paccar's natural gas market initiatives. He has spent more than 30 years in the transportation business, including roles with Kenworth, Paccar Financial and PacLease.

"We are excited to bring Andy's vast heavy truck OE experience and leadership in the natural gas field to Agility Fuel Systems in order to accelerate our sales growth, further develop our brand and continue to provide outstanding service to our customers," said Barry Engle, CEO of Agility.

A trucking publisher is taking over the leadership of a major US industry association.

**Brad Bentley** has been chosen to serve as president of the Truckload Carriers Association (TCA). The role needed to be filled after the previous president, Chris Burruss, resigned in June. After graduating from journalism school, Bentley spent six years in driver recruitment advertising sales and 15 years as a publisher of a trucking publication.

"Brad is a bright, creative, 'roll-up-your-sleeves and earn your stripes kind of guy' who knows trucking's issues, companies, and people," said TCA Chairman Shepard Dunn. "With his outstanding communication skills, there's no doubt he will make a

positive impact on TCA's members, programs, and sponsorships. I feel confident he will be a natural fit with our organization."

Bentley is already familiar with organization. He sits on the TCA's board of directors, is a member of its recruitment and retention human resources committee and has served as co-chair of the TCA's image and communications policy committee.

During the Wisconsin Motor Carriers Association (WMCA) annual convention, founder and CEO of Women in Trucking, **Ellen Voie** was named the 2014 Frank W. Babbitt Award winner.

The award is given to an individual who has demonstrated outstanding service to the trucking industry and association as a whole.

Voie founded Women in Trucking in 2007 and in 2012, she was honoured by the White House as a Transportation Innovators Champion of Change.

"I am truly honoured for the recognition and award from the Wisconsin Motor Carriers Association," she said. "My goal has always been to improve the trucking industry for the men and women who choose a career in transportation, and find it as rewarding as I have."

The new year will bring new leadership to Cummins Westport.

Starting on Jan. 1, 2015, the company will have a new president. **Rob Neitzke**, who is currently general manager of the construction segment of the Cummins off-highway engine business, has been chosen to succeed Gordon Exel in the role.

Neitzke has been with Cummins since 1994 and has held a number of positions with the company. He also served as a management consultant at Deloitte, prior to joining Cummins. He holds masters degrees in both electrical engineering and business.

"In the last five years, Rob's leadership and strategic initiatives have contributed to the success of the Cummins construction segment, increasing its revenue, profit, and market share globally," said Ed Pence, Cummins vice-president, high horsepower engine business, and chairman of CWI. "We expect Rob to bring the same kind of leadership, performance, and growth mindset to CWI in the next phase of its expansion in coming years."

Current president Exel will be returning to a senior leadership position at Westport at the end of 2014.

Train Trailer has given **Rick Kloepfer** more responsibility.

The company's president has added the duties of chief operating officer to his title. Kloepfer works out of the Train Trailer's Mississauga office and oversees its operations as well as those in Calgary and Cornwall, Ont.

Earlier this year, the company gave another senior executive a title change as well when Ming Zhuan was moved from the position of controller to chief financial officer.

So far Kloepfer has been more than happy with Train Trailer's growth in 2014.

"It's been a great year for us thus far. We've added 850 vans and reefers to our fleet, new additions to our sales and customer service in Calgary and we're looking forward to an excellent 4th quarter to finish off the year," he said. ●

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# Katrina and Alison: Two women, one truck

**For some, living and working together could be a recipe for disaster. But for Katrina Mapplebeck and Alison Theriault of Halifax, N.S. it's fun. The couple drive team for Clarke Road Transport, and though they are relatively new to the industry, they seem to have it all figured out. Sonia Straface caught up with the soon-to-be married couple to talk about their lives on the road.**

**I**f there ever was a year for Katrina Mapplebeck and Alison Theriault to remember, it's 2014.

The year has been great to Mapplebeck, 25, and Theriault, 30, who run team at Clarke Road Transport in Halifax, N.S., a job they happily accepted this June. Before that, the couple got engaged in March and are now currently planning their wedding that is happening this coming November.

Though the couple drives together now, Theriault was the first to climb into a truck and did so for four years before Mapplebeck joined her just two short years ago. Theriault said her career now was something she envisioned doing for a long time.

"It was something I had wanted to do and I tried to convince my parents to (let me) do it when I finished high school, but it wasn't in the cards for me," she said. "They're both university graduates and professionals, so I did what they wanted me to do."

After completing university, Theriault looked for a job in the trucking industry and after submitting nearly 300 applications, she finally found a fleet to take her on. Eventually, she began trying to convince her now fiancé to join her in the truck because of the perks they could both enjoy.

"It's a huge relief now as a team driver to have your logbook legal 100% of the time," she said. "From a safety perspective, I prefer (driving team) and it's nice to have someone else to talk to so I'm not constantly pining to go home."

Mapplebeck added that money was on their minds too, before deciding she should get behind the wheel.

"I was in the service industry and I wasn't making nearly the amount Alison was making," said Mapplebeck. "We sat down and talked about how much money we could be making if I learned how to drive and we figured we'd be stupid if I didn't join her in the

truck. And I'm glad I did, it's so much fun and it really is a dream job."

Mapplebeck and Theriault agreed that their favourite part of the job is getting to explore (they have no set routes with Clarke - just irregular dispatching) the parts of Canada and the United States they never got to see before getting into a truck.

"Right now, I'm loving getting to see everything in the US," said Mapplebeck. "I've never been there before. So I'm seeing lots of different things and I've never really been far from home so getting out to Winnipeg and the States has really opened my eyes a lot."

Of course, with the good comes some bad, and it's not a shock that the trucking industry is male-dominated and that both women have experienced sexist, xenophobic and homophobic remarks on the job. Theriault expressed that though it may be a generalization, she finds that the older generation is partly to blame for this.

"Which isn't to say there aren't young people who have that attitude and older people who are welcoming," she said. "It is an interesting mix of people you meet at the truck stops. There is a lot of blatant racism and a lot of blatant sexism and a lot of xenophobia. I hope that these attitudes are a lot less prevalent as the younger generation moves into the industry."

Mapplebeck and Theriault said that though these attitudes exist in the industry it hasn't swayed them from staying, because of the rewards their career gives them on a daily basis.

"You're driving down and there's always kids looking up at the big truck and it's extra special when there's a little girl in the front seat and she looks up with a big smile across her face," said Mapplebeck. "And you think well maybe she'll become a truck driver when she gets old enough and she's turning around in her seat to keep looking at you as much as possible. Seeing her make the connection that she could be a driver too, it's really cool to watch. It could change her whole perspective."

Mapplebeck was conscious of the existence of truck drivers as her father drove professionally for a number of years before she was born. But, Theriault expressed that this career option was never presented to her at school when she was growing up.

"It was never brought up at career day or anything like that," she said. "A truck driver was never brought into



Katrina & Alison

school. It was kind of explained to us as, if you didn't go to university after high school you'd be scraping poop off toilet seats for the rest of your life."

This is just one of the changes both women hope to see in the future.

"I would also love to see more women in the industry and eventually I've love to see it be 50/50," Theriault said on the hopes for the trucking world. "It is a great industry for women and I hope the few gross characters in the pack don't undermine the millions of professionals who are willing to lend a hand."

She also added that the job requires no intrinsically male or female demands - there is no heavy lifting or mechanical knowledge about a driving position. Mapplebeck admitted she was scared at first for entering the career (and suspects other women and young people are too) because she had always driven an automatic car, never a manual.

"I learned how to shift in a truck before I ever knew how to operate a manual car," she said. "It's second nature now. I'm more comfortable driving a stick shift in a truck than I am driving a car."

When asked how the couple deals with being together 24/7, they said it's a common misconception that they sit side by side in the truck when driving.

"When I'm driving, Katrina needs to be trying to get some sleep and vice-versa," said Theriault. "So we convene at mealtimes and then part ways when we go to the truck. We try to manage it that way. It can be challenging at

times, because there's always someone there in your face, if you're having a bad day and you just want to kick something, you can't just let it out."

"I find that we fight more often when we're at home," Mapplebeck added. "When we're on the road, we're on the same page and we know what we're doing but when we're home and the time is tight and I want to do this and she wants to do that, conflict arises."

Coming home from the road these days is a little more exciting for the couple. During my interview on the phone with the two, they were rifling through RSVPs for their upcoming wedding on Nov. 1. The excitement in their voice for the highly-anticipated day was palpable (no bridezillas here!) considering they whipped together a wedding rather quickly. (The couple met at a bar a few years back where things didn't go so well - Theriault says she eventually won Mapplebeck over with her "not-so-hilarious jokes.")

Both women said plans for the future are still uncertain - they both love to drive but have flirted with the idea of opening their own business someday.

"We both are reasonably good at numbers and math so we've talked about buying a couple of trucks," said Theriault. "In an ideal world we'd like to work at this to put some capital aside and eventually run our own authority. I still see myself working with trucks. I love this job and seeing people's faces when I tell them I drive a truck. It's fun to surprise people." ●

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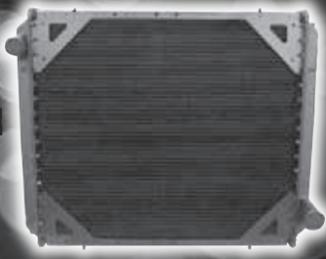
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