

TRUCK WEST

Western Canada's Trucking Newspaper Since 1989 • November 2014 Volume 25, Issue 11

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Sutco Transportation has put this pink Kenworth into service to help boost cancer awareness.



Reach us at our Western Canada news bureau

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Pretty in pink

Sutco Transportation has deployed a pink Kenworth to raise cancer funds and awareness

By Jim Bray

ABBOTSFORD, B.C. – Pink ribbons in support of breast cancer research are a common sight in October, but one southern British Columbia trucking company has upped the ribbon ante substantially, painting a whole truck in the colour as a way to raise awareness for cancer research.

But Doug Sutherland, vice-president and general manager of the family-owned Sutco Transportation Specialists of Salmo, B.C., is quick to point out that, while the truck does look like a rolling advertisement for the fight against breast cancer, its focus is actually broader than that.

"Everybody's affected by cancer," Sutherland told *Truck West* during an interview at Truxpo 2014 in Abbotsford, noting that his Dad, Robert, is currently fighting oral cancer after having beaten prostate cancer two years ago – an illness that also cost Doug's father-in-law his life three years ago. "Everyone's got the same story and everyone's affected the same way," he said.

Hence the brand new 2015 Kenworth T680 Sutco calls Pink Power, the idea for which came after Sutherland saw a similar truck featured in a magazine – except he wanted to do more than just raise awareness for cancers that affect females.

"Everyone looks at (the truck) and they think it's breast cancer-focused but it's not only that – it's all cancers," he said, noting that "we're going to change the slogans on the side of our trailer as the year goes on – we'll put a massive mustache across it during November and we'll change the ribbon in certain months." One thing Sutherland said that won't change, however, is its slogan "Driving Towards a Cure," which they'll keep on the trailer all the time.

As a rolling awareness-raising billboard, Pink Power should stand out from the crowd, including the company's other trucks.

"We have a fleet of green trucks," Sutherland said, "so it sticks out everywhere, especially (with) people who know our company – and it gives an opportunity for our drivers to talk about getting tested, whether it's breast cancer or prostate cancer, no matter what it is – get tested. My father-in-law would still be here today if he would've been tested earlier."

And while raising awareness may be a laudable goal in its own right, Sutco is going beyond that, using Pink Power as a fundraising tool for the Canadian Cancer Society as well.

"Chris (Sutherland), being the president of the company and being a founder, has great relationships," Sutherland said. "He stepped

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Daimler unveils Future Truck

By James Menzies

HANNOVER, Germany – It 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

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Kriska-Mullen marriage could be special

Editorial Comment

James Menzies



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.

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 oil fields 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 available 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. **TW**

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Contradicting perceptions of trucking

The view with Lou

Lou Smyrlis



The American Trucking Associations took the pulse of the American public on a few trucking related issues recently and discovered a couple of things fleet executives north of the border should find interesting.

The ATA's poll, conducted by Public Opinion Strategies and comprising 800 respondents, found a surprising amount of support among the American public for spending more on infrastructure. Participants were asked whether the US should spend more or spend less on several priorities, including K-12 public schools; transportation infrastructure; anti-terrorism and national defense and health care.

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 their nation's roadways were only in fair to poor condition. Almost half of Americans (49%) believe traffic congestion impacts the quality of their life.

So it would seem US truckers' long-term plea to improve the nation's infrastructure is in line with the Ameri-

try's image and safety.

Turns out the American public may have a more favourable image of trucking than many in the industry would have thought. 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."

How can the industry be made safer? Respondents were provided with several options. Eighty six per cent of them chose "placing new technology on trucks to make sure drivers weren't on the road for too many hours at a time."

Carriers still opposed to EOBRs in their trucks should note that the industry's image is inextricably tied to its safety record.

And a public that has become progressively used to the efficiency and accuracy of digital record keeping over the past 20 years, finds it rather odd that some in our industry insist on the old pencil and paper. **TW**

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can public. Well, not exactly.

When survey respondents were told that "it is estimated that in order to repair, update and modernize their 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 fizzled.

Not one of the funding proposals received a better than 36% approval rating.

As ATA president and CEO Bill Graves pointed out, infrastructure is not free, it's not cheap, and it's not going to get repaired or rebuilt by osmosis. Unfortunately, the average American, seems to believe that it can. Even more unfortunate is the reality that the longer necessary infrastructure repairs are ignored, the higher the repair bill goes.

The second lesson delivered by the poll results has to do with the indus-

CLASS 8 TRUCK SALES TRENDS

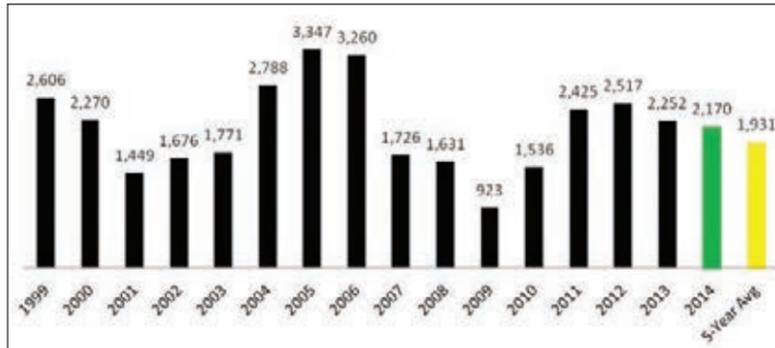
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Monthly Class 8 Sales – Aug 14

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
TOTALS	2170	2252

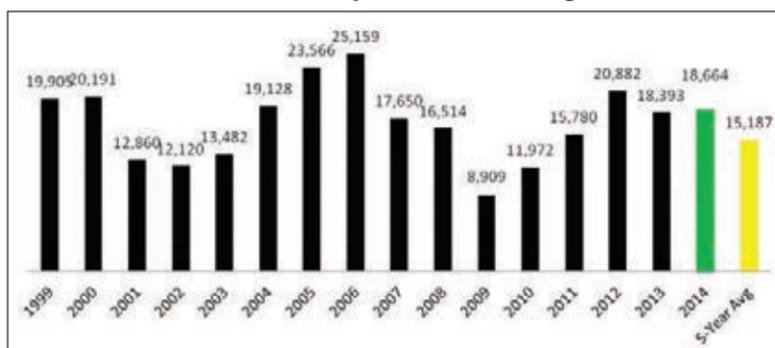
Historical Comparison – Aug 14 Sales



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

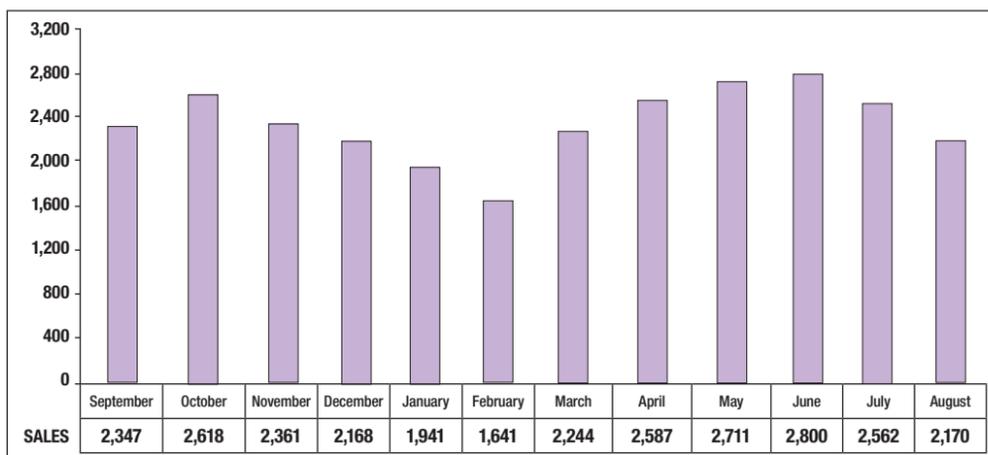
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	382	683	172	211	1,947	694	221	84	4	23	4,421
Kenworth	427	1,233	284	1	543	547	57	0	0	0	3,092
Mack	103	268	120	73	773	174	23	44	5	18	1,601
International	106	390	52	108	1,267	403	107	38	8	28	2,507
Peterbilt	324	986	224	133	456	302	107	11	0	0	2,543
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
TOTALS	1,929	4,513	993	803	6,580	2,793	666	284	20	83	18,664

Historical Comparison – YTD Aug 14



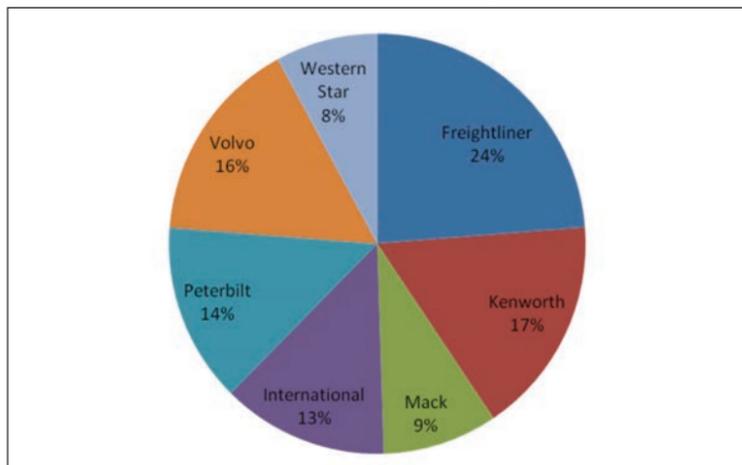
Despite a weaker than hoped for August, optimism for an improvement in Class 8 truck sales this year has not lost steam. Our research shows small carriers are more willing to purchase new trucks than they have been in years and both carriers and truck manufacturers are feeling more optimistic about the 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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Truxpo goes into the books as a success

By Jim Bray

ABBOTSFORD, B.C. – Even the Lower Mainland's famous precipitation couldn't dampen the enthusiasm of exhibitors and attendees of the kickoff to the biennial Truxpo show, held this year on Sept. 19-20 at the Tradex complex in Abbotsford, B.C.

Mother nature eventually gave up trying to rain on the parade, leading to a dry but cloudy Friday evening and a gorgeous, balmy Saturday that saw a big turnout for the popular indoor and outdoor affair that this time also offered a substantially different face from previous versions.

And while it was a bigger show than before, it was a shorter one as well, with the displays and events compressed into two days from the previous three – a scheduling change organizers said was greeted with open arms by the people tasked with standing on their feet for long hours at a time.

"It is a very tiring and resource-intensive time for the organizers and the exhibitors," said Louise Yako, president and CEO of the British Columbia Trucking Association, the presenting sponsor for Truxpo, "and the exhibitors were telling us that they really thought that if we changed the show hours, compacted the show, that it would get better bang for our buck and theirs."

It seems to have worked. According to show manager Mark Cusack of Master

Promotions, which now owns the show, "We had record numbers our opening day, and even at 8:30 p.m. (Friday) both buildings were still full of people."

He said many people also attended Friday night's show-and-shine event just outside the Tradex complex, a bash that featured a display of lights from over 40 trucks.

"They had their horns going and their lights and I know a lot of people went outside to witness that," he said. "It was beautiful."

And that was just Day One. "Typically, Saturday is our biggest day," Cusack noted, his comments borne out by a steady stream of individuals and families who stopped by to rubberneck the latest and greatest in trucks, trailers, and equipment. And this year, there was a lot more on tap than just nifty displays and their associated sales folks trying to market their latest wares to a receptive captive audience.

Truxpo 2014 was augmented by the 2014 version of the Pacific Heavy Equipment Show, which set up in the parking lot across the street from the Tradex complex, while Truxpo's opening day kicked off with a half-day conference in which presenters from a variety of sectors (including forestry, construction, mining, oil and gas, and intermodal shipping) updated attendees on the state of their industries today and tomorrow.

Not all of the presenters concentrated on trucking per se, but Yako noted that

"each of those sectors relies on truck transportation and we wanted to give kind of an overview of the next three to five years – and potentially longer for some of them, like the LNG projects – about potential economic impact as well as the operational and business impact, so the trucking company representatives in the room could begin to think about how they might be able to take advantage of those situations and be prepared for them."

Yako said the half-day conference was well received.

"We had over 100 people in the room, and they appreciated the level of information as well as the breadth of information provided," she said.

After the conference, attendees were treated to another new event, a buffet lunch held in a tent set up behind the Tradex centre. The luncheon provided an opportunity to hear from B.C. Transportation and Infrastructure Minister Todd Stone, who was effusive in his praise for the industry. Stone also spoke of the province's 10-year transportation plan, saying "the movement of goods in this province is something we all need to work really hard to ensure is in the forefront of everyone's minds."

The Minister's remarks were followed by an appearance from popular speaker Mike 'Pinball' Clemons, the legendary Toronto Argonaut hall-of-famer whose praise for the trucking industry was even more enthusiastic than Stone's.

"You are the catalyst for our economy," Clemons said, "and the foundation of our existence as human beings – because you bring us our food, energy, medicine, whatever. You're the best of who we are... and if you didn't do what you do, life as we know it would not exist. You're an industry that's always there."

With lunch completed and a door prize awarded, the action returned to the show floor and, judging from the buzz there, those with skin in the game were happy with the event – and few missed the Thursday VIP event that was dropped this year.

"Every exhibitor I've talked to has said that they've had great traffic and they're really happy with the quality of the traffic," Yako said, noting that last time there had been "some complaints about it not being very busy. One of the days was pretty quiet, and the numbers were low overall, so we tried to figure out ways to improve the numbers."

And that's what led to the mini-conference and luncheon – as well as the organizers trying some new promotion strategies this year.

According to Cusack, advertising for the event also targeted some of B.C.'s ethnic community.

"We spent a lot of energy and marketing dollars in making sure that we reached the Indo-Canadian market," he said, "because in this area, especially, it's a huge market. And the dealers and the OEMs want to see them (turn out). So we really expended maximum energy and to bring them here. And I think it's worked."

Continued on page 7



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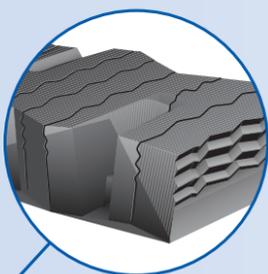


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Truxpo's a wrap

Continued from page 5

Promotional outreach also extended beyond the continental divide, with the show receiving endorsements from the trucking associations in Alberta, Saskatchewan and Manitoba.

"Because there is only one truck trailer and equipment trade show in the western provinces, we wanted the trucking company owners and managers and drivers from (the other western provinces) to feel like this was a show that they could attend as well," Yako said, "and so we were fortunate enough to receive endorsements from those associations so they would promote the show to their members."

It was another area in which Master Productions and the BCTA cooperated for the greater good.

"The BCTA said it wouldn't hurt if we had the other Western trucking associations endorse the event," Cusack said, "so they...spoke to them all and we're happy to have them here. And it's worked out really well." Cusack said the outreach went so far as to offer discount flights on Westjet from Calgary and Winnipeg to the Abbotsford Airport and, while they didn't expect a huge turnout from Points East, he said "I think we'll be surprised (when we look at our geographical breakdown of attendees) because it definitely brought in some people for sure."

There was also a bigger turnout of exhibitors than for the 2012 incarnation. "We sold out every square inch of (the Tradex) building," Cusack said. "We didn't even have room for even one more 10x10 display."

This was the second Truxpo in which the BCTA worked with Master Promotions, who bought the show from the association in 2011, and Yako said it's basically been a marriage made in heaven.

"We are not in the trade show management business," she noted, "and that meant we were spending a lot of time and a lot of staff resources managing the show in a way that we didn't think allowed us to maximize the experience for either the exhibitors or the people coming to the show."

Yako said it made sense for the BCTA to find a partner to purchase the show from them, with the association continuing to be its public face and supporting it as best as they could. Master Promotions also considers the relationship to be a win for both parties.

"We own the show but they're the presenting sponsor and they helped us tremendously," Cusack said. "As a show company that produces construction shows and forestry shows, trucking is relatively new for us, especially on the west coast. It's hard for us to find out who the carriers are, whereas that's the BCTA's business."

Having a second show next door also helped bolster attendance.

"The Pacific Heavy Equipment Show, which normally runs every three years, just happened to land in 2014 on these dates," Cusack said. "So we put it in the parking lot across from Tradex and that gave us, if nothing else, another 4,000 to 5,000 attendees. And there is quite a bit of crossover on the exhibitor base and the visitors. Let's face it, everyone of them has a truck. It was a good add-on." **TW**



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PACIFIC COAST HEAVY TRUCK GROUP

Surrey, BC
Delta, BC
Kamloops, BC

UNIVERSAL TRUCK AND TRAILER

Dieppe, NB

EVEREST

Pink Power will be put into regular service

Continued from page 1

up, reached out to 10 corporate sponsors and nine of them were in immediately, agreeing to contribute a penny for every single kilometre that we put on that truck.”

He estimates the truck will raise about \$70,000 for cancer over the next three years.

“For a little company, we’re just over 70 trucks now, 140 employees, to be able to raise \$70,000 for cancer over three years is awesome,” he said. “As a company and as a family, our team, everyone is excited about it, everyone who has seen (the truck) through our Facebook or whatever has said it’s just awesome. You work hard to move people and try to do things with the company, and when you get it right you know you got it right because that feedback comes back. It’s quite amazing.”

Sutherland said the initiative is part of Sutco’s commitment to social responsibility, a pledge that also included embracing LNG as a way to help reduce greenhouse gases.

“As a company, we have seven commitments – like anyone has a mission statement or aims – and one of those is our social responsibility, what are we doing to make a difference?” He noted that Sutco has done the Relay for Life and Movember each year but, “those are events that last a few weeks and cancer is not just an event ° it doesn’t

just go away, it’s all year round. And this truck doesn’t stop; it runs all year round and is going to generate money for three years.”

That said, Sutherland doesn’t think the truck will return to the company’s

‘This truck doesn’t stop; it runs all year round.’

Doug Sutherland, Sutco

more common green livery at the end of the scheduled three years.

“I believe it’s something that will never leave our fleet now,” he said. “We’ll continue to have a pink truck, we’ll continue to generate money.” They’ll also give the current sponsors a chance to re-up at the end of the three years. “This is the just first round,” he said.

Pink Power hadn’t gone into service yet when it was premiered at Truxpo, but Sutherland said it was going to be hitting the road soon after.

“It’s been in one event, the pride

parade in Nelson,” he said, “but we didn’t have our sponsor decals yet, so (Truxpo) is our real debut and it goes to work next week, hauling residual wood and generating revenue for cancer research.”

And it’ll be hauling its stuff proclaiming proudly the sponsorship Sutco has received from Atco Wood Products, Inland Kenworth/Parker Pacific, Interfor, Kal Tire, Kenworth, Magnum, Tolko, Tycrop, and Zellstoff Celgar.

Pink Power will travel the Kootenays, Okanagan and Lower Mainland areas of B.C., as well as crossing the 49th parallel into the United States, serving northern Montana, Idaho and Washington states.

“We really want to span as far as we can,” Sutherland said. “It’s awareness and we’re no different than anyone else. All our families are affected from cancer and the more we can do, the less people that have to go through that, the better. Especially since it can be beaten if you get it early.”

He told of watching what his wife went through losing her Dad, noting “it didn’t have to happen. There are certain things in life, there are certain diseases that can’t be beaten once you have them, but cancer’s not one of them if you get it at the right time.” **TW**

Canadian SmartWay winners named

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

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.”

The Canadian fleets that were recognized include the following: 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. **TW**

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Prairie International shifts highway business to Arnold Bros.

WINNIPEG, Man. – Prairie International Container & Dray Services has announced it is transitioning its on-highway trucking business to Arnold Bros., and will focus on its local container business.

Arnold Bros. will handle the company's transportation of chilled product from Winnipeg to Western Canada, the companies announced.

"We made a strategic decision to re-focus on our core strength in the movement of containers in Winnipeg, Manitoba and surrounding areas," said Jeffrey Odway, general manager of Prairie International Container & Dray Services. "We are delighted with our arrangement, believing our loyal customers have been left in extremely good hands, given Arnold Bros. Transport's excellent reputation, steep tradition and customer service that exceeds expectations."

"We have revamped our service at Prairie, invested in new equipment and most importantly strengthened our organizational team at every level to meet the growing demands of the market in Manitoba, in striving for excellence in all we do," Odway added. "Our core strengths of providing transparent, honest, concise and a straight forward approach to business align very well with what we believe Arnold Bros. Transport Ltd. brings to the table in transitioning our business to them."

Fred Arnold, president and CEO of

Arnold Bros., added, "Prairie International customers will now benefit from the easy access to the full service offerings and logistic services that Arnold Bros. Transport provides on the highway side of the business. While transitioning the business over to Arnold Bros. Transport, current Prairie International owner/operators have an opportunity to join the Arnold Bros. Transport family. Which we feel is a great opportunity and most importantly keeps these owner/operators actively working without interruption to their daily lives."

Odway added the agreement will ensure owner/operators with the company have an opportunity to remain employed with Arnold Bros., minimizing any disruption to their careers. **TW**

Kriska wins Volvo safety award

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."

"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."

"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."

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

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BORN READY.

Are border checks going too far?

For 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



Over the Road

Al Goodhall

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.

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. **TW**

Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingcrosscanada.blogspot.com>.



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Getting familiar with turnpike doubles

Well, 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



**You say tomato
I say tomahto**

Mark Lee

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 ratch-

et 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.

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 automatically 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. **TW**

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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Future Truck can drive itself at speeds of up to 80 km/h

Continued from page 1

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. 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, dis-



Daimler's Future Truck 2025 not only can drive itself, but also showcases future technologies such as camera-based mirrors and headlights concealed under the skin of the truck.

mount 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 additional 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 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." **TW**

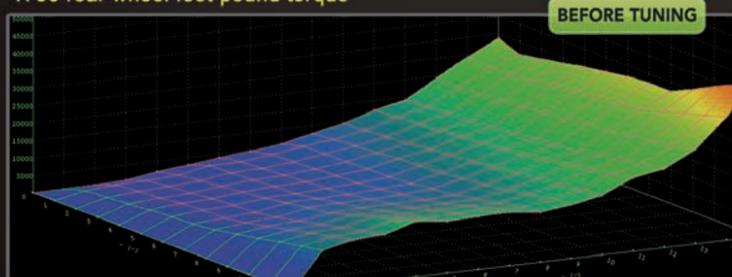
For more coverage of autonomously-driven trucks, check out the story about Peterbilt's autonomous assist system on pg. 28 and the September-October issue of *Motortruck Fleet Executive*.

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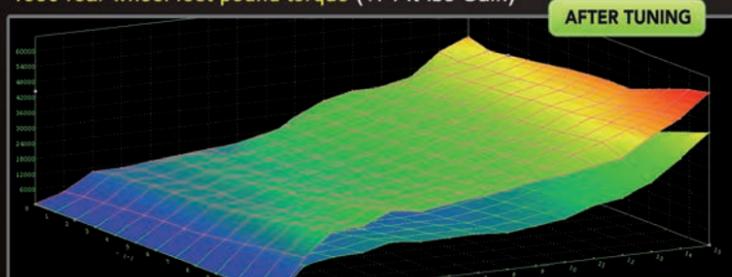
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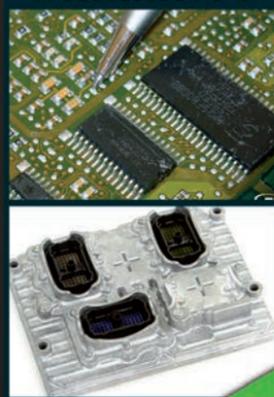
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Finance costs: The must-knows

Most 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.

If you borrow money to run your business, here are four things you

Tax Talk

Scott Taylor



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.

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.

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.

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 expensing it over time. Your income will be a little higher, but that's okay if it means keeping the bank manager happy.

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. **TW**

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

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Magic words about GPS and distance records

When did GPS become the magic elixir for everything in trucking? Don't get me wrong. GPS works beautifully for recording a vehicle's whereabouts,

and the combination of GPS and really good routing software can be a Godsend for anyone who manages a fleet of trucks.

But if you're responsible for filing IFTA, IRP, and other distance-based tax returns, there are three things you need to keep in mind about GPS:

GPS does one thing

A GPS receiver does one thing and one thing only: based on signals from satellites, it records latitude, longitude, date, and time. That's it.

Want to know how fast you're going? What road you're on? Software makes those calculations. Did you make your exit or did you blow by it because your navigation system said you had 50 metres to go? Again, software.

The thing is, there is no standard algorithm for turning GPS data into points on a map. Every routing and fleet management program has its own proprietary way of using GPS data to determine your truck's location and the distance it travels. Some programs are more accurate than others. That's why state and provincial auditors won't accept distance summaries generated by routing or fleet management software. They want to see the raw GPS data.

GPS isn't enough

There are great fleet management software developers out there. (Full disclosure: my company uses Verizon Networkfleet). They're wizards at helping dispatchers, fleet managers, maintenance managers, safety managers, accountants, and drivers use data from their trucks to do their jobs better.

But they've never filed a tax return or sat down with an auditor. They don't know IFTA or IRP policies or the requirements of your base jurisdiction. Relying on a software vendor to handle your IFTA or IRP reporting is like using Turbo Tax to do your income tax returns.

It's inexpensive, sure, but a product designed for the masses is no match for an accountant who understands the trucking business. That accountant may cost more up front but he'll pay for himself in the long run through tax planning and compliance.

It's your name on the tax return

I'd love to say that software developers are doing you a disservice by implying that their products will do everything you need to comply with IFTA and IRP, but the salesperson is only telling you what you want to hear. Carriers want push-button distance reporting from fleet management systems. So do ser-



Permits & Licensing

Sandy Johnson

vice bureaus and consultants who think that GPS-based distance summaries are sufficient when they process your IFTA and IRP return. Unfortunately, there is no such feature that will pass muster with an auditor.

When missing GPS points create gaps in your distance records, it's up to you to

provide the records necessary to recreate missing portions of trips. When an auditor asks to see your original GPS data (going back four years for IFTA and five and a half years for IRP), it's up to you to know where this data is kept and how to access it.

If you think your GPS or software vendor is responsible for your IFTA or IRP compliance, ask if they'll be there to help the auditor sort out your records. They produce great tools, but they can't do all the work for you – or make your tax obligations disappear.

What you should know

1. Computerized distance summaries are not accepted as the sole source document.

2. You must be able to produce original GPS data for an audit. This data consists of latitude, longitude, date, time, and possibly an engine odom-

eter reading.

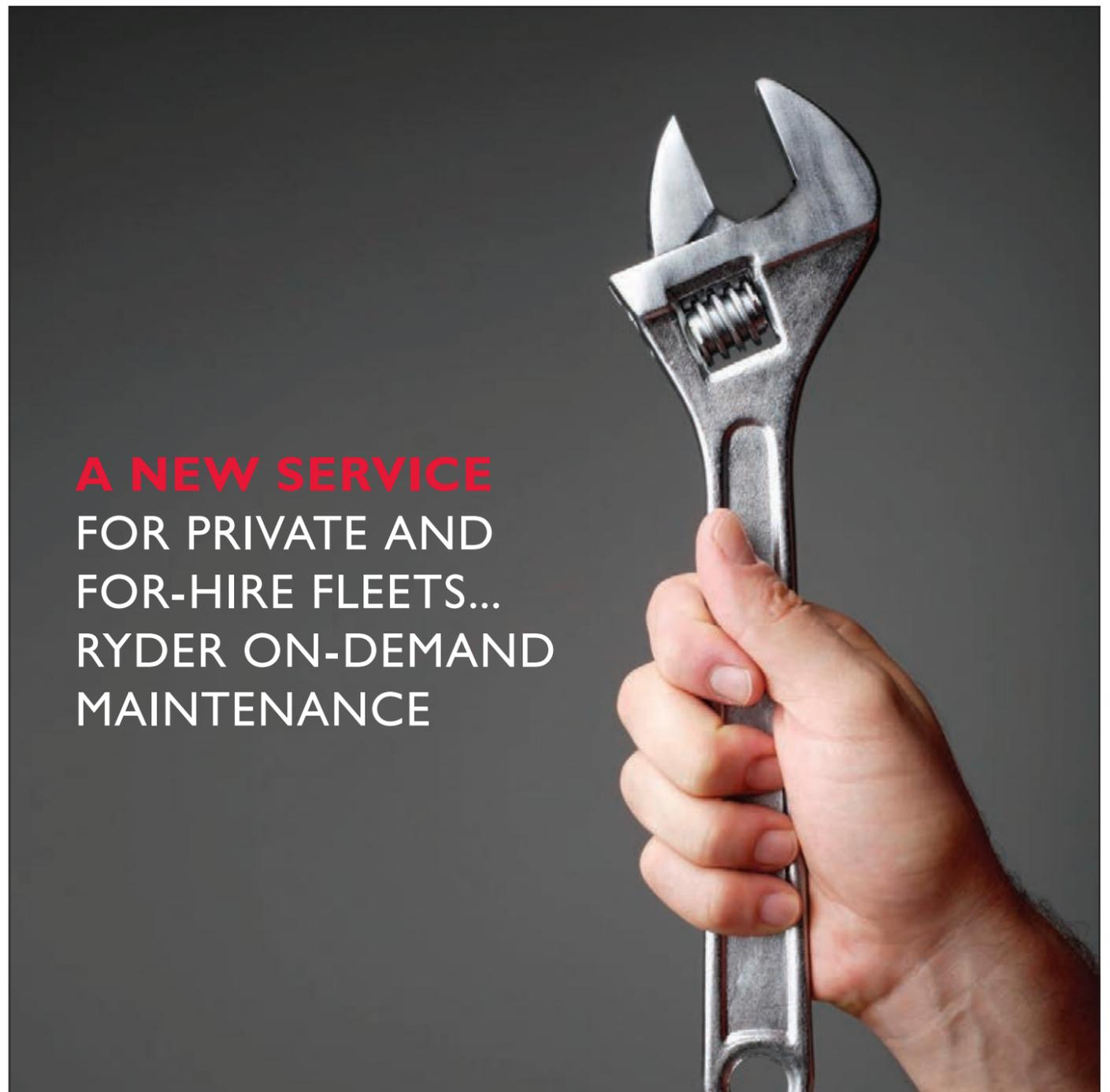
3. Original GPS data must be kept for four years for IFTA and up to five and a half years if you are also using this data for your IRP licensing renewal.

4. GPS is accurate and reliable, but not perfect. You need to have a method in place to check for gaps or problems with data.

5. Verify your base jurisdiction's requirements for using GPS and similar location technologies in distance reporting.

6. IFTA and IRP do not specifically endorse any GPS-based systems. **TW**

Sandy Johnson is the founder and managing director at North Star Fleet Solutions in Calgary. The company provides vehicle tax and license compliance services and also GPS-based fleet management solutions from Verizon NetworkFleet. She can be reached at 877-860-8025 or northstarfleet.com.



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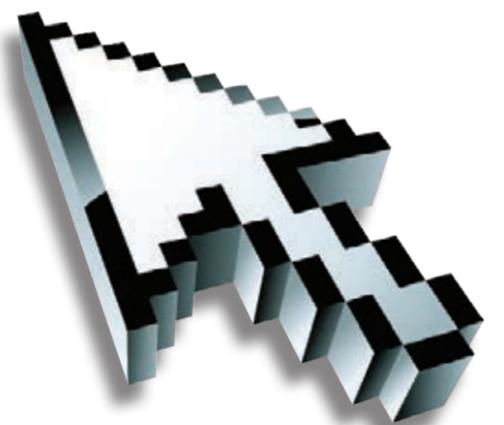
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Ford's shift to aluminum doesn't compromise toughness

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 distinctive. 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 ver-



The new Ford F-150 is now largely aluminum but still lives up to the moniker 'Ford tough.'

sion, thanks 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."

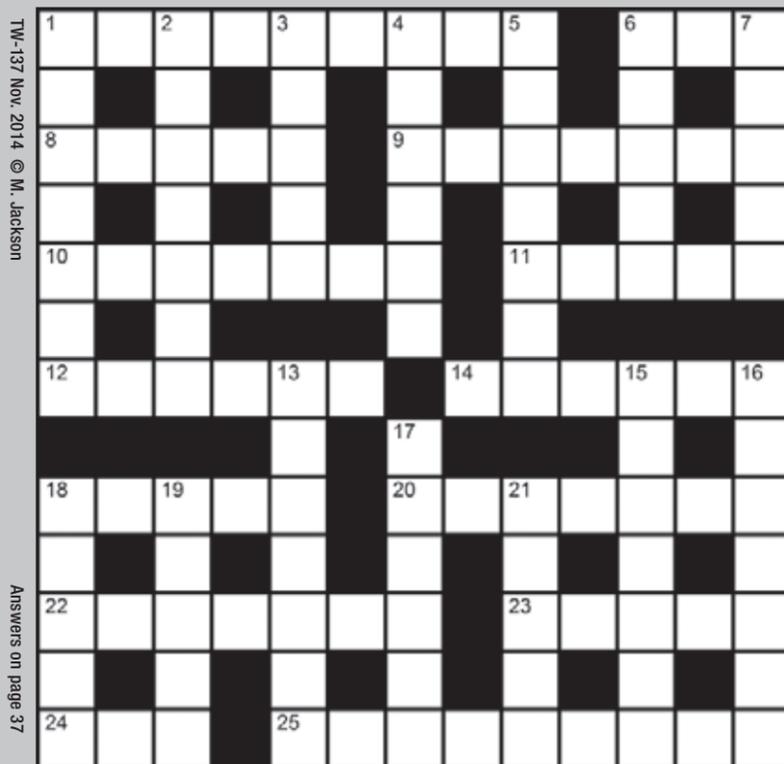
Of course naysayers will continue to question the aluminum body's ability to withstand the abuse a commercial pickup, especially, will endure. Ford has done 10 million miles of testing on this truck – two million miles more than its previous F-150. The new 2.7L EcoBoost engine (and unbeknownst to competitors 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 company 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. **TW**

THIS MONTH'S CROSSWORD PUZZLE



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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Answers on page 37

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Mentors play a key role in retention

Few 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 training 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 protege 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.

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.

Personal dynamics need to be considered, too. Fleets which take the time to screen mentors and proteges 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 protege can watch to see if a new employee is slipping into bad habits, such as following too close or failing to manage time.

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



Ask the Expert

Kevin Brandon

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 de-

fine 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 aging 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.

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. **TW**

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.



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A bright and sunny outlook for the US economy and trucking

By Lou Smyrlis

SAN DIEGO, Calif. – The California sun wasn't the only thing shining on the American Trucking Associations' annual Management Conference & Exhibition 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.

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.

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. **TW**

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

By James Menzies

SAN DIEGO, Calif. – “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 at the American Trucking Associations' Management Conference & Exhibition.

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 nosedive,” 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.” **TW**



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Peterbilt demonstrates autonomous-assist

By Dale Amy

DETROIT, Mich. – 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-assist"

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 themselves through unfamiliar distribution centres, 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



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

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 reaccelerate, 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 con-

stant 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.

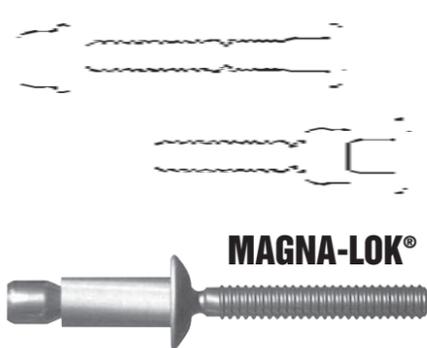
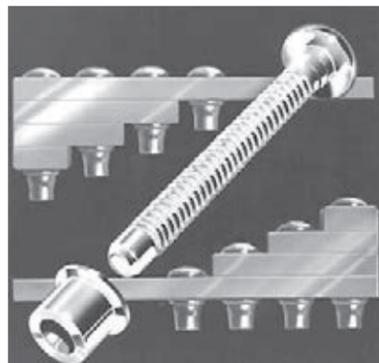
While the technology exists to enable the GPS concept, we get the impression there's still much work to be done to cost-effectively integrate that technology.

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. **TW**



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Nothing but smooth trucking for Cold Star Freight

By James Menzies

VANCOUVER ISLAND, B.C. – Cold 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 trucks are performing.



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

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 seam-

less 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. **TW**



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Peterbilt drives big savings with Model 579 EPIQ

By James Menzies

DENTON, Texas – In 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 and rubber skirts, nets another 3% improvement. EPIQ also comes with the Bendix SmartTire tire pressure monitoring system, which typically im-



Full-length chassis fairings still allow access to the battery box.

proves 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 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 em-



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ploy 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 linehaul 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 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% improve-



The Peterbilt Model 579 EPIQ is a truck that fleet owners and drivers will appreciate equally because of its smooth performance and fuel efficiency.

ment 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 consump-

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.

The Model 579's sleeper is hom-

ey 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 jump-

ing 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. **TW**

The Peterbilt 579 is a great looking truck. Its stainless steel grille is durable and stylish.



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Mack adds hardware-free fleet management tools

GREENSBORO, N.C. – 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 West*.

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 West* 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. **TW**

Daimler to develop medium-duty engine, integrated safety systems

By James Menzies

SAN DIEGO, Calif. – 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 Association's 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. **TW**



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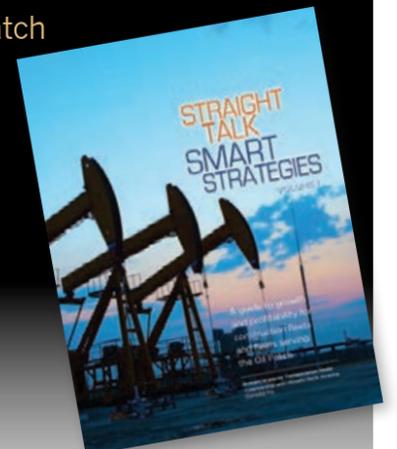
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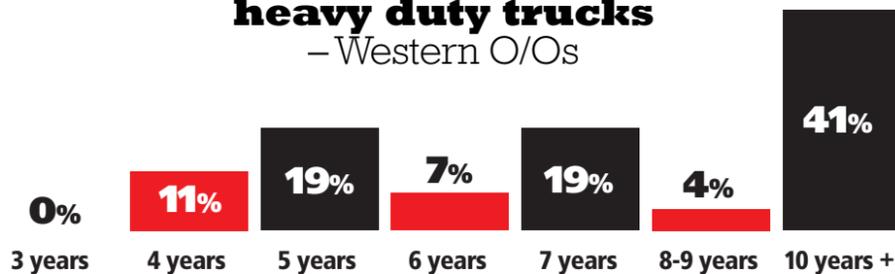
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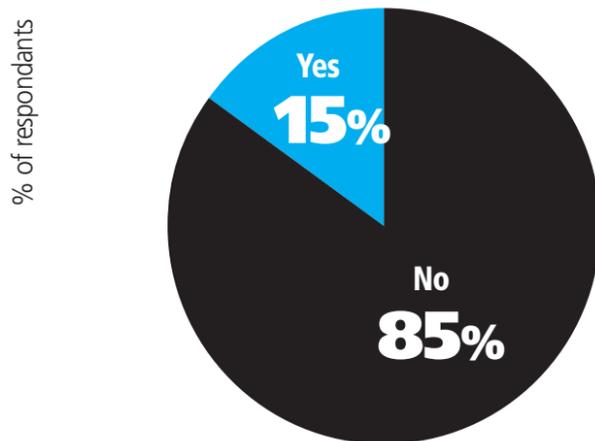
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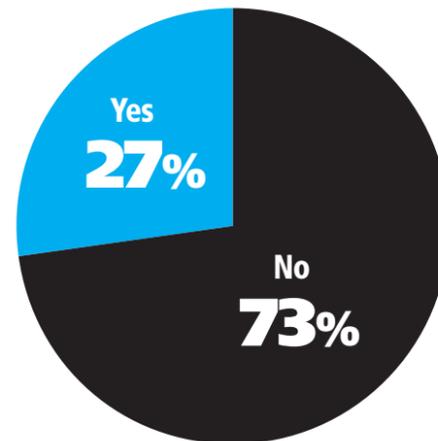
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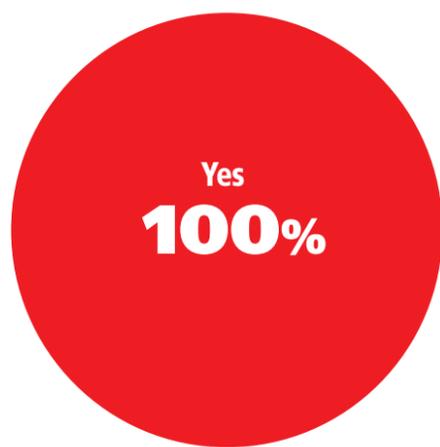
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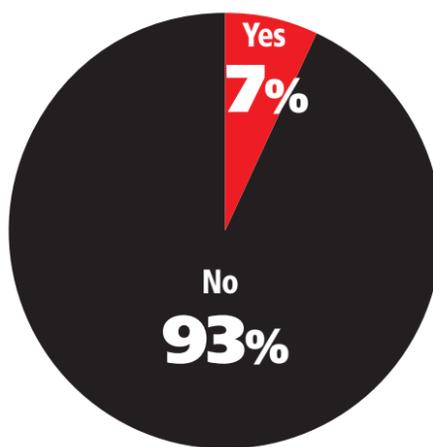
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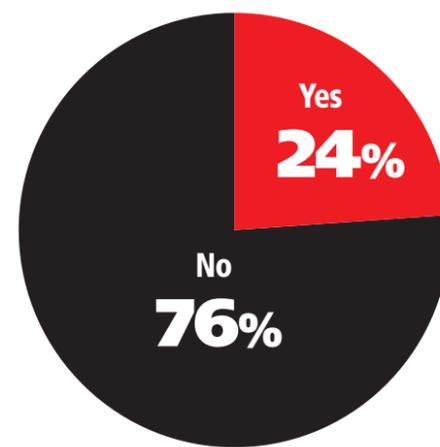
Have purchased used truck before



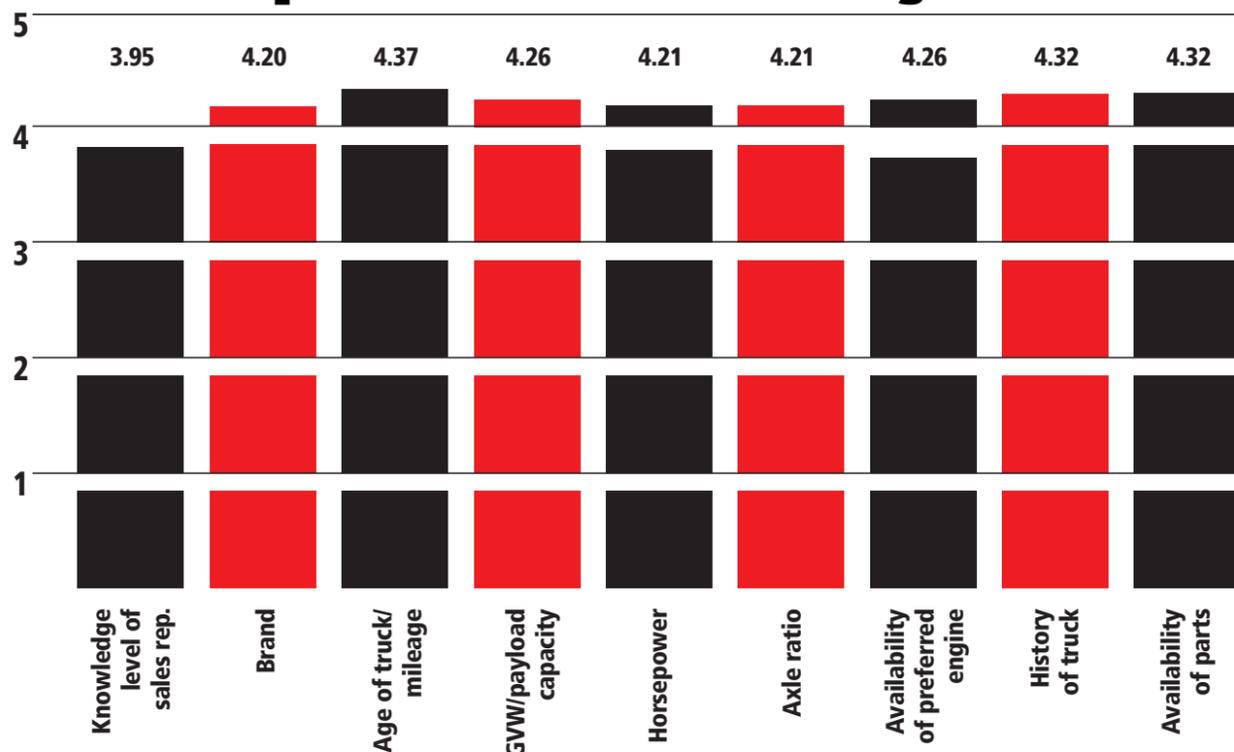
Plan to purchase used trucks by end of 2014



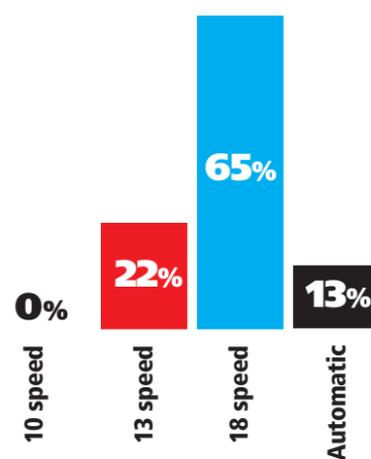
Plan to purchase used trucks next year



Most important factors in selecting a used truck



Transmission most likely to prefer when purchasing used truck



Although they're not as optimistic about their future prospects as are fleets, Western Canada's owner/operators are looking to replace their tired iron. Our annual Equipment Buying Trends Survey found that 15% of Western Canada's owner/operators plan to replace their truck(s) the rest of this year and 27% have plans to do so next year. Almost a third (30%) are on 4-5 year truck replacement cycles but the rest are on 6 year or longer replacement cycles. Buying used is part of their purchasing strategy with almost a quarter going that route next year. **TW**

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 Hair Colour: **Light Brown**

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EQUIPMENT

TRUCK WEST NOVEMBER 2014

35

Espar develops fuel cell APU

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 belts, pulleys, etc.

"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. **TW**

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2) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:
 14,969 kg. & over (33,001 lbs. & over) YES NO 8,846-11,793 kg. (19,501-26,000 lbs.) YES NO Under 4,536 kg. (10,000 lbs.) YES NO
 11,794-14,968 kg. (26,001-33,000 lbs.) YES NO 4,536-8,845 kg. (10,000-19,500 lbs.) YES NO

3) This location operates, controls or administers:
 Diesel powered vehicles YES NO Refrigerated vehicles YES NO Pickups or Utility Vans YES NO Propane powered vehicles YES NO

4) Do you operate maintenance facilities at this location? YES NO IF YES, do you employ mechanics?..... YES NO

5) Indicate your PRIMARY type of business by checking ONLY ONE of the following:
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 c) Food Production / Distribution / Beverages g) Construction / Mining / Sand & Gravel jii) Wholesale
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6) Are you involved in the purchase of equipment or replacement parts? YES NO

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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 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



Puttin' on the blitz

PART 2

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, maybe 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 be-

lieve. "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 underinflated 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. **TW**

- Mark Dalton returns next month in Part 3 of Puttin' on the blitz.

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

Illustration by Glenn McEvoy



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JIM'S BRAYINGS



Welcome to Jim's Brayings, a quick look at some interesting community news items from across the west that we think will interest you. If you have some news you think will be a good match for this column, pop me off an e-mail at jim@transportationmedia.ca. We can't run everything, of course, but we'll try to get in as much as space permits...

Well, another Truxpo has come and gone and judging by the number of folks who stopped by the Truck West booth at the bash, it was a successful show that was received well by both attendees and displayers alike. In fact, the organizers said they had record turnout of more than 10,000 souls, so the "marriage of convenience" between the BCTA and Master Promotions appears to have borne good fruit. Congratulations to both organizations for pulling off an improved and even more relevant show than before.

It was great rubbing shoulders with old friends and acquaintances, as well as to get your feedback about what you like and (though not as much fun to hear) don't like about our magazine.

Fortunately, the vast majority of you seem quite pleased with what we do – so I guess I can go back to being complacent! For those of you who did complain, I'm sorry but I can't do a thing about my face and how it looks on the cover (short of a good Photoshop job).

The new wrinkles, such as the Friday morning conference and lunch, offered good food for thought – and food – and though I'd heard Mike 'Pinball' Clemmons before (ha, ha, my Stamps beat his Argos twice this year!), his mostly off-the-cuff talk was compelling enough – and had enough new stuff in it – to keep the attention of those in the assembled crowd who'd heard him speak before.

He basically talked about finding your "sweet spot" in life.

"I believe champions run toward the challenge," he said, proffering the advice "don't feel sorry, don't complain, and don't quit" as a way to success in life and work. Sound words, indeed.

Well done, all you folks involved in planning and pulling off the show. See you again in a couple of years!

Manitoba Industry raises bucks for United Way

It probably isn't a "pull-it surprise," but the MTA reports that members of the province's trucking industry contributed a "grand" total of \$6,000 during the organization's fifth annual Truck Pull for United Way on Sept. 5 on the Polo Park Shopping Centre parking lot.

"What better way to kick off National Trucking Week than by demonstrating Manitoba's trucking industry's commitment to giving back to the communities in which we operate," said Laura La Palme, marketing and business development guru for the MTA. The 2014 winning team came from Bison Transport (the Blazing Bisons) with a time of 15.13 seconds. In second "place" were newcomers TransX Group of Companies (Pulling for People) (15.27 seconds), while (with a time of 15.59 seconds) Cummins Western Canada (Team Torque) showed up third.

The Manitoba Trucking Association thanks all of the teams, 12 in all, who registered for this important annual event as well as its sponsors: Maxim Truck & Trailer (truck and driver), Bison Transport (trailer), Guardian Traffic Rentals (barricades) and Polo Park Shopping Centre (venue). Looks like the MTA and its members "pulled" it off again!

Driver appreciation BBQ honours Sask truckers

The Saskatchewan Trucking Association's driver appreciation barbecue saw more than 500 drivers rolling through the Regina North Weigh Scale on Hwy. 11 (just a bit northwest of the city) on Sept. 18. The guests were each presented with a thank you packet containing items donated by SGI and

"other appreciative carrier companies and associated industry leaders," according to the STA's release. Those who could afford to take the time to actually hang around for a bite were treated to a burger or hot dog.

Enforcement officers answered questions and provided information to truck drivers in what was definitely a more informal environment than that to which they are accustomed. There was even a politician on hand: Nancy Heppner, Minister of Highways and Infrastructure, showed up to pay tribute to the over 400,000 Canadian men and women in the trucking industry.

And you thought there's no such thing as a free lunch!

Courses, foiled again

Last month I showcased some upcoming courses offered by the BCTA and MTA, so this month it's Saskatchewan's turn, with the STA announcing these courses that are coming up in November: Nov 6: Train-the-Trainer (Cargo Securement); Nov 27: PDIC (Professional Driver Improvement Course); and Nov 28: LCV (Long Combination Vehicles).

Contact the Saskatchewan Trucking Association for more information.

The Alberta Motor Transport Association also has a bunch of programs on offer, and there isn't enough space here to outline them all, so if you want more information, head over to www.amta.ca.

Nominate an AMTA Safety Person of the Year

Do you know a safety professional who is among Alberta's best? Someone who sets the standard for excellence in the field, who embraces safety and inspires other company personnel to

do the same? If so, you hang with some pretty good people – so why not recognize him, her, or it by nominating him, her, or it for the AMTA Safety Person of the Year award. Deadline for nominations is Feb. 28, 2015 and you can find a nomination form on the AMTA's Web site (www.amta.ca).

Fielding a team of dreams

I got an e-mail from Calgary-based driver Sukhvir Grewal, who told me about a group of friends and associates who put together a very successful outdoor field hockey team. Field Hockey Calgary was started in 1961 and this year, his team "United Brothers Field Hockey Club Calgary" won the championship. Grewal said that most of the players are truckers and, during the league's season, some of them put in their 12-14 hour shifts before heading to their matches. That's dedication – let alone stamina! Congratulations to the 2104 team, which consists of: Jagjeet Dhaliwal (CN), Bikramjeet Maan (National FastFrat), Sukhdeep Hans (GRC), Kirpal Sidhu (CDI), Daljeet Dhaliwal (OCTS), Gurlal Manuke (Reox Transport), Raghbir Dhaliwal (DBT), Manmohan Gill (Relox), Sukhvir Grewal (Canada Cartage, and their media coordinator), Sukhdeep Gill (Peak Logistics – and MVP!), Daljinder Hothi (Northern Cartage), Karmjit Dhudhike (GRC) and Kamaljeet Dhudhike (Relox).

Team members who aren't fortunate enough to work in the trucking industry are: Dilpal Sing, Kanwar Pannu, Harvinder Khehra, Swarn Singh, Amandeep Goldy, Gurdeep Hans, Mandeep Jhelly and Manvir Gill. Congratulations, guys, and good luck defending your title!

Filling Warnock's footwear

Richard Warnock has spent the past several months as interim president and CEO of the AMTA, but he and the organization are looking to find someone who'll kick him out of his spacious and comfortable office – so they're advertising for applications from people who'd think they'd like to take over the "Centre Seat." Richard's a large guy, so if you want to fill his shoes you'd better have pretty big feet (and, if you're serious about the job, you'll undoubtedly need broad shoulders and a thick skin, too).

If you think that describes you, fire off your application to the AMTA "with a cover letter describing your interest and expected salary." You can e-mail your sales pitch, er, resume, to Richard Warnock at richardw1@amta.ca. **TW**

That's it for this month. And that means it's time for my plaintive monthly plea for stuff to use in upcoming rants such as this. If you know someone – or some company or some newsy item – you think your peers in the industry would like to know about, fire me off an e-mail to jim@transportationmedia.ca.

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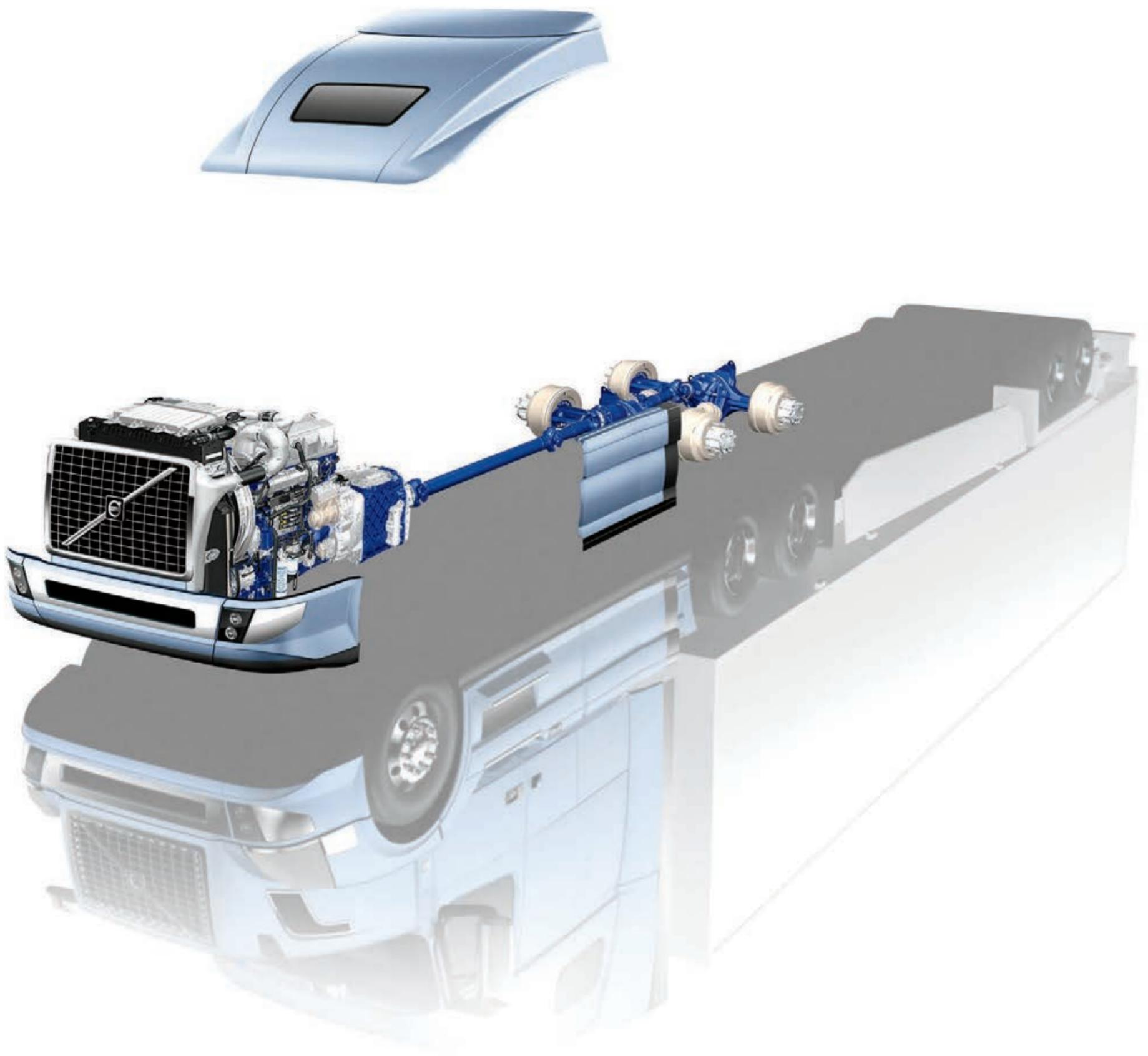
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