

# TRUCK WEST

May 2011 Volume 22, Issue 5

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

## Spring floods

*MTA frustrated with Hwy. 75 closures*

**WINNIPEG, Man.** – The Manitoba Trucking Association has renewed its call for a permanent solution to Highway 75 flood closures, after the main corridor was shut down March 19. The detour to the US border, as designated by the Manitoba government, adds approximately 100 kilometres to any southern route, the group said.

The MTA says that it was only a matter of time until Highway 75 was closed given the state of water levels in the province. In 2009, the highway closed for 35 days and added \$1.5 million a week to the cost of trucking goods between Canada and US.

MTA executive director Bob Dolyniuk says he expects the costs of the closure to be equal to, if not higher than that this year.

"With over 1,100 trucks per day travelling both ways on Highway 75, it's imperative now more than ever that we have a permanent solution to the yearly flooding question," he said. "Commerce in Manitoba depends on it, as do our members. The detour facing drivers each year adds fuel costs, labour costs and other unnecessary burdens." □

## Sniffing out the 18-Wheel Drug Mules



**SNIFFING OUT DRUG MULES:** Stopping the trafficking of drugs via commercial vehicle is a multi-pronged effort, including CBSA and its drug-sniffing dogs (pictured), provincial enforcement agencies such as the MTO and occasionally even an attentive witness, as was the case when Avtar Singh Sandhu was caught with 205 kilos of cocaine nestled among a load of baby carrots.

*Photo by Canada Border Services Agency*

## Ongoing Sandhu case highlights glitches in judicial system, suggests large volumes of drugs moving by truck

By Harry Rudolfs

**MILTON, Ont.** – On Sunday Feb. 4, 2007, Ned Kelly (not his real name) was working as chief of security for Truck Town Terminals on the industrial fringes of Milton, Ont. He'd just pulled into the yard when his curiosity was piqued by a strange car and a tractor-trailer parked in

a restricted area.

He confronted two men and asked them what they were doing. They told him they had stopped for lunch.

"I smelled a rat," said Kelly in a recent telephone interview. "For one thing it was 9 o'clock in the morning and too early for lunch. Something about these guys just didn't feel right."

Kelly noticed footprints in the snow leading to the back of the trailer and could see the trailer had probably been entered.

The truck and car sped off after Kelly told the truck driver he wanted his dispatcher's number. Kelly gave chase and stopped the tractor

**Continued on page 15**

## Cat's new vocational truck

See pg. 40



## Inside This Issue...

- **Fleets on the move:** Which western Canadian carrier is buying and which western carrier just got bought? We have the scoop in Fleet News. Page 20
- **MATS Report:** We have all the big news from this year's Mid-America Trucking Show in Louisville, Ky. Pages 22-33
- **Slick decisions:** Are synthetic heavy-duty engine oils worth the extra cost? It depends on who you ask. Page 34
- **Better brakes:** Requirements for reduced stopping distances are nearly here. What's it mean for your brake system? Page 36

## Mark Dalton 0/0



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# CLASS 8 TRUCK SALES TRENDS

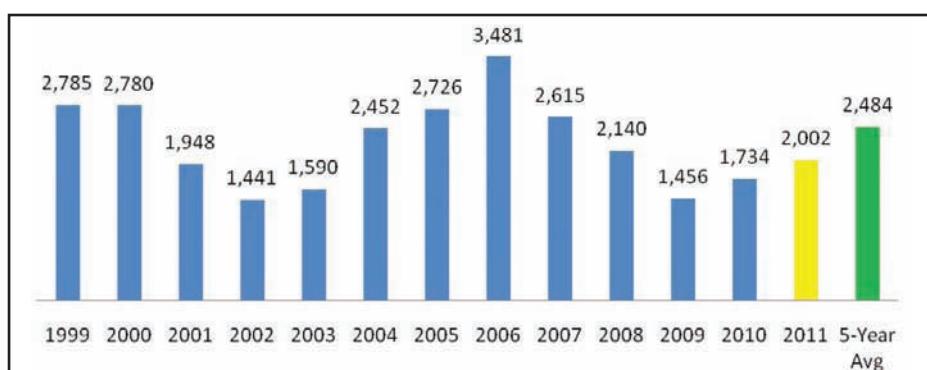
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There were 2,002 Class 8 trucks sold in the Canadian market this March, closing the quarter on a positive note and stronger than the quarter started. The total was an improvement over disastrous 2009 and also 2010 but more significantly it surpassed the March sales totals set back in 2001, 2002 and 2003. The month came in about 480 trucks short of the five-year average for truck sales.

## Monthly Class 8 Sales - Mar 11

OEM	This Month	Last Year
Freightliner	554	409
International	422	409
Kenworth	385	327
Mack	109	105
Peterbilt	174	191
Sterling	0	15
Volvo	227	181
Western Star	131	97
<b>TOTALS</b>	<b>2002</b>	<b>1734</b>

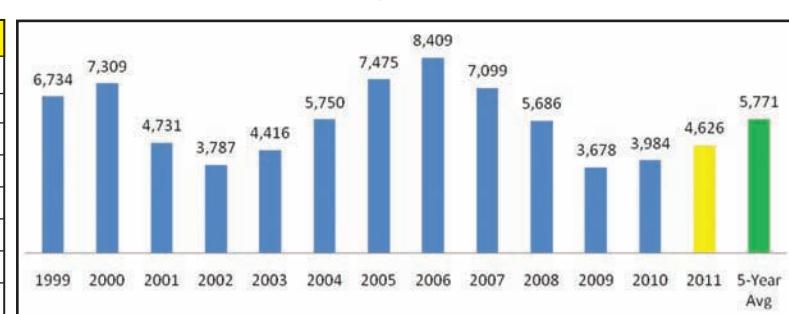
## Historical Comparison - Mar 11 Sales



## Class 8 Sales (YTD Mar 11) by Province and OEM

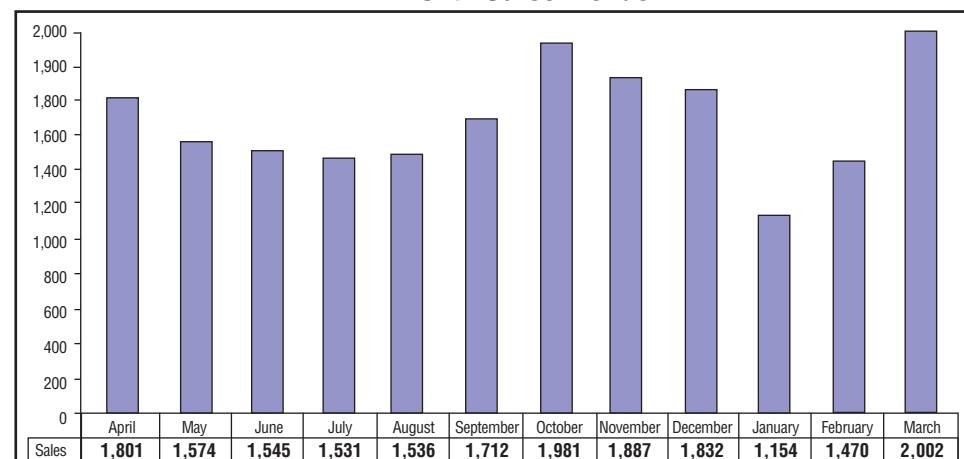
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	66	155	36	124	758	190	33	11	0	10	1,383
Kenworth	70	268	43	43	92	215	26	0	0	0	757
Mack	9	51	19	17	103	45	5	3	0	3	255
International	71	180	20	55	295	216	78	26	8	10	959
Peterbilt	39	138	31	23	123	72	37	7	0	0	470
Volvo	29	53	16	89	161	108	22	23	0	1	502
Western Star	77	104	14	10	48	25	5	11	0	6	300
<b>TOTALS</b>	<b>361</b>	<b>949</b>	<b>179</b>	<b>361</b>	<b>1,580</b>	<b>871</b>	<b>206</b>	<b>81</b>	<b>8</b>	<b>30</b>	<b>4,626</b>

## Historical Comparison - YTD Mar 11



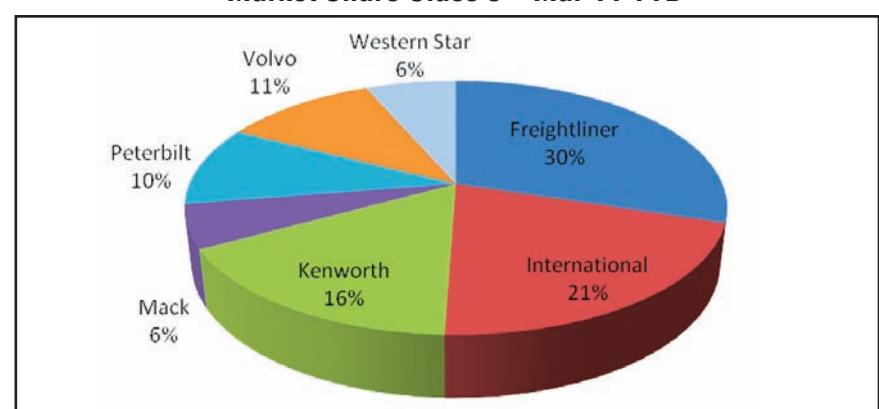
With a strong March, first quarter Class 8 sales totals climbed to 4,626 units. That's significantly better than the sales figures posted in both 2009 and 2010 but also better than the first quarter results for 2002 and 2003. And while this year's first quarter sales reached to only about half the first quarter sales during the record year of 2006, it was only about 1,000 units off the five-year average.

## 12 - Month Sales Trends



March proved to be the strongest month of the past 12-month period, climbing above 2,000 Class 8 trucks sold. After an improving close to 2010 with three straight months of truck sales coming in above 1,800 units, January was a disappointment with sales slipping below 1,200. February showed improvement with a climb to 1,470 before the sizeable jump in sales made in March.

## Market Share Class 8 – Mar 11 YTD



Freightliner, a market leader in the Canadian market for many years before International took over the top spot a few years ago, jumped out to an early lead at the start of the year with 28% market share and has since grown that lead. It now stands with a commanding 30% lead with International, whose market share has been on the decline over the past year, in second with 21%. Kenworth's numbers are also a drop from its 19% market at the end of 2010.

Source: Canadian Motor Vehicle Manufacturers Association

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# Dealing with sleep apnea

## Editorial Comment

JAMES MENZIES



It seems you can't go to an industry convention anymore without the topic of sleep apnea appearing on the agenda. As I learned more about this condition, I began to suspect I suffered from it myself.

I had mixed feelings about speaking to my doctor about my suspicions. On one hand, part of me hoped I had the condition, as I knew through covering various industry events that there's a solution for it that's 100% effective when used. CPAP (Continuous Positive Airway Pressure) is not a cure, but it's a proven treatment that's non-invasive and non-pharmaceutical.

On the other hand, sleep apnea seemed to be so trendy. It's on the agenda of nearly every trucking conference and it seems everyone who has attended one of those sessions wonders aloud if they're inflicted by it. I didn't want to be one of *those* guys.

Despite all that, it was the words of Kriska Transport CEO Mark Seymour, from one of those very events that came back to me when I visited my doctor for my driver's physical.

I recently went back in the Trucknews.com archives to revisit those words. Speaking at the 2009 OTA Convention, Seymour, himself a sleep apnea sufferer, said: "You never know how much better you can feel until you feel it. It changed my life, I feel better, I feel healthier. Let's embrace it; it's a problem you should not avoid treating."

With that in mind, I decided to speak to my doctor about it. I had all the symptoms. I felt constantly tired, even after waking from what seemed like a good night's sleep. I was especially tired when driving home from work and at times would close my eyes when traffic stopped. I'd put on weight. Gotten older.

So I decided to fess up and tell my doc. She referred me to a sleep clinic and I expected months to pass before hearing a peep from them. Sur-

prisingly, they called just days later and offered me an appointment at the Durham Sleep Clinic in Oshawa within a couple of weeks. After passing (failing, I suppose) the questionnaire that indicated I fit the profile for sleep apnea sufferers, I was booked in for an overnight sleep assessment a couple weeks later. I remember it was the night the clocks moved forward. How fortunate, I figured, that's one less hour I have to spend here.

Getting wired up for my overnight sleep study was neither pleasant nor unpleasant. The sleep technicians were remarkably efficient. The worst part of the experience was spending a Saturday night in a lab rather than at home with my wife and daughter and watching the hockey game. But I convinced myself it was a necessary inconvenience.

Despite having more than a dozen wires attached to various parts of my body, I was able to fall asleep nearly instantly (a good sign there was something wrong with me, perhaps).

Within a couple weeks, I was called back to the clinic to discuss my results. It was as I expected. I was diagnosed with severe sleep apnea. The sleep study showed I was waking as much as 33 times an hour and in some instances going more

than a minute without breathing.

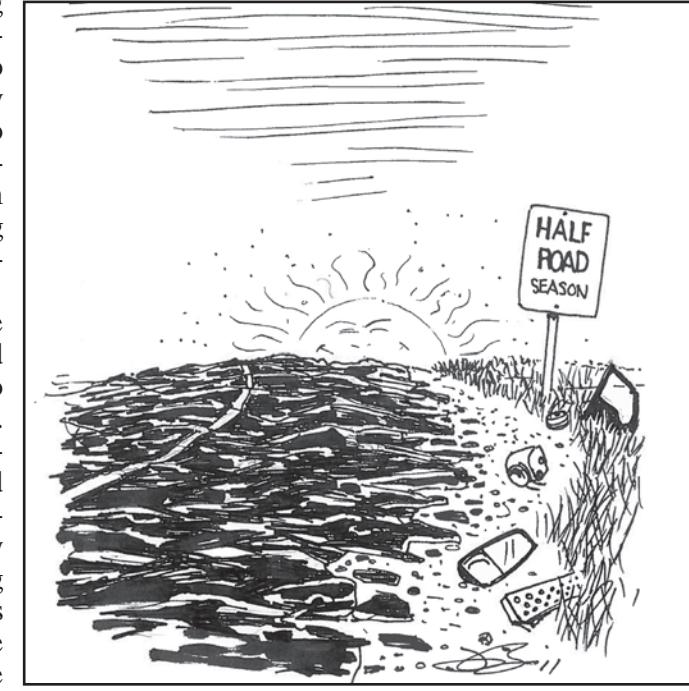
I had mixed feelings about the diagnosis. I was encouraged by the fact I now knew what was causing my fatigue and that there was a completely effective solution for it. I was also disheartened, however, by the fact I would likely forever need to sleep with a Darth Vader-esque mask over my face.

My story is not yet complete. I must soon go back to the clinic for another night in the clinic. This time I'll be required to wear a CPAP mask while the technicians fiddle with the settings to find out precisely how much pressure I'll require when I get my own machine.

Then, I'll have to get used to CPAP treatment and learn to live with it. Only then will I be able to share my full story, which hopefully will conclude with me feeling better rested and more energetic.

I'll keep you posted. □

- James Menzies can be reached by phone at (416) 510-6896 or by e-mail at jmenzies@trucknews.com. You can also follow him on Twitter at Twitter.com/JamesMenzies.



## The recovery is here. Now what?

### The view with Lou

LOU SMYRLIS

to help you do (To register, go to www.trucknews.com and click on the 2011 Transportation Company Workshop icon on the top right or go directly to www.trucknews.com/workshop/).

Once again we have partnered with Dan Goodwill and Associates to put together a comprehensive agenda to help you revitalize your transportation business in this time of economic uncertainty and technological change.

We are going to take a deep dive into how to improve the profitability of your transportation business through better information management and by going into detail about how to best approach e-tenders and RFPs.

I will personally be hosting both a retailer and a manufacturer round-table this time and you will hear first hand from some of the nation's largest shippers about what they expect in 2011, both in terms of shipment volumes and their expectations from carriers. I will also host a motor carrier roundtable to discuss successful busi-

ness development strategies.

And, of course, we will start the morning with the latest economic overview from Scotia Bank's senior economist, Carlos Gomes. Carlos didn't flinch with his cautious but optimistic approach last year when others were predicting a double dip recession and he's been proven right. This year we also have a great close with a session on Customs, with government officials from CBSA going over key changes to border legislation.

Business success in the future will require an integrated communications strategy and increasingly this means using social media.

Our workshop includes a session on how to link your brand, Web site and blog into a coherent and effective business plan.

And, finally, you won't be going anywhere in 2011 and beyond without a sound HR plan. Our workshop includes two sessions on how to recruit and retain top talent.

Throw in a delicious lunch and some great networking opportunities and I believe this is an event you should not miss. I'm looking forward to seeing you there. □

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

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<sup>2</sup> Actual results may vary.



**IN BRIEF****Trucking Safety Council of B.C. elects 2011 board**

**LANGLEY, B.C.** – The Trucking Safety Council of B.C. has elected its new board of directors. The 2011 board was elected during the group's Annual General Meeting and Management Safety Conference.

Rick Viventi, director of safety at Arrow Transportation Systems, has been elected as chairman of the board.

The balance of the TSCBC board of directors for 2011 is as follows: Jack Bandstra, Bandstra Transportation System; Rod Blackburn, Teamsters Local Union 31; Ken Davey, Accord Transportation; Lynn Kearney, Tenold Transportation; Vic Martin, Excel Transportation; Kevin Martyn, Williams Moving & Storage BC; Greg Rogge, Clark Freightways; Suki Singh, BST Management; Elton Smith, Northwest Tank Lines; Colleen Tieman, Purolator Courier; and Tony vanHengel, CLAC.

The board of directors also includes non-voting, industry-aligned members Paul Landry (BCTA), Allan Roberts (RCMP), Gary McLeod (NBCTA), Sean Kelly (Delta Police), Fiona Temple (ICBC) and Stephen Haywood (CVSE). □

**Best Fleets to Drive For secrets to be shared**

**TORONTO, Ont.** – CarriersEdge has announced the dates for its 2011 Best Fleets to Drive For Seminar Series, which will be presented by Marsh Canada and sponsored by Kee Human Resources and *Truck West*.

The half-day seminars will be held in cities throughout Canada and will highlight tips and tricks from the US and Canadian fleets that were identified as the best to drive for through the TCA/CarriersEdge Best Fleets to Drive For competition. The program identifies North American for-hire trucking companies that provide the best workplace experiences for company drivers and owner/operators.

"This year, Best Fleets to Drive For saw a huge increase in the number of participating fleets, and the overall quality of programs being offered by those fleets," said Mark Murrell, president of CarriersEdge. "Novel approaches to compensation and benefits, along with emerging trends in social media and environmental initiatives, showed us that the industry is emerging from the recession with renewed energy and creativity."

The seminars will be held in Marsh Canada offices across the country. Dates and locations for the tour include: May 10, Regina, Sask.; May 11, Saskatoon, Sask.; May 12, Winnipeg, Man.; May 26, Montreal, Que.; May 31, Calgary, Alta.; June 1, Vancouver, B.C.; June 2, Edmonton, Alta.; June 7, London, Ont.; June 8, Toronto, Ont.; June 9, Moncton, N.B.; June 14, Kitchener, Ont.; and June 16, Ottawa, Ont.

All seminars will run from 9:00 a.m. till noon, with refresh-

**Search on for O/O of the Year**

**TORONTO, Ont.** – *Truck West* magazine is on the lookout for its 18th Owner/Operator of the Year. The coveted award, sponsored by *Truck West* with support from Mack, Castrol and Goodyear, is given to an owner/operator who exemplifies professionalism while also demonstrating a clean driving record, a commitment to safety and a track record of community involvement.

The 2011 winner will receive a diamond ring fit for a champion, \$3,000 cash and a vacation for two valued at up to \$2,500.

Nominations must be received by June 13. To nominate an O/O, see ad on pg. 3. □



**ROAD KNIGHTS READY TO ROLL:** The first ever Alberta Motor Transport Association Road Knights team is ready to begin promoting the industry. The team will make its first public appearance at the AMTA annual banquet and convention in Banff Apr. 29-30. Pictured are team members (L-R): Darwin Clark, Trimac Transportation (Edmonton); Rob Wells, Bison Transport (Calgary); Craig Gavel, Bison Transport (Edmonton); and Dennis Hokanson, Trimac Transportation (Edmonton).

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BORDER

# US trucking groups support EOBR mandate

**WASHINGTON, D.C.** – Two of the most influential trucking industry lobby groups in the US have thrown their support behind the push towards mandating electronic on-board recorders (EOBRs) to track driver hours-of-service compliance.

The Truckload Carriers Association (TCA) board agreed at its annual convention that it would support regulations mandating the use of EOBRs to track hours-of-service.

"We believe that this new policy is reflective of today's operating environment," said TCA president Chris Burruss. "The board of directors thought it was important that our members lead on this issue."

The TCA developed a set of recommendations, including:

- ELDs (electronic logging de-

vices) requirements should be based on the minimal, functional, and performance specifications necessary to accurately record and report HoS compliance and assure reliability and utility of operation;

- Except for HoS compliance data, statutory protections should be afforded to motor carriers pertaining to the control, ownership, and admissibility/discoverability of data generated and derived from ELDs, and to assure the privacy rights of drivers;

- Drivers shall be responsible for operating ELDs in full compliance with all applicable regulations;

- Any ELD regulation must address the operational diversity of the trucking industry, continue existing exceptions to the record of duty status, and consider additional exemptions that balance

compliance and the evolving industry diversity;

- Motor carriers using compliant ELDs should be relieved of the burden of retaining supporting documents for verification of driving time.

- Any ELD mandate, if instituted, should be made simultaneously applicable to all vehicles of the affected population of motor carriers. It should avoid any implementation inequities identified and take measures to eliminate them;

- And tax incentives should be pursued as a means to facilitate adoption of ELD systems.

Not long after, the American Trucking Associations' membership also endorsed a policy supporting federal laws and regulations that would require the use of EOBRs to track driver hours.

"ATA has always been in favour of strong enforcement of safety rules and regulations," said ATA president and CEO Bill Graves. "This new policy just underlines that support."

"FMCSA's own safety monitoring program, CSA, shows a link between compliance with the current hours-of-service rules and carrier safety performance," Graves said. "In addition to showing that the current hours-of-service rules are working, that data shows us that increasing compliance with those rules will further improve trucking's already impressive safety record."

While ATA's new policy expresses support for an electronic logging mandate, ATA says it believes any regulation or law should also address several issues including:

- Cost-effective device specifications allowing for accurate recording of driving hours;
- Data ownership and access in order to protect the privacy of fleets and drivers alike;
- And relief from the current burden of retaining additional supporting documentation.

"Many fleets already use these devices and they report not only compliance and safety gains, but also improved efficiency," said Dave Osiecki, ATA senior vice-president of policy and regulatory affairs. "Those benefits make supporting an electronic logging requirement good business."

The Canadian Trucking Alliance has already supported the mandatory use of EOBRs for some time. □

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## Truck safety sets new record in 09

**WASHINGTON, D.C.** – The rate of truck-involved fatalities on US highways fell to 1.17 per 100 million miles in 2009 – making that year the trucking industry's safest since the federal government began keeping track in 1975, according to reports.

The rate fell 14.1% from the revised fatality rate of 1.37 in 2008, according to an analysis of data released by the Federal Highway Administration and National Highway Traffic Safety Administration.

In addition to the fatality rate, the truck occupant fatality rate fell more than 17% to 0.17 per 100 million miles travelled.

"Dedication to safety is a core value of ATA and the trucking industry," said ATA chairman Barbara Windsor, president and CEO of Hahn Transportation. "We've expressed that with our 18-point progressive safety agenda and programs like Share the Road and America's Road Team. These figures are the fruits of those efforts."

In 2009, NHTSA recorded 3,380 fatalities in 2,987 crashes, down from the 4,245 fatalities and 3,754 crashes reported in 08. FHWA reported that in 2009 trucks travelled more than 288 billion miles – down from 310.7 billion the previous year, but the agency increased its historical truck mileage figures prior to publishing its 2009 data. □



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**OVER THE ROAD**

# Winter burnout compounded by improving freight environment

## Embracing change makes it easier to keep positive attitude towards industry

Hello Spring! I wasn't sure if you were going to put in an appearance at all this year. As I looked back over the past four or five months, I realized how burned out I was.

A lot of that may come from the short days, the long nights, and the added workload that winter seems to bring along with it in the form of snow, ice and cold.

We certainly had our fair share this past winter. But over the last couple of months I think many of us have also been feeling the effects of an increase in business and a shortage of seasoned drivers. It's been great for the pocketbook but hard on the body and mind, especially with all the changes within the trucking industry we continue to face at the same time. I've always believed I had a positive outlook. You know, seeing the glass half full rather than half empty.

The great thing about writing these columns and keeping a personal journal is that I always have a snapshot of my state of mind at any given time.

As I read over some of my articles and personal entries from this past winter, I was surprised at the negative theme in many of them. After writing my column about pay-per-mile versus pay-per-hour, I received a comment from a reader outside of the trucking industry stating that my post sounded grim. I was asked if the industry is still a good place for young people seeking a career? The last thing I wanted to do was paint a poor picture of our industry to anyone.

But there is no denying the fact that we have an aging pool of drivers – I'm one of them – and attracting people to work in an industry where a 60 to 80 hour workweek is the norm isn't easy under the best of circumstances.

So is our industry still a good place for young people seeking a career? As a seasoned driver, how would you answer that question? Freedom and independence go hand in hand with truck driving and that's what attracted me to the industry and got into my blood, bringing me a great deal of happiness and joy.

That freedom and independence along with an above average salary offset the adversity and hardship that goes hand in hand with the long work hours and time away from friends and family.

But of late, many seasoned drivers are of the opinion that the freedom and independence they so highly value is threatened in the Brave New World of the present day. It is becoming increasingly difficult to keep a positive outlook.

Drivers need to see the technological changes that are taking place as an opportunity to gain independence rather than as a source of control over their lives. Think of the young drivers in their early twenties arriving on the scene.

They have grown up in a world

### Over the Road

AL GOODHALL

of computers and smartphones linked to one another by the World Wide Web. Is it realistic to tell them to fill out a paper log so they can game the system in order to drive as many hours as possible to prosper financially?

I'm not without hope and honestly believe the choice of a career in the trucking industry is a good one.

New technologies and new

rules require more training and more sharing of information. Perhaps as social media infects and spreads throughout the trucking industry we will start to see trucking Wiki's develop.

This open source of information sharing could be a boon to the industry, providing drivers with a source to share their experience and skills.

Using this technology is second nature to young drivers – they have a lot to offer to industries such as ours that are in the process of moving from one age into the next. We could use a lot more young people right now, that's for sure.

In the meantime I guess I just have to keep plugging away. Now that the snow is gone I'm using the time off that the hours-of-service rules give me each day to get a little exercise and beat that feel-

ing of burnout.

I'm dealing with the rules by doing the best I can within the framework of those rules.

If I run out of time, well, then I run out of time. To be honest with you I look forward to the bunk time. As I move into my fifties, the long weeks take their toll on me – no doubt about it.

I find myself looking for freedom and independence by working smarter and not harder these days. And if the path to those values is lined with new ways of doing things, I'm willing to try them out. □

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

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## HEALTH

# Going bananas

When lunch is long over but it's not time yet for supper, what do you reach for: a chocolate bar, chips, or a doughnut and coffee?

You probably don't, not every time, if you are a bit concerned about staying healthy. But if you often crave something sweet, why not pack a bunch of sweet self-packaged treats, like bananas? This finger food is economical, tasty and nutritious. Most importantly, they are available in every grocery store.

Did you know that bananas are actually berries, since the fruit contains tiny seeds? Or, that a banana 'tree' is actually a plant – the world's largest herb that can grow up to 15 metres?

At 110 calories each and with no fat or cholesterol, bananas are an excellent snack choice, rich in Vitamin A, all the B vitamins (thiamine, riboflavin, niacin, B6 and folic acid), and Vitamin C, as well as minerals: calcium, magnesium, phosphorous, manganese, potassium, bananas are quite appealing. Add their dietary fiber, and other nutrients and you've got a snack that can help keep you healthy and feeling good.

For instance, if you're stressed, eat a banana. Bananas contain tryptophan, an amino acid that your body converts into serotonin, a relaxant. They also have Vitamin B, which helps reduce depression and calm the nervous system.

## Preventive Maintenance

KAREN BOWEN



If you have certain digestive problems, bananas may help. They contain pectin, a soluble fiber (a hydrocolloid).

Being high in fiber, bananas are natural internal lubricants, good for treating constipation, hemorrhoids and diarrhea. One medium-sized banana has 16% of the daily-recommended dietary fiber intake for a normal adult.

Bananas are an exceptionally rich source of a prebiotic (fructooligosaccharide) which feeds the probiotic bacteria in the colon. These beneficial bacteria improve your ability to absorb nutrients, and also produce compounds that protect you against unfriendly micro-organisms. They help your body absorb calcium while reducing the time food is held in your bowel, decreasing your risk of colon cancer.

When your stomach bothers you, eating a banana can relieve heartburn and protect against stomach ulcers and ulcer damage. Studies have shown that a mixture of banana and milk considerably suppresses the amount of acid secreted by the stomach. Bananas affect the stomach in these two ways: first,

they trigger the cells that line the stomach to become thicker, creating a thicker mucous barrier against stomach acids; secondly, their protease inhibitors help eliminate bacteria (primary cause of ulcers) in the stomach.

Additionally, the high potassium level in bananas, 467 mg, makes the banana especially beneficial.

Since potassium is essential for proper muscle contraction, it plays an important role in muscle-influenced activities like: the normal rhythmic beating of the heart; digestion; and other muscular movements. Potassium also helps to build muscles by stimulating nerve impulses that produce muscle contractions.

As a result, bananas are good for the heart. They can help normalize your blood pressure. Another ingredient, their pectin, lowers cholesterol levels by preventing the absorption of fat, reducing your chance of having a stroke. Their high level of iron also helps fight anemia and their Vitamin B6 helps your body produce hemoglobin.

Also, the potassium in bananas can minimize your risk of getting kidney stones since it suppresses calcium excretion through the urine. This, in turn, can keep your bones stronger, reducing your risk of osteoporosis.

Bananas provide quick energy, being rich in three natural sugars: sucrose; fructose; and glucose. Complementing your exercise, they are easy to digest (high in digestible carbohydrates) and their natural sugars provide an instant boost

of sustained energy.

Interestingly with this snack, even the packaging is useful. Banana skin contains esterified fatty acids, which when rubbed on your skin can relieve skin problems like psoriasis and the irritation from mosquito bites.

When choosing bananas, pick any size you want. Still, they should be firm, but not too hard; bright-coloured in appearance; without bruises or other blemishes; and with stems and tips intact.

As you know, fragile bananas should be handled with care. Don't put unripe bananas in the refrigerator; they won't ripen properly even after you take them out. Although the outside may appear fine, the fruit is probably rotting from the inside out. However, you can ripen bananas at room temperature; just don't expose them to extreme hot or cold temperatures. To ripen them more quickly, place them in a paper bag or wrap them in newspaper along with an apple.

Once a banana is ripe, you can store it in the fridge for a few days. Although its peel may darken, the inside flesh will be fine. For the best flavour, wait until it comes back to room temperature before eating.

Whether sliced over a bowl of cereal, partnered with peanut butter in a sandwich, or just peeled and eaten, a banana is a great fruit choice, no monkeying around! □

*– Karen Bowen is a professional health and nutrition consultant, and she can be reached at karen\_bowen@yahoo.com.*

# The road to wellness

When truck drivers are healthy, everyone involved in the industry wins. Drivers feel better and experience less downtime due to injury or illness. Also, companies have employees that are more productive and are less likely to face costly worker's compensation claims. However, for professional truck drivers, living a healthy lifestyle while on the road is no easy task. Many barriers such as long work hours, poor nutritional habits and lack of sleep prevent drivers from maintaining a healthy lifestyle.

Many truck drivers would like to change their lifestyles but do not know where to begin. As a result, I have designed an online health and wellness course specifically for professional truck drivers in partnership with CarriersEdge and based on the columns I've been writing for *Truck West* over the past several years. The goal of this course is to provide truck drivers with the knowledge and tools to begin living a healthy lifestyle while on and off the road.

The advantage of an online course is that drivers will be able to complete the course at their own pace at any location where an Internet connection is available. This interactive course has been designed to be interesting, informative and interactive. Upon completion of the course, drivers will receive a certificate of completion.

There are three cornerstones to promoting good health: diet, exercise and the proper amount of sleep. This course will discuss the impor-

## Back behind the wheel

DR. CHRIS SINGH



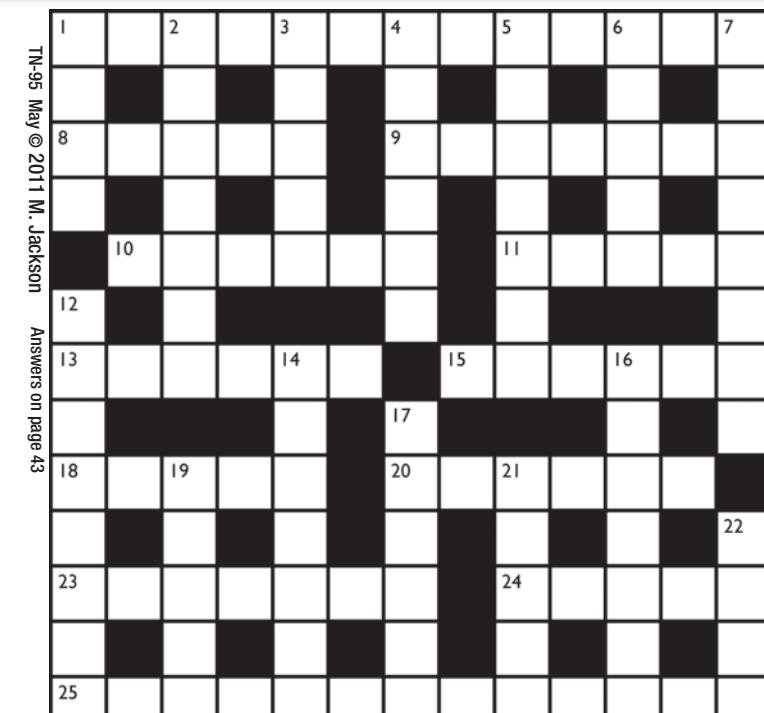
tance of each component, how they fit together and how drivers can change their habits to increase their wellbeing.

At the end of this course, participants will be able to: explain how fatigue affects driving ability and how to detect when they might be fatigued on the road; describe how circadian rhythms affect your body and your sleep; explain the obstacles to getting good sleep on the road and list methods of overcoming sleep obstacles; list the health hazards of not maintaining a healthy weight as a driver; describe the four food groups and how to read a nutrition label; and list examples of activities you can do to begin an exercise routine.

Drivers will also learn about: the importance of hand washing to avoid spreading germs or catching a virus; sneezing properly; properly lifting a heavy object; and the importance of core muscles to a driver and how to strengthen these muscles. The course takes about two hours to complete. For more information, don't hesitate to call me at 519-421-2024 or e-mail me at chris.singh@sympatico.ca. □

*– Dr. Christopher H. Singh runs Trans Canada Chiropractic at the 230 Truck Stop in Woodstock, Ont.*

## THIS MONTH'S CROSSWORD PUZZLE



### Across

- Warehouse workhorse (8,5)
- Semitrailer spare-tire carriers
- Chromed cab-top component (3,4)
- Halifax-based transport company
- GMC's '69 Crackerbox replacement, \_\_\_\_ 95
- Used-truck transaction
- House-moving rig's requirement, often
- Drivetrain-components brand
- Really wrecks a rig
- Pneumatic-suspension brand (3,4)
- Button on '60s 8-track player
- Affectionate slang for a Century Class rig

### Down

- Brand on '70s Louisville trucks
- Truckmakers' defect notices
- Lidar speed-measurement system's basis
- Breakdown warning devices
- Helical fastener formations
- Leaf spring to axle connector (1,4)
- Highway tractor brand since '23
- Defunct trailer maker bought by Wabash
- Semitrailer prop, \_\_\_\_ gear
- Diesel-engine incontinence (3,4)
- Urban thoroughfare
- Tridem axle count
- Gear protrusions
- International Load \_\_\_\_ debuted in '62

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**TAX TALK**

# Stick to the schedule

## Paying taxes in installments

Most Canadians pay income tax every payday. It's called withholding: your employer deducts a portion of the salary or wages from your paycheque and sends it to the Canada Revenue Agency (CRA) on your behalf. Ottawa gets its cash flow.

People who don't receive a regular paycheque but still have income are required to pay income tax payments in installments.

If you're a sole proprietor and your total taxes payable are more than \$3,000 this year, or were more than \$3,000 in either one of the two preceding tax years, your tax payments are due quarterly, on March 15, June 15, Sept. 15, and Dec. 15.

Sole proprietors must have paid enough tax by Dec. 31 to cover the

**Tax Talk**

SCOTT TAYLOR

amount they would otherwise have to pay on April 30 of the following year. Corporations must have enough tax paid by their year-end.

Here's the rough part about installments, or more appropriately, the non-payment of installments: If you elect to not make them, and instead send your taxes in at the end of the year in one lump sum, CRA will assess an interest penalty calculated against what they say you should have paid.

The interest charge on the outstanding amount is compounded daily at the CRA's prescribed interest rate. Furthermore, the interest assessed by the CRA is not an allowable expense. You can't deduct it as you would interest on any other business loan.

Any installment charges will be shown on your Notice of Assessment. You might have your 2010 Notice of Assessment already; review it to see just how much CRA has added to your tax bill. If you did not pay your taxes in full by April 30, then even more interest will be charged as you pay the balance over the coming months.

Saving money to pay income taxes requires discipline, especially when there are other bills to pay.

We advise our clients to apply their quarterly GST/HST refunds to their income tax installment payments. CRA can direct-deposit your GST/HST refunds into a separate account from your business operations to make sure the money

doesn't get used for everyday activities. In the long run it will help with your budgeting and business planning and save you any interest and penalty charges.

You may not have received your January-to-March refund yet and will be filing your April-to-June GST/HST refund in July. Taking both these refunds and sending them to CRA would be a great start toward paying your 2011 taxes.

Or why not establish a TFSA (Tax-Free Savings Account) at your bank and deposit your GST/HST refunds there? Your money can grow tax-free until you send your payment to CRA. There's an accumulating \$5,000 yearly deposit limit into these types of accounts. If you have never set one up before you will be able to deposit \$15,000 in 2011.

**Start tax planning now**

With personal income tax-filing season behind us, there's no better time to talk to your accountant or financial advisor about tax planning. For example, ask your accountant to compare how much personal income tax you paid comparing 2010 versus how much tax you would have paid if you had incorporated. An important distinction will be the treatment of meals, and how, as an employee of your corporation, you could use the meal allowance and TL2 to reduce your tax obligation.

**Disability tax credits**

The federal disabled tax credit – \$7,239 in 2010 – is intended to help people with "severe and prolonged" physical or mental impairment offset their medical expenses.

Eligibility depends on an assessment of your condition by both a doctor and CRA.

They will consider whether you are "markedly restricted" in terms of speaking, hearing, walking, eliminating (bowel or bladder), feeding, dressing, or performing mental functions of daily life.

CRA broadened its eligibility criteria for the DTC in 2005, expanding the number of people who qualify. The agency also made the tax credit retroactive for up to 10 years, which has allowed some taxpayers with long-term disabilities to receive very large refunds.

There's a cottage industry of businesses expressly created to help people qualify for the DTC in exchange for a fee or hefty percentage of the refund.

Many claims are legitimate, but others look suspicious: a recent CBC/Toronto Star report alleged that one company paid a doctor to certify fraudulent DTC forms so it could collect a 30% commission on its clients' tax refunds.

If you or a family member is coping with long-term illness or injury, talk to your accountant about DTC.

Don't rely on the word of someone who makes his living off your refund. □

*– Scott Taylor is vice-president of TFS Group, a Waterloo, Ont., company that provides accounting, fuel tax reporting, and other business services for truck fleets and owner/operators. For information, visit [www.tfsgroup.com](http://www.tfsgroup.com) or call 800-461-5970.*

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 — No. of Off-Road Vehicles \_\_\_\_\_

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 8,846-11,793 kg. (19,501-26,000 lbs.)...  YES  NO  
 4,536-8,845 kg. (10,000-19,500 lbs.)....  YES  NO  
 Under 4,536 kg. (10,000 lbs.).....  YES  NO

3) This location operates, controls or administers:  
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 Refrigerated vehicles.....  YES  NO  
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4) Do you operate maintenance facilities at this location? .....  YES  NO  
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## CANADA

# Accused drug smuggler may walk over technicality

**Continued from page 1**

on Steeles Ave., not far from Truck Town.

"You're really pissing me off. Now I want your dispatcher's number and I want to see your driver's licence – because I don't think you're qualified to drive that thing," he told the driver.

The truck roared off again and Kelly brought him to a halt a little further down the road. The scenario was repeated a third time when the driver bolted once again. Kelly finally managed to blockade him on the west-bound 401 ramp at the James Snow Parkway. By then, an MTO officer, who noticed the disturbance had arrived on the scene followed soon after by a Halton Police cruiser (the man in the other car had long-since disappeared).

Initially, the officers thought this was a dispute between a motorist and a trucker. Neither Kelly nor the officials had any idea that the trailer contained a mother lode of cocaine: 205 kgs packed in bundles and nestled amongst a load of baby carrots.

Kelly was anxious to get back to work and left the scene before the contraband was discovered. He only found out about the arrest after an officer arrived at the terminal that afternoon to take his statement.

Irony runs thick throughout this story.

"If I had known there was cocaine in the truck I probably wouldn't have chased it," Kelly told me (he no longer works at Truck Town). And alleged cocaine transporter Avtar Singh Sandhu clearly picked the wrong time and place to rendezvous with his buddy. It was as though Kelly had stuck a dip net into a big lake and pulled out a huge fish.

The Sandhu bust begs the question of just how much other illicit material is moving around by commercial truck. If a random incident like this uncovers \$8 million of coke, how much more is getting through?

"Tonnes," speculates Sgt. Rob Ruiters, national coordinator of the RCMP's Project Pipeline/Convoy program. "We're not even scratching the surface. For every one that we intercept, 50 to 100 get by us."

Most of the illegal activity in commercial vehicles is centered in heavily trafficked areas. Southern Ontario, particularly Peel Region, is an area of heightened criminal occurrences, as is British Columbia's lower mainland. But drugs and contraband goods are constantly moving across the country.

Canadian-grown marijuana is travelling from north to south, while cocaine and guns are usually going the other way. Liquor, cigarettes, stolen goods and human cargo are moving both ways across the border as well as east and west. Really there is no limit to the variety of contraband being transported commercially, usually disguised or hidden among other legit cargo. You name an illicit activity and trucks have probably been used to accomplish it.

In some ways trucks are nearly invisible as they travel around the continent. Furthermore, according to Ruiters, most police officers are not always comfortable dealing with them. "There are about a million police officers in the US and Canada. Of that only about 2% are certified to do

CVSA inspections, and only about a third of those do so on a regular basis," Ruiters contends.

This arrangement suits organized crime, as the odds of getting stopped or pulled into an inspection station are exceedingly small.

So what kind of person engages in this kind of trucking? There's probably no one profile or set of characteristics that would define such a driver. Any one could be a smuggler or trafficker.

Trucking is a low margin enter-

prise and these loads pay well. The driver might be motivated by opportunism, financial hardship, coercion or greed, but the stakes are exceedingly high: penalties for getting caught are stiff when they're delivered by the courts, and probably even stiffer (pun intended) when administered by the mob.

Trucking companies themselves can do much to mitigate this type of behaviour by thoroughly screening new hires.

"The best companies have the best drivers, and those companies are usually the best at proactive diligence," says Ruiters. "Overall, truck drivers are hard working and honest, but there's always a small percentage. Anybody can buy a truck and somebody will hire them. Drugs are often transported just like any other legal commodity, and they'll always find someone to move them."

Carriers also need to look to their own internal security when it comes to satellite tracking and in-house software. If information is readily available online to a number of company and client representatives, your supply chain is vulnerable to being compromised by anyone from a forklift driver to a schoolyard hacker. This kind of data, which includes detailed load movements, schedules, the type of equipment being used and routing instructions, is fascinating to criminal elements.

Drivers themselves can be unwitting accomplices. Rick Geller of Markel Insurance cites cases where a package has been fastened to the underside of a trailer while the driver stopped for a coffee. The truck is then followed after it leaves Customs and the package is retrieved later.

"Drivers stopping for coffee before they go across the border should do one final inspection, and that includes looking under the trailer," says Geller.

For the most part, authorities have to rely on tips or random stops to detect criminal transport networks. Ruiters conducts seminars across Canada teaching police officers how to spot "anomalies" when they stop a driver. He won't disclose specific techniques or strategies, but some clues are obvious.

"Perhaps there's something that shouldn't be on the truck, or someone's working in a way that doesn't

make economic sense, like hauling an empty trailer across the country," he says.

In Ontario, MTO and police officers can stop a commercial vehicle at any time and conduct a regulatory inspection of the truck and its contents to ascertain compliance with the Highway Traffic Act. The driver must also assist in the examination.

But MTO officers are not charged with dealing with criminal matters. According to Bob Nichols, senior me-

plate. The rental vehicle was registered in Alberta and did not require a front plate, but further investigation revealed that one of the men's drivers licences had expired, which led to the officer conducting a warrantless search and the discovery of 35 kgs of cocaine in the trunk. The decision delivered by the Supreme Court (with one dissenting judge) deemed that the officer had made "an error in judgment" and allowed Harrison's Appeal Court acquittal to stand.

The final verdict in the Sandhu matter may end up in the Supreme Court and it's probably still years down the road. But it will be eagerly awaited by the trucking and law enforcement communities. In 2007 this event ranked among the biggest cocaine seizures in Canada, let alone Halton.

The decision rests upon an interpretation of the Charter of Rights and may perplex the Chief Justices for some time.

If nothing else, it will address the relationship between personal freedoms and overall harm to society, and serve to illustrate the hoops and protocol front line officers face when finding contraband after a traffic stop.

"No two stops are the same," adds Ruiters. "There's no way I can tell you when I have the grounds to search someone's vehicle until it happens. Our biggest problem is that we have to convince the judge and courts of what was our rationale and mindsets when we made the stop? It's a complex world out there." □

## Ruiters steps down from Pipeline/Convoy

**REGINA, Sask.** – Sgt. Rob Ruiters, the highly respected and affable RCMP officer who led Operation Pipeline/Convoy, has stepped down from his position as coordinator of the national program.

The RCMP is moving the program manager's position to Ottawa, and the Saskatchewan native was not prepared to relocate, Ruiters told contacts in an e-mail.

"As a result I will be leaving the program," Ruiters announced. "I will remain in Regina and embark on other opportunities within the RCMP and look ahead to my retirement options in the future."

Ruiters spent the last 18 years spearheading the Pipeline/Convoy program, which aims to eliminate the use of commercial vehicles and other modes of transport for the purposes of trafficking drugs and contraband. Ruiters was a popular speaker at industry events, frequently offering advice on what fleet managers should look out for to ensure their vehicles aren't being used for illegal purposes.

"I leave with many fond memories and take pride in what we, collectively, had achieved from nothing," Ruiters said in his parting e-mail. "The most treasured memories I will take with me are the great people I have met – all of you – during my time in this role... I leave the program with few regrets and with much pride in our efforts." □

## OPINION

# Blowing smoke: The hypocrisy of EPA's emissions mandates

If you asked me to name the one thing to have the biggest impact on the trucking industry ever, you may be surprised by my answer. This one thing has had an impact on every single one of us in some way. Its purpose is to make things better for everyone, but I believe it has failed to do that for a number of reasons.

The thing to which I refer is: emissions control. On paper it seems a no brainer, but in the real world it's as useful as mud flaps on a tortoise.

Even the most stringent supporter and enforcer of emissions control, our friends down in California, have no real proof that the EPA regulations have had an impact on air quality.

In fact, the most noticeable difference in pollution levels came with the recent economic downturn, but the lower pollution wasn't attributed to the lower levels of truck traffic, it was because of fewer numbers of large ships arriving and leaving the ports and less pollution from manufacturing.

Yes, that's correct, container ships and other industry are the main polluters, yet every single truck put onto the highways of North America in the last decade has had to conform to EPA regulations.

Now, why is that? I honestly do not know, but I can be my cynical self and say that it's because we're an easy target, both in terms of the public perception of us as a whole and that we, as an industry, seem to have a guilt complex which makes us do as we're told, no matter how silly



MARK LEE

the instruction.

Why do we act this way? Yes we have big vehicles that are slower than cars, we take up more room at intersections and we are very visible when things go wrong. But we perform a service – not just any old

the power that we have and hold the country to ransom. Let's just be sensible about it.

Take for instance the emissions thing: we're supposed to be saving the planet by introducing lower emission engines, yet we didn't have to scrap the old 'killer' engines. No, we exported them to Mexico, Central America and the Caribbean.

So when we have a good wind coming from the south, we get the pleasure of breathing in our old exhaust smoke again. Those engines were

*'We're supposed to be saving the planet by introducing lower emission engines, yet we didn't have to scrap the old 'killer' engines. No, we exported them to Mexico, Central America and the Caribbean. So when we have a good wind coming from the south, we get the pleasure of breathing in our old exhaust smoke again.'*

service either.

We keep every man, woman and child in the country fed, we deliver the materials their houses are made from, we deliver the medicine that makes them better when they're unwell, we even deliver the cars that we get in the way of, so why do we, as an industry, let them push us around so much?

Now I'm not for one minute suggesting that we take advantage of

said to be destroying the ozone layer, yet we share the same ozone layer no matter where we are in the world, so how can it be right that we allow other countries to – if we believe the hype – carry on killing us with their harmful emissions? After all, when the ozone layer goes, we're all supposed to spontaneously combust, so does it matter if we create the hole or provide somebody else with the tools to do it?

That's one way to look at it, but the thing that has had the biggest impact on us in the industry is the problems that we can get as a result of the EPA regulations on our engines. Take EGR as an example.

A diesel engine requires two things to run: fuel and air. The better the quality of either and the better the engine will run. That's why we have charge air coolers (CAC), to provide a good gulp of dense fresh air. We then add hot exhaust gas and take away any improvements we'd made with the CAC.

We also have all kinds of valves and coolers, all of which are controlled by sensors and when it all, inevitably, goes wrong, the engine will use a lot more fuel and will, usually, be belching out a cloud of black smoke.

That's hardly environmentally friendly. Coupled with the reliability issues seen on many low-emissions engines, we also had to suffer poorer fuel economy post-2002, so we end up burning more of the stuff that, supposedly, causes the pollution in the first place.

We have the best weapon to fight this bureaucratic nightmare: the word 'NO.' Unfortunately it doesn't appear to be in our vocabulary! □

*– 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.*

## SAFETY

# Keep hands off the phones and hands upon the wheel



SCOTT CREIGHTON

cue operation, or use a model with a hands-free device.

Of course, Canadian provinces are not alone. Several US states now have rules that ban the use of handheld communication devices on their highways, and many other jurisdictions are simply using distracted driving legislation to crack down on drivers who are caught with eyes on a keypad. Last December, the US Federal Motor Carrier Safety Administration took the added step of introducing plans to ban handheld communication devices in all commercial motor vehicles, and its penalties could include \$2,750 fines and even lost licences for repeat offenders.

There is no question that distractions like dialing a cell phone can influence decisions behind the wheel, especially when it comes to stopping distances. Even when someone is focused on the job at hand, it takes three quarters of a second to observe an issue that requires braking, and another three quarters of a second to actually move a foot to the brake pedal. A truck that is travelling at 100 km/h will move 138 feet in that period of time.

Now consider the time that it

takes to complete a text message: The Virginia researchers found that a truck driver will have their eyes off the road for 4.6 seconds during every six seconds of texting. That is enough time for a truck to travel the length of a football field.

To compound matters, more adults are texting than ever before. According to surveys by the Pew Research Centre, about 47% of adults admit to reading or sending texts while driving. And the National Safety Council suggests that 28% of the drivers who are involved in crashes are using their cell phones or texting.

There is already plenty of technology that will allow drivers to communicate and keep their eyes on the road. An array of headsets makes it possible to dial or answer a call without touching the phone itself. Satellite and GPS systems can now be activated and operated by voice, while some equipment can be programmed so that drivers cannot respond to a message until a truck is parked and the brakes are applied. Some equipment will even read emails aloud.

One Ontario fleet has equipped its trucks with a special Web-based device that reads messages aloud and includes a single button to replay a message. No other controls can be used while the vehicle is moving.

As useful as all this technology can be, however, there is also an opportunity to exercise self-discipline.

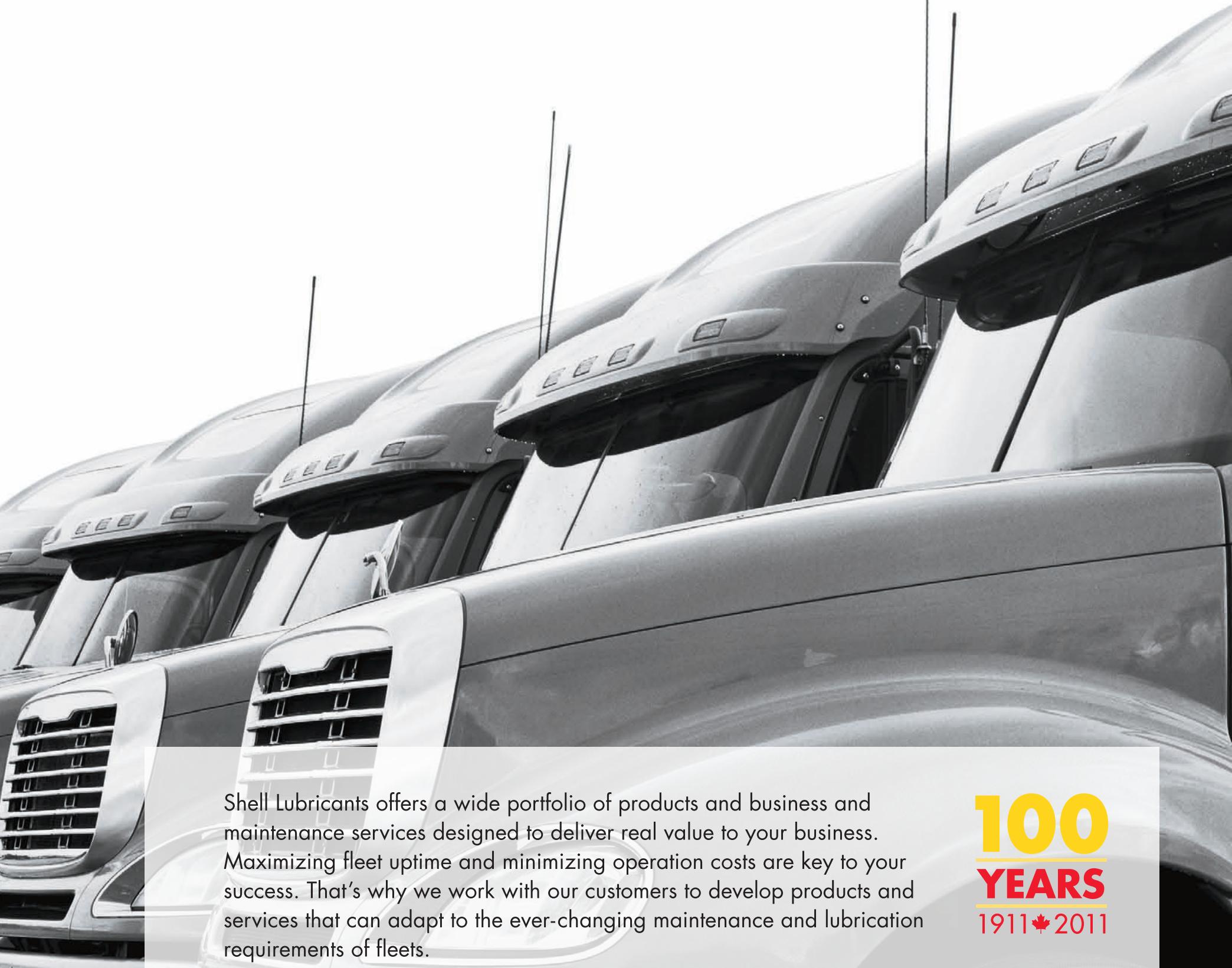
Many fleets have taken an added step in driver safety by limiting the number of calls and messages they send to drivers who are known to be moving down the highway. Dispatchers, for example, are timing calls so they do not add to the distractions in a truck cab.

Other fleets have even incorporated cell phone bans to their safety-based incentive programs. The policing involves tracking customer complaints, or comparing company cell phone records against the satellite information which shows when a driver was on the road, particularly if an incident occurs.

Collectively, they are the tools that help to ensure drivers keep their eyes on the road and hands upon the wheels. □

*– This month's expert is Scott Creighton. Scott joined Markel as an advisor in the safety and training services department in 2007. Scott has brought with him more than 20 years of experience as a driver and a safety supervisor including 18 years working for an overdimensional carrier. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry.*

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## INDUSTRY

# TSA wields a big stick

## Air cargo carrier incident raises questions

In early March of this year, Air Canada quietly announced that it was about to shut down its cargo carrying service to the United States. The announcement was distinctly low-key for something with such inherent ramifications on commerce between Canada and the US. It came out on a Wednesday and advised that the following Monday was the end date for air cargo shipments to the US.

To suggest that this caused a small ripple in the shipper/carrier/freight forwarder community would be to understate in the extreme. What's more, no details or explanation were available other than an innocuous statement that air carriers needed to comply with a new directive from the US Transportation Safety Administration (TSA). As it happened, TSA had issued an emergency amendment that was to take place within days to its security measures. The lead time for the notice was too short to allow air carriers to take the necessary steps to comply; leaving them no choice but to embargo all US-bound cargo 'until further notice.'

TSA forbids anyone from disclosing to the public (read shippers) details of its security directives, which makes some sense, but makes compliance a little difficult.

Here is the text of Air Canada's announcement, which contained all the explanation they could provide:

*"The US Transport Security Administration (TSA) has issued an emergency amendment to security measures which will take effect March 10, 2011. Given the short notice, it will not be possible for us to implement the necessary measures to ensure compliance and as a result, we are required to embargo all cargo flown to the US effective March 10, 2011 until further notice. Shipments already accepted prior to this date will be carried to destination. Discussions continue with TSA as well as other country security agencies to find ways to mitigate this situation as quickly as possible."*

Then, on March 11, Air Canada informed its customers that the embargo had been lifted and it was now all systems go. That announcement read as follows:

*"We (Air Canada) have been in contact with the TSA and are pleased to advise you that we fully resume our cargo operations while maintaining a heightened level of security as required by these new measures...We apologize for the inconvenience caused to our customers and are very pleased to have arrived at a rapid resolution."*

TSA wields a big stick. Its security directives apply to US aircraft operators, US all-cargo aircraft operators, foreign air carriers, and foreign all-cargo air carriers operating to the United States. In its bulletin dated March 10, TSA advised that:

*"Freight forwarders with air cargo operations at NON-US LOCATIONS should expect to see revised requirements for all shipments inbound to the US. US aircraft operators, US all-cargo aircraft operators, foreign air carriers, and foreign all-cargo air carriers will be requesting information for all shipments on each master airwaybill (MAWB) that they accept for trans-*

### Private Links

BRUCE RICHARDS

*portation from a NON-US LOCATION to the US. This information will include a specific statement (that the aircraft operator will provide to forwarders) regarding each shipper. This information will include shipper account history, and is necessary for an aircraft operator to determine what security measures they must apply in accordance with their Security Directive or Emergency Amendment.*

*"By providing this statement, the forwarder is attesting to the accuracy of the information for the shipper. Pro-*

*viding this accurate information to air carriers will expedite the screening process. As always, TSA reminds all IACs (Indirect Air Carriers) to remain vigilant and report suspicious activity to local law enforcement."*

The TSA refused any further comment on the new security directives, which some say have come with little warning for industry. We have no expectation that TSA or any other agency should provide full disclosure of the reasons for these decisions, but this one seemed a little arbitrary for something with such a significant impact.

This is such sensitive ground that few are even willing to discuss what happened or why, or, more specifically, what this new security directive from TSA entails. It's all very Orwellian in nature. Air carriers are already required to screen all shipments destined for the US that are over a designated size or are not from a 'known (trusted) shipper.' More stringent screening is due to kick in by the end of 2011.

That program seems to have worked to date. In fact, we understand that

many carriers are far ahead of a scheduled Dec. 31, 2011 date for meeting the new protocol on screening.

Now, in addition to enhanced screening requirements there may be a move afoot to redefine what constitutes a 'trusted shipper.' Some of the criteria being proposed could eliminate seasonal or periodic shippers, putting them at a competitive disadvantage. While the March situation was resolved quickly enough, one has to wonder when the next one will occur. Can or will TSA or any other agency, arbitrarily shut down commerce without notice? We may never know what it was that instigated the March episode and that's disturbing.

This time it was the air cargo sector, but what if we had an overnight shutdown of cross border trucking? The chaos and interruption to commerce would be immeasurable. □

*– The PMTC is the only national association dedicated to the private trucking community. Send comments to trucks@pmtc.ca.*

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## FLEET NEWS

**Canuck fleets sweep TCA safety grand prizes**

**SAN DIEGO, Cal.** – Two Canadian carriers have claimed the top grand prizes at the Truckload Carriers Association's highly coveted National Fleet Safety Awards. Brian Kurtz Trucking of Breslau, Ont. won the award for truckload companies in the small carrier division (total annual mileage of less than 25 million miles), while Bison Transport of Winnipeg, Man. won in the category for truckload companies in the large carrier division (total annual mileage of 25 million or more miles).

TCA presented the awards to Brian Kurtz, president of Brian Kurtz Trucking, and Rob Penner, vice-president of operations for Bison Transport, at the association's annual awards banquet held March 15 at the San Diego Convention Center. This year marked the fourth time Bison Transport has won the grand prize at the awards ceremony.

The fleets earned top honours in their respective categories while competing against Canadian and American trucking firms. Also receiving recognition were MacKinnon Transport of Guelph, Ont., which topped its division for carriers with total annual mileage of 15-24.99 million miles, and Groupe Robert of Boucherville, Que. which came in second place in the 50-99.99 million miles division.

The two grand prize winners were selected from among 18 division winners in the National Fleet Safety Division Awards announced in January. In order to be granted the prestigious grand prize, both companies had to demonstrate that they strive to meet stringent standards in their overall safety programs, on and off the highway, and were judged to be the best in their commitment to improving safety on the nation's highways. □

**Manitoulin acquires Exalta Transport**

**MEDICINE HAT, Alta.** – Manitoulin Transport has expanded its western presence by acquiring Exalta Transport. Based in Medicine Hat, Alta., Exalta is a regional carrier serving western Canada, operating 300 pieces of company-owned equipment out of seven terminals.

"The acquisition of Exalta Transport demonstrates our commitment to our customers and prospects in Western Canada as we continue to expand our western reach and press forward with our goal of complete transportation coverage throughout the country," said Gord Smith, president, Manitoulin Group of Companies. "Our expansion into Saskatchewan and Southern Alberta will provide direct service coverage and a uniform level of service across the Manitoulin network. As well, we can better partner with businesses as they grow by accessing Manitoulin Group of Companies' local and global services, including

ground transportation, international freight forwarding, customs brokerage, warehousing, supply chain management and logistics."

Exalta provides scheduled general freight service between Regina and Saskatoon and among terminals in Brooks, Calgary, Edmonton, Lethbridge and Medicine Hat, Alta.

It also offers a through service between points in Alberta and Saskatchewan and a truckload division serving points in B.C., Alberta, Saskatchewan and Manitoba. Manitoulin officials said the transition will be seamless to Exalta Transport customers. John Finn, former owner of Exalta, will stay on as a consultant to ensure a smooth handover, the company announced. All Exalta employees will be retained by Manitoulin, the company said.

"Exalta Transport is a natural fit for Manitoulin Transport," said Smith, "not only for its strategic locations, assets and regional experience, but because of our shared culture of customer service, dedication to growth and continuous improvement." □

**Bison bursts into US with Britton buy**

**WINNIPEG, Man.** – Bison Transport is set to acquire Grand Forks, N.D.-based Britton Transport. Britton is an asset-based and non-asset-based transport provider providing van, flatbed, step deck and bulk hopper truckload services primarily in the continental US.

"The acquisition of Britton is an important first step in Bison Transport's US expansion strategy," said Bison president and CEO Don Streuber. "Britton is a well run operation and has been a strong US partner carrier of ours over the last five years handling a growing portion of our US freight. This transaction will provide Bison Transport a US base of operations in close proximity to one of our key border crossing in the northcentral US. We look forward to working with Dave Britton and the Britton employees in providing an expanded quality service offering to Britton and Bison customers."

"Since 1980, our company has grown from a small brokerage operation with two employees to a full service truckload transport provider with over 45 tractors and 65 employees and drivers," said Britton Transport founder Dave Britton. "We have grown over the years by providing our customers reliable and innovative transportation services through the dedication and teamwork of our employees. Bison is a key customer and an important partner of Britton's and this transaction represents a natural evolution of that relationship. We are very pleased to join the Bison family and I feel it gives our employees and our customers a platform to grow in the years ahead."

The transaction is subject to customary closing conditions and is expected to be completed in late May. Financial details concerning this transaction have not been disclosed. □

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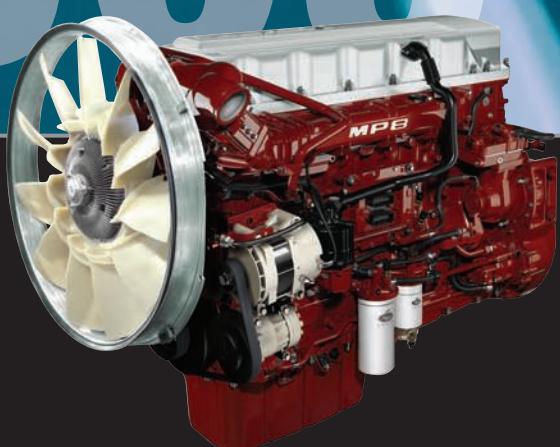
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## MATS REPORT

# Eaton's chief economist sees good times for trucking

**By James Menzies**

**LOUISVILLE, Ky.** – Eaton shared its chief economist with trucking journalists at the Mid-America Trucking Show, and while James Meil warned “headwinds and tailwinds are at work,” his message was one of opportunity.

“We think a recovery is clearly taking shape,” Meil said. “The manufacturing sector is rebounding, inventories are starting to come back, truckload pricing is firming and we think Class 8 capacity was about right three months ago.”

Meil said capacity utilization has reached the “sweet spot” of about 90%, up from a low mark of about 78% during the recession. In fact, he said a truck shortage is already materializing after the US trucking industry removed about 225,000 Class 8 trucks from the roads over the past several years.

“This was part of the belt tightening process to right size the truck

fleet,” Meil explained.

“(Capacity utilization) is starting to get back to the sweet spot. We think 90% was reached in November. We think you are now in a situation where capacity utilization is a fairly robust 93% and that means right now, there’s a truck shortage in North America based on our calculations. As of January, our best guess is you were dealing with a shortage of roughly 40,000 units. Don’t be surprised if by year end, the shortage starts to get to 100,000, 120,000 or even higher.”

Meil said the industry is essentially reliving the cycle it went through in 2004, which were prosperous times for the trucking industry.

In early 2004, we started to see a revival of the economy, a revival in truck freight and by the end of the summer and into early fall, there was all kinds of talk about a transportation capacity shortage.

We’re almost going through the same drill and almost at the same time of year as in 2004,” Meil said.

Of course, challenges remain as the industry emerges from one of the worst ever recessions. Meil wondered how equipment manufacturers will be able to keep up with demand as Class 8 truck orders surge an expected 55.6% from last year, to about 240,000 units.

“We haven’t had to do this in a long time,” he said. “We think we’re up to it, but we’re going to see.”

The overall truck fleet is older than it’s ever been, Meil pointed out. The next decade, Meil said, can be defined as the “Era of High Costs.” Fuel prices will be high and volatile, equipment prices will be high and volatile, a driver shortage will emerge and there’s no sign the government will stop introducing onerous new regulations.

While Meil said the US truck-

ing industry shed 120,000 drivers during the recession, he also noted there are three million Americans who’ve lost manufacturing and construction jobs, so there’s a pool to draw from if wages become more competitive.

“The industry is going to have to pay these folks,” he said, noting trucking wages when compared to manufacturing and construction wages have been on the decline for 20 years. “In order to fill these seats, these trends might have to be reversed.”

While Meil’s message was overwhelmingly positive, he left journalists with a laundry list of 10 worries that keep him up at night: a rise in commodity prices; European financial weakness; Middle East instability; US inflation in 2013 and after; the feds’ ability to exit from its monetary easing; US state and local government finances/deficit; US federal government finances/deficit; China overheating; and the catastrophe in Japan.

“Overall, the economy is in a solid but not spectacular recovery,” Meil concluded. “The next three years are going to be terrific years for those on the supply side of the business and for motor freight operators themselves.” □

## Michelin expands fleet program to O/Os, plans Canadian launch

**LOUISVILLE, Ky.** – Michelin is expanding its popular Advantage Program to owner/operators and says it will soon offer the program in Canada as well. The program is aimed at providing small fleets with the same support and technical expertise traditionally available only to large fleets.

“We’ve seen the popularity of the Michelin Advantage Program increase significantly as more and more people are realizing that you don’t have to be a big fleet to get an advantage or have a relationship with Michelin,” said Fritz Mueller, small fleet business segment manager Michelin Americas Truck Tires. “For example, in January 2011, Michelin doubled the number of customers who signed up for this program compared to the same month last year. Now, more trucking professionals that operate their own business will have additional opportunities to control their costs, save time and improve their safety.”

The Michelin Advantage Program provides an online resource for small fleets and owner/operators that enables them to make better tire purchasing and maintenance decisions.

It’s a business program that’s free of charge. It also provides benefits such as access to Michelin’s ONCall emergency roadside assistance service with no dispatch fee. Members also have access to a wide range of training information and maintenance tips and techniques.

The program’s Canadian introduction is currently in the works, and *Truck West* will have further updates when it becomes available on this side of the border. □

## Cummins shares secrets to thriving in vertically integrated world

**By James Menzies**

**LOUISVILLE, Ky.** – Cummins president and COO Tom Linebarger shared some insight prior to the Mid-America Trucking Show on how the independent engine manufacturer plans to remain relevant as OEMs move towards greater vertical integration.

Cummins’ strategy, which appears to be working, may come as a surprise. Linebarger said Cummins is bringing its OEM partners closer, even when those very companies are taking bread of Cummins’ table by aggressively promoting their own engines.

“Most of our customers make their own engines too,” Linebarger acknowledged. “How are we going to survive vertical integration? That’s an issue we face strategically and something we think very seriously about.”

Linebarger said Cummins’ three-pronged strategy involves: technical leadership; partnerships; and focus.

“It’s a very simple strategy,” Linebarger said. “As an independent engine manufacturer, we have to have the best set of technologies, the best products to offer. We can’t be the same, we can’t be equal, we

have to be better – and that’s the fundamental starting point for Cummins.”

That means sourcing the world for parts and components and taking advantage of its position as a global manufacturer to draw from innovations achieved elsewhere.

“The thing being global gives you is the ability to look at different markets and get technical innovations in a bunch of different ways,” Linebarger said. “We are developing SCR systems in China that have to come in at half the cost of the SCR systems in the US. We don’t know what the standard is going to be (in China) but we know it needs to cost half as much. So, when we come up with a system that costs half as much, if it gets pretty close to the standard that we have here, maybe taking that one and developing it upwards might give us a whole new innovation on how to build SCR systems.”

Perhaps most surprisingly, Linebarger said Cummins is taking steps to work more closely with its OEM partners, even if it means sharing trade secrets and helping their competitors build better engines themselves.

“We are learning how to inte-

grate with customers better,” Linebarger said. “We have to be like an internal engine division of our customers, since that is what they’re going to compare us to. We have to be as good or better as their internal division. We have to make it as easy or easier to do business with us as it is to do business with their internal engine division.”

That means taking an interest in the success of its OEM partners, even when they are promoting their own engines. And it even means teaching them how to build better engines themselves – a counterintuitive approach that Linebarger says is working.

“We have to be thinking every day about how to make them more successful,” he said, “which puts some new burdens on us, in terms of how our product works. Just to give an example: technical collaboration. We have always said we want to be the technical leader, so you want to keep your technical things pretty close to your chest. If you give them to them, they’re equal. What we figured out is, we can’t be their partner if everything we come up with, we give to them one piece at a time. If they’re making their own engines, we help them with their engines too. We bring in our components group and say ‘You’re making engines, we’ll help you with those too. We have SCR systems, turbochargers and filtration systems, so we’ll help you with yours too.’ It sort of feels a little weird, but if we don’t do that, we’re not like that internal engine division.”

So far, Cummins approach is paying dividends, Linebarger said.

“What has happened is, we’ve built trust with those partners. We’ve drawn them more to Cummins technology. Integration with their vehicles is easier and it’s now easier to do business with us because we have some common components and common interfaces,” he said. “This cooperation is different now than it was before, but that’s going to be fundamental to our success going forward.” □

## Cummins lauds new engines

**LOUISVILLE, Ky.** – Cummins kicked off the Mid-America Trucking Show by announcing it accomplished what it set out to do with its EPA2010 engines, improving fuel economy by 6% – and then some.

Company officials said Cummins’ new engines exceeded fuel economy promises, and Steve Charlton, vice-president and chief technical officer of the engine business, said further tinkering with engine calibrations in early 2011 has improved fuel and diesel exhaust fluid (DEF) consumption rates beyond the 6% Cummins initially promised and delivered upon.

Rich Freeland, president of Cummins’ engine business, declared the company’s EPA2010 product launch “our best product introduction in modern history.”

In addition to improved fuel economy, to the tune of 6% or more, Freeland said “reliability looks to be the best in our history.”

Freeland said Cummins has kept its production capacity in tact through the recession and is well positioned to meet customer demands as the market recovers. He also declared that while the past decade was all about emissions, the next 10 years will be defined by who is best at maximizing fuel economy.

“The next decade will be all about fuel economy,” Freeland said. □

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## MATS REPORT

# International MaxxForce 15 makes Mid-America debut

**LOUISVILLE, Ky.** – At the behest of Canadian customers, Navistar International has come out with a 15-litre MaxxForce engine for high-horsepower applications.

The company also is coming out with a higher rated MaxxForce 13 – with up to 500 hp and 1,700 lb.-ft. of torque available – in hopes 13-litre power will be sufficient for the majority of applications.

But for those customers who demand big power, the MaxxForce 15 will fit the bill, Jim Hebe, Navistar's senior vice-president, North American sales operations, announced at the Mid-America Trucking Show. With the industry shift towards 13-litre power, Hebe admitted it would be easy to ignore the severe service market.

"The obvious question is why bother?" he asked. "It's real simple. We have customers in Canada and customers in the US in certain applications who just, their applications just demand an extreme engine with extreme power in the most severe applications."

Development of the MaxxForce 15 began in 2006 when Cummins diverted from its in-cylinder EPA2010 emissions strategy and announced it would pursue selective catalytic reduction (SCR) along with all other heavy-duty engine manufacturers. That decision, Hebe said, left Navistar in a bind, with essentially four

options: following Cummins down the SCR path; developing a 15-litre engine from scratch; finding a European engine partner; or finding a North American solution.

"We chose what we thought was the best possible solution out of all the above, and chose the Cat C15 for the foundation of what is now the MaxxForce 15," Hebe said.

Navistar married the Cat C15's block and crankshaft with its own fuel and air systems and its Advanced EGR technology.

The new engine can be paired with the International ProStar+ with ratings up to 500 hp and 1,850 lb.-ft. of torque while the vocational PayStar can be mated with a MaxxForce 15 with up to 550 hp.

Hebe said the ProStar+ comes in a 125-inch BBC to accommodate the larger engine, adding "we increased our BBC without compromising aerodynamics."

Navistar execs also promised at the Mid-America Trucking Show that they will deliver the most complete line of alternative fuel vehicles, including an International ProStar+ powered by a liquefied natural gas version of the MaxxForce 13.

A prototype version of the vehicle was on display at the show. Hebe noted the LNG MaxxForce 13, available with 430 hp and 1,550 lb.-ft. torque, runs on a mixture of



**STAYING ON:** Navistar exec Jim Hebe announced at MATS that he has renewed his contract with Navistar, despite rumours he was retiring.

15% diesel and 85% natural gas.

"Be assured, we are going to be the industry leader in natural gas technology," Hebe vowed. "Not just

offering a one-size-fits-all solution, but our engine, purposely designed to fit your applications from medium-duty to heavy-duty." □

## Peterbilt takes bold step in making disc brakes standard on all Class 8 models

**LOUISVILLE, Ky.** – Peterbilt has become the first North American truck maker to make air disc brakes standard on the front axle of all its Class 8 trucks.

The company made the announcement at the Mid-America Trucking Show, noting the move will ensure its customers will easily meet impending new stopping distance requirements.

Benefits of disc brakes include: more effective stopping power; reduced weight; and less maintenance.

"Air disc brakes are the premium choice for fleets looking to improve driver productivity and minimize downtime," announced Bill Jackson, Paccar vice-president and Peterbilt general manager. "Standard air disc brakes on all our Peterbilt models ensures we are providing our customers a solution to comply with the government's reduced stopping distance regulations going into effect this August, as well as a feature that has a positive effect on their bottom line."

Peterbilt also announced it has upgraded the rotors that come with its disc brakes to a 'splined' design, which shaves up to 50 lbs from the vehicle.

Also new from Peterbilt was a line of Peterbilt Premium Seats, with improved ergonomic and comfort features. The seats provide heating and cooling options and an automatic height modification feature that prevents the seat from changing positions when a driver sits or stands.

"Peterbilt worked to develop a seat with features comparable to luxury automobiles," said Landon Sproull, Peterbilt's chief engineer. "The Peterbilt Premium Seats deliver maximum comfort and exceptional reliability."

Peterbilt has also introduced a lightweight option package, which allows

customers to spec' day cabs weighing as little as 14,200 lbs and sleepers as light as 15,800 lbs.

The package includes: the Paccar MX engine; composite front springs; aluminum components; enhancements requiring fewer batteries; an aluminum fifth wheel and ILS slider; and a rear drivetrain with an aluminum drive beam. The lightweight package is available on all Pete line-haul and pickup and delivery vehicles and can be spec'd in whole or in part.

Also new is an extended day cab

for Pete's entire line of Class 8 trucks, providing an extra 10 inches front to back and six more inches of head room.

"Peterbilt's extended day cab is ideal for and customers who require a larger operating environment and increased maneuverability," Peterbilt's Jackson.

"With the large standard rear window, the extended cab also provides superb visibility, making it optimal for vocational, heavy haul and pick-up and delivery applications." □



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## MATS REPORT

# Mack makes aerodynamic improvements to Pinnacle

**LOUISVILLE, Ky.** – Mack Trucks unveiled an assortment of product enhancements, including new, optimized roof and chassis fairings for the Mack Pinnacle, additional fuel-efficient Econodyne ratings for its Mack MP engines and interior enhancements to improve driver comfort and productivity.

Mack rolled out redesigned roof fairings for its Pinnacle 70-inch high-rise, 70-inch mid-rise and 60-inch mid-rise sleepers.

The company also debuted stronger, lighter, longer chassis fairings, covering up to a 140-gallon fuel tank – yet costing considerably less than the previous option. Customers ordering Mack Pinnacle model sleepers with improved aerodynamics can expect up to a 6% fuel efficiency improvement, according to Jerry Warmkessel, marketing manager, highway products.

"The new roof fairings are optimized for the lowest possible coefficient of drag and a much smoother transfer of air from the truck to the trailer," Warmkessel said. "The design of the new chassis fairings is simpler, and more aerodynamic. The fuel efficiency improvements achievable with these optimized aero aids and the proven performance of our MP engines

with ClearTech SCR positions the Mack Pinnacle among the best in highway fuel efficiency."

Warmkessel placed the fuel savings possible by this combination of features at 12.5% and said he believes such savings at a time when fleets are so concerned about rising diesel prices will lead to greater interest in the Mack brand.

"We will be in double digit figures in market share in the very near future. I absolutely guarantee it," he said.

Building on the fuel saving performance of its EPA2010-certified MP engines, Mack also announced the addition of four new Econodyne ratings – MP7-405E, MP8-415E, MP8-445E, MP8-505E – optimized for fuel efficiency without sacrificing power. Through an enhanced fuel mapping strategy, Mack's EconoBoost intelligent torque management system offers an extra 200 lb.-ft. of torque seamlessly through the system command.

"We found that drivers can significantly increase fuel efficiency by remaining in the top gear as much as possible," said David McKenna, Mack director of powertrain sales and marketing. "EconoBoost initiates at 1,300 rpm, providing additional pow-



**BETTER AERO:** New aerodynamic fairings from Mack improve the Pinnacle's fuel efficiency by as much as 6%, the company claims.

er that allows drivers to remain longer in the top two gears. The engine torque reverts back to the lower profile when the engine senses situations with zero torque input, such as cresting a hill."

Further enhancements to the Mack Pinnacle series include an optional one-piece windshield, and an updated Grand Touring trim package with button-tuck vinyl and ultraleather seats that

provide drivers comfort and a welcoming environment, at no extra charge over the previous trim offering.

Mack also introduced a new twin-steer package for its Granite model heavy-duty Class 8 conventional straight truck.

Available in axle-forward or axle-back packages, the twin-steer now offers vertical back-of-cab aftertreatment packaging. □

## ATDynamics to release TrailerTail Nano for Canadian customers

**LOUISVILLE, Ky.** – ATDynamics is coming out with a Nano version of its TrailerTail that will comply with Canadian regulations.

The new model was announced at the Mid-America Trucking Show.

Bob Ozden, chief operating officer of ATDynamics said the Nano version will extend two feet from the rear of the trailer and deliver fuel savings in the range of 4%.

The expected savings of the mini-trailer tail have not yet been scientifically proven.

The TrailerTail Nano will also be

suitable for double trailer applications and intermodal operations, Ozden said.

Meanwhile, popularity of the device continues to increase in the US. ATDynamics announced Werner Enterprises recently placed an order for 130 units after field testing the product and another "Top 10" US fleet has committed to the product, Ozden said.

The four-foot TrailerTail, which can be used across the US, has proven to reduce fuel consumption by 6.6% when travelling at high-

way speeds.

Ozden said fleet customers always combine TrailerTails with side skirts, which together can provide fuel savings of 7/10ths of a mile per gallon.

Tails alone provide savings of 4/10ths mpg, he noted, providing a payback in six to 24 months. ATDynamics sells Canadian manufacturer Transtex Composite's side skirts, providing a complete trailer aero solution.

ATDynamics has delivered more than 4,000 TrailerTails to date.

They're priced at US\$2,800 for individual orders with volume discounts available.

Five to 10 units are deployed in the US every day, Ozden pointed out. So far, the device has accrued 14 million miles of real-world experience with only about a half dozen failures, Ozden noted, and he blamed those on improper installations by dealers.

ATDynamics has dismantled its dealer network and is in the process of building a new one that will better serve the industry's needs, Ozden said.

The Canada-compliant TrailerTail Nano is expected to weigh about 100 lbs and will be available this fall. It will come with a three-year warranty. □

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## Volvo offers new cab interior

**LOUISVILLE, Ky.** – Volvo used the Mid-America Trucking Show as the launching pad for three redesigned interior options and 10 new seat coverings, aimed at increasing comfort and productivity – and attracting and retaining drivers.

"We gave each trim level a complete overhaul and introduced a softer colour palette with contrasting, multidimensional fabrics to complement our ergonomic cab design," Volvo Trucks product manager Frank Bio said. Bio explained the design team was inspired by contemporary designs of homes and offices and focused on providing a functional design that was easy to maintain while providing a feeling of brightness and roominess. □



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## MATS REPORT

## Kenworth offers new seats, regional T660 and 6x6 T370

**LOUISVILLE, Ky.** – Kenworth unveiled several new products at the Mid-America Trucking Show, including a line of high-end seats, a regional version of its T660 and an all-wheel drive 6x6 T370.

The new seats were designed exclusively for the Kenworth T700. The line will consist of GT701, GT702 and GT703 models, offering a range of options and features, including an air suspension that can automatically adjust to the weight of the driver. This feature will allow team drivers to both ride in comfort without having to fiddle with the settings.

The seats also offer an adjustable shock that provides drivers with a full range of height adjustments.

The seats are available in vinyl, cloth or leather and cushions can be replaced without removing the suspension structure, the company announced. Each version comes with optional heating while the GT703 also offers a cooling option.

"The Kenworth GT700 series seats are made to Kenworth specifications and provide drivers the ability to fine-tune their ride experience, making the Kenworth T700 an even more compelling choice for truck fleets and operators," said Preston Feight, Kenworth chief engineer.

"The driver seat is something truck fleets and operators can't afford to ignore since it's a critical component in helping driv-

ers stay comfortable, alert and focused while driving."

### T660 regional hauler

Kenworth also unveiled a new version of its popular aerodynamic T660 configured for regional applications. Some of the features include a shorter wheelbase, tighter chassis packaging, improved maneuverability and weight savings of about 250 lbs – all while maintaining the T660's fuel tank capacity.

"This new Kenworth T660 option is especially useful for regional haulers interested in operating aerodynamic trucks to help increase fuel efficiency and reduce fuel costs," said Feight. "The Kenworth T660 regional hauler configuration offers the same styling and lighting advantages – and similar aerodynamic advantages – as the standard T660 with the maneuverability and fuel capacity of the Kenworth T800."

And speaking of the T800, Kenworth officials pointed out that the iconic truck is celebrating its 25th anniversary this year. The company has produced more than 235,000 T800s since the model was introduced in 1986, 80% of which are still on the road today.

### 6x6 T370

Getting back to the new stuff, Kenworth also announced it will be offering a 6x6 version of its T370 medium-duty truck.

"This new offering will benefit

operators running utility service, construction, oilfield service and boom trucks, in addition to municipal applications, such as fire and emergency vehicles," Feight said. "Customers get a great medium-duty truck for applications which require a heavier front axle

and tandem rear axle to get the job done."

The T370 6x6 will have front drive axles with ratings ranging from 10,000 lbs to 16,000 lbs. It will come with a 40,000-lb rated rear suspension from Chalmers, with a Hendrickson offering to be introduced later this year.

The T370 is powered by Paccar PX-6 or PX-8 engines. □

## Shell's popular Million Mile Haul of Fame expanded to US

**LOUISVILLE, Ky.** – Shell has taken its popular Canadian Haul of Fame concept and rolled it out across North America.

The newly-created Shell Rotella Million Mile Haul of Fame was introduced at the Mid-America Trucking Show during a special event to acknowledge its first American member, owner/operator Jerry Kissinger. Kissinger's stunning 1991 Mack Superliner was showcased at the event. It has more than a million miles on the engine, all of which were run with Shell Rotella heavy-duty engine oil.

Kissinger received a Shell Rotella Million Mile Haul of Fame leather jacket, an engraved keychain and a certificate of achievement.

"Being the first person to become part of the Shell Rotella Million Mile Haul of Fame is a great honour," said Kissinger. "Shell Rotella has proven to me for many years that it can protect my engine and has helped keep me on the road doing what I love."

"Truck drivers typically take excellent care of their trucks and maintaining the engine is a big part of that," added Mark Reed, global brand manager for Shell Rotella. "The Shell Rotella Million Mile Haul of Fame, began in Canada and has now been expanded to the US to recognize drivers that rely on Shell Rotella heavy-duty oil."

Shell officials said at the event that they are finalizing a new online home for the Haul of Fame. The program's existing Canadian members will be migrated to the new Web site when it's up and running any day now.

To be accepted into the program, truck owners must prove they've driven their vehicle at least a million miles using only Shell Rotella heavy-duty engine oil since the 250,000-mile mark. The engine must retain its original pistons, liners and rings. □

## Bendix advances Wingman, sees continued growth of full-stability systems

**LOUISVILLE, Ky.** – Trucks, it seems, just keep getting safer. There was more evidence of that at this year's Mid-America Trucking Show, where Bendix unveiled a new generation of its Bendix Wingman collision mitigation system and announced further penetration of its Bendix ESP full-stability system.

Bendix Wingman Advanced combines adaptive cruise control with braking intervention when required to avoid or lessen the severity of an impending accident. The technology is built upon Bendix's ESP full-stability system. Perhaps the biggest enhancement to the system is the braking intervention capabilities

are "always on." The first version of Bendix Wingman only offered braking intervention when the vehicle was in cruise control.

"Bendix Wingman Advanced represents another step forward in commercial vehicle safety," said Fred Andersky, Bendix director of marketing, controls. "Bendix continues to build on its commitment to deliver cost-effective, active safety solutions that can positively impact ROI for fleets. Utilizing Bendix Wingman Advanced may help fleets and their drivers in the new CSA (Compliance, Safety, Accountability)-driven environment to maintain a strong safety performance and better scores, which, in turn, may help drive revenue, lower costs, and increase profitability."

Bendix Wingman Advanced features stationary object detection, preventing collisions with metal objects such as stalled cars, appliances or other road hazards. It does not detect wildlife or other non-metallic objects.

The stationary object detection capability issues only a warning – it does not take control of the vehicle.

"Fleets and their drivers tell us this alert is especially helpful," Andersky said.

"We've all heard about situations involving trucks and stalled vehicles on the road and the resulting consequences. Stationary object alerts may give the driver a head's up, enabling him or her to

slow, change lanes, steer to avoid – or at least lessen the severity of – a potential collision."

Bendix also announced its Trailer Remote Diagnostic Unit (TRDU) is now compatible with most trailer ABS systems, including those from competitors. The new capability will help technicians troubleshoot problems on virtually all their equipment.

"The Bendix TRDU has always been a helpful diagnostic tool that allowed technicians to quickly diagnose Bendix trailer ABS problems," said Andersky. "By expanding the Bendix TRDU to non-Bendix trailer ABS systems, we're helping increase technician efficiency and on-the-job ease. And we're helping fleets and owner/operators keep trailers on the road delivering revenue."

Bendix also announced its full-stability ESP system has seen continued growth. Andersky said the Bendix ESP stability system has reached a market penetration of 13% in Classes 6-8 vehicles in 2010. More than 100,000 units have now been delivered as the stability has burst onto the mainstream.

"2010 was a record-setting year for Bendix ESP in North America," Andersky said.

"Not only did penetration increase, but we had our highest year of unit sales and met a major milestone – exceeding 100,000 Bendix ESP units delivered since its introduction in early 2005." □

# MISSING

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**Weight:** 135 lbs

**Eyes:** Hazel

**Hair:** Blonde

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## MATS REPORT



**IMPROVED AERO:** Volvo says its new aero package and powertrain enhancements can improve fuel efficiency by 8% over 2007 models.

## Volvo fighting high diesel pricing with 8% fuel efficiency improvement

**LOUISVILLE, Ky.** – Fuel efficiency is top of mind for truck buyers these days and Volvo Trucks North America had some very good news on that front at the Mid-America Trucking Show. The truck maker introduced powertrain enhancements and advanced aerodynamics for its VN highway series aimed at delivering

an 8% improvement in fuel efficiency over EPA07 engines – with additional gains possible through the use of new fleet management and driver development tools.

Building on the fuel efficiency delivered by Volvo Trucks' EPA2010 solution with 'No Re-gen' SCR technology, Volvo introduced a new 455

hp and 1,550/1,750 lb.-ft. torque rating for the Volvo D13 engine. The new rating complements Volvo Trucks' existing Eco-Torque and Dual-Torque ratings of 405, 425, 475 and 500 hp, designed to maximize fuel economy by providing a driver-intuitive algorithm that rewards fuel-efficient driving and encourages low rpm engine operation.

"Eco-Torque and Dual Torque ratings take advantage of high-torque-rise engine curves and take effect in the top two gears, where drivers in line-haul operations spend as much as 95% of their driving time," said Ed Saxman, Volvo Trucks' drive-train product manager. "On demand, engine torque will increase by 200 lb.-ft. – even 300 lb.-ft. in the case of the 425-hp engine – to allow the vehicle to remain in top gear on most grades. Eco-Torque ratings allow full performance and fuel economy in the remaining gears, while Dual-Torque ratings are available to allow lower-rated transmissions to be used."

Volvo Trucks also offers the Eco-Torque ratings on both its D11 and D16 engines.

Customers can also now achieve fuel savings through Volvo Trucks' new Mass Based Variable Torque

software that senses the gross combination weight of the truck and adjusts the engine's torque when the truck is lightly loaded.

Volvo also unveiled new exterior components in the Fuel Enhancement package offered on 2011 Volvo VN model trucks. These include redesigned mirror heads with aerodynamic shrouds and arms, redesigned hood mirrors that also increase visibility, new bumper and side fairings, and a newly designed bug deflector that reduces fuel efficiency degradation. Volvo Trucks' VN day cab models also now offer a more aerodynamic roof fairing and sun visor.

"The Fuel Enhancement package allows customers to optimize airflow around the cab, eliminating turbulence during the transfer of air to the trailer and improving fuel efficiency," Volvo Trucks product manager Frank Bio said.

Driver performance is a significant component of the fuel efficiency equation, so Volvo Trucks is also offering a new fuel management tool through Volvo Link that provides weekly reports with driver and vehicle data. The fuel management tool also allows fleets to compare their results against similar fleets so they can benchmark their performance. □

## Daimler launches mobile parts and service app

**LOUISVILLE, Ky.** – Daimler Trucks North America has a new mobile application for smartphones which allows drivers to access service locations, parts information and to connect to on-call breakdown assistance services.

Called TruckerNet, the application has a service location finder and parts specials. Drivers will also have the ability to access immediate breakdown service support with connections to the Excelsior breakdown assistance service through the app's one-touch interface.

"The adoption of Web-enabled phones has skyrocketed in our industry over the last few years as everyone from owner/operators to fleet drivers look for better ways to share information and stay connected," says Daniel Haggerty, director of parts marketing for Daimler Trucks North America. "We're leveraging that technology to help drivers on the road with better information and access to the parts and service they need."

The TruckerNet smartphone app is available for iPhone through Apple's iTunes App Store and for Android system phones at the Android Market.

A version for RIM Blackberry systems is planned for release in the late spring.

To download the mobile app, drivers can go to TruckerNet.com to download the app directly to their desktop or directly to their smartphone by choosing their operating system or by downloading a QR code from the Web page. □

## Freightliner offers new aerodynamic enhancements for Cascadia

**LOUISVILLE, Ky.** – Freightliner introduced aerodynamic enhancements to its Cascadia at the Mid-America Trucking Show that company officials say deliver up to 1.8% improvement in fuel economy over the current 72-inch raised roof aerodynamic model.

The enhancements include next generation chassis side fairings and 20-inch side extenders. These follow previously introduced enhancements to the roof deflector, chassis skirts, valence panel and bumper with closures.

In addition to the aerodynamic enhancements, Freightliner also displayed additional options geared at delivering further fuel efficiency improvements, such as the Detroit Diesel DD15 engine, direct drive transmission, a variable speed fan, and its RunSmart Predictive Cruise Control system. □

## Western Star introduces enhanced interior

**LOUISVILLE, Ky.** – Western Star has updated the interior for all of its truck models, including

the recently introduced 4700 model. The enhanced interior includes customizable compartments and shelving and brighter colour options.

"Based on feedback and customer input, we've retained the traditional elements that our customers demand while providing more flexibility, comfort and storage options to suit a variety of needs," said John Tomlinson, product manager, Western Star.

The new interior includes: a new interior door design, which the company claims includes the industry's roomiest door panels; more storage space with larger cabinets and moveable sleeper shelving; colour choices such as smoky mountain grey, pacific forest green, maple leaf red and prairie buckskin to brighten up the sleeper; easy to clean vinyl roof panels have also been included in all interior option levels; and an electronics interface prep package with factory-installed mounting and power connections, enabling users to choose their own applications such as navigation systems and Bluetooth enabled cell phones.

The enhanced interior will be available in all Western Star trucks later this year. □

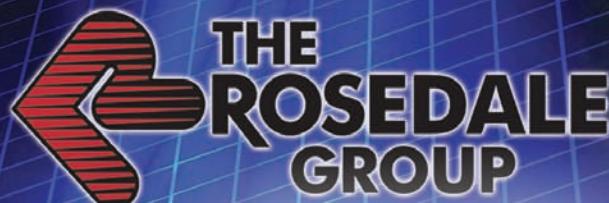
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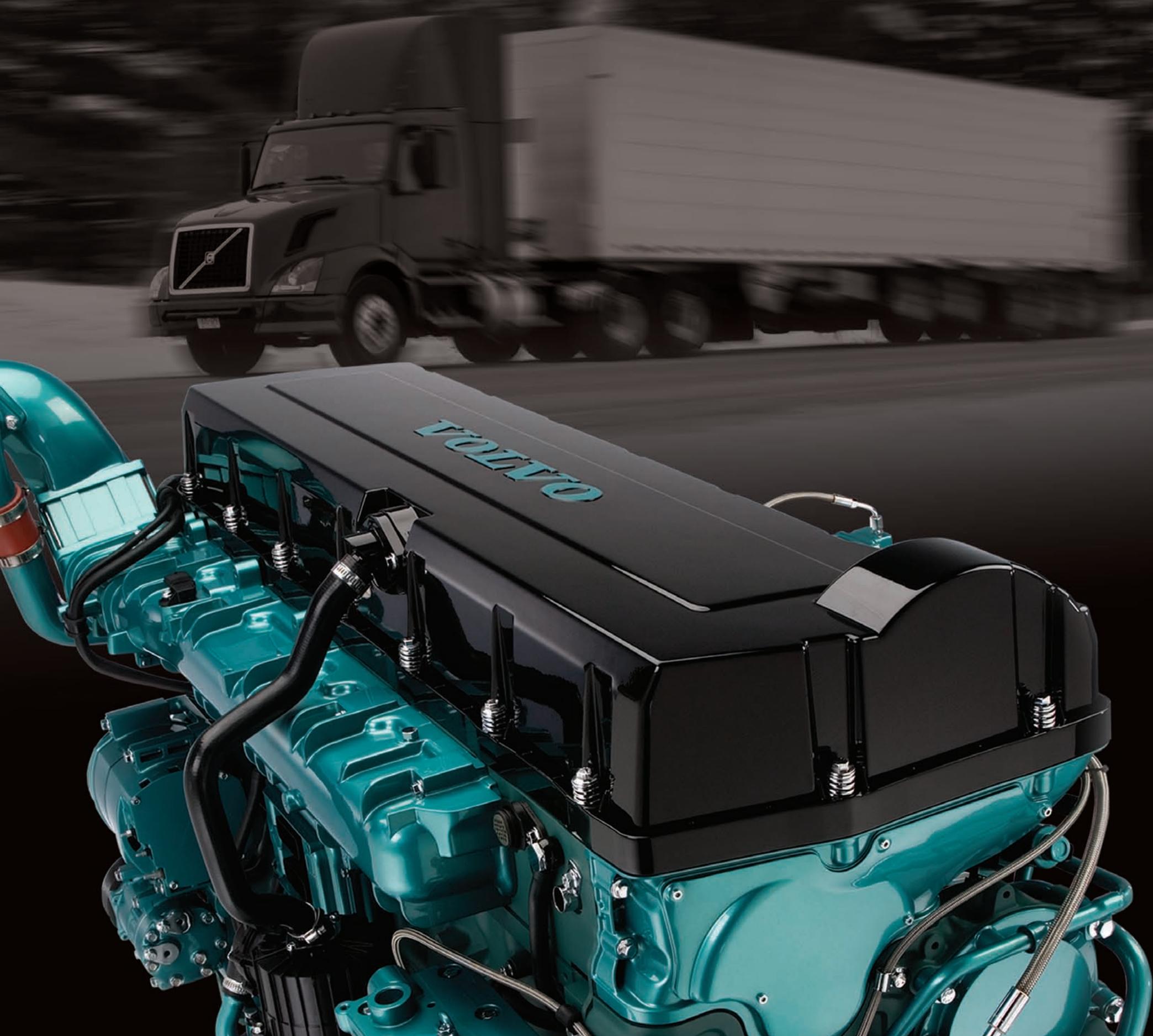


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**MATS REPORT**

# Great Dane delivers van improvements, lighter weight flatbed, reefer

**LOUISVILLE, Ky.** – Great Dane has expanded the spec's on its Composite dry freight van to address the needs of specialty hauls, such as those in the beverage industry and others with frequent heavy floor loads. This new Heavy-Duty Bottom Rail (HBR) lightweight model includes new options that provide added protection and weight savings without sacrificing strength and durability, the company claims.

The new HBR option has a 21-inch high, one-piece aluminum extrusion that replaces the standard 11-inch bottom rail and eliminates the need for a six-inch integral steel scuffband.

This taller bottom rail adds rigidity to the trailer, reducing sidewall bulging and damage to composite walls. An added bonus is the ease of repair this design offers. Should the bottom rail be damaged, it can be repaired more easily than sidewall panels.

The Composite HBR is also available in a lightweight package option designed specifically for heavy floor loaded operations that also require maximum gross payloads.

This spec's weight-saving features include a composite front wall, aluminum crossmembers, and lightweight side wall panels. For added durability, this lightweight package is available with a heavy-duty 24,000-lb rated floor.

The reduced maintenance afforded by the Composite HBR's durability is further enhanced with the addition

of CorroGuard with Technology by GatorHyde, Great Dane's exclusive spray-in-place thermoplastic elastomeric coating applied to suspensions and landing gear that provides complete coverage for long-term protection from road abrasion and corrosion.

## Lightweight flatbed

After years of development and extensive field and lab testing, Great Dane Trailers launched its new MXP-120 all-aluminum flatbed at the Mid-America Trucking Show.

The trailer offers weight savings to maximize payload versatility.

Great Dane says the trailer's all-aluminum construction eliminates the potential for corrosion found in steel and combination steel and aluminum models, meaning the MXP-120 can maintain a shiny, like-new image longer. Aluminum components have the added bonus of lowering costs due to the reduced maintenance required.

The MXP-120 has two-piece bolted aluminum main beams, and like the popular GPL – the aluminum/steel combination platform – has extruded aluminum side rails, and an aluminum floor, rear assembly and cross-members.

Weight savings are inherent in this platform trailer. Particularly when equipped with aluminum wheels, the MXP-120 weighs about 1,000 lbs less than a comparable combo steel-aluminum unit.

Tested at 60,000-lbs concentrated in



**LIGHTER WEIGHT:** Great Dane's MXP-120 flatdeck is all-aluminum.

four feet and loads in excess of 120,000 lbs uniformly distributed, the MXP-120 underwent as many as six types of evaluations to prove its strength and durability.

Customer testing of prototypes was also conducted with very favourable results, the company says.

This platform trailer is offered in 48-ft. and 53-ft. by 103-inch wide options. Standard specifications include a 10-ft spread axle with air ride suspension, all LED lights, Grote's Long Life Light System, and full-length built-in sliding winch tracks.

Additional support options include 12-inch center cross-member spacing and a coil package. Steel and aluminum wheels, and wide-base single tire options are offered as well.

## Lighter reefer

Great Dane has also redesigned its Classic Truckload refrigerated trail-

er. Through engineering and testing, weight was trimmed out of the Classic Truckload, while maintaining strength, the company announced.

Its bonded roof construction reduces weight while increasing durability and maintaining thermal efficiency through the lamination process.

And its lighter, yet stronger lining is designed to withstand everyday operational wear and tear and protect cargo in the process.

A computer-controlled urethane injection process insulates roof and sidewall components completely, but the addition of Great Dane's ThermoGuard, thermoplastic liner, further enhances the trailer's efficiency. Great Dane says that testing has shown that the thermoplastic liner maximizes the useful life of a trailer by significantly reducing the thermal degradation that occurs with conventional reefer linings. □

**OPINION**

## Intrusions on our industry are coming from many places

### Constructive Dialogue

RON SINGER

line to make the deal.

All these government bureaucrats are faced with the challenge of budget deficits like never before. Make no mistake about it; the latest regime of legislation is about generating revenue for the government. Get ready to open your wallet wider. You ain't seen nothing yet.

### Enforcement

Their job is to follow the marching orders of the bureaucrats and politicians, especially when it comes to generating revenue for the governments.

Remember, when an owner/operator, driver or company owner from Nova Scotia gets a ticket while delivering goods on Vancouver Island, they often just pay the ticket. They just can't justify taking a week off work and paying for airfare across the country to fight the ticket.

On one of my regular runs, I cross five government weigh stations and numerous DoT, RCMP, city police and county police in one day of logbook reporting. How much more scrutiny can one truck driver endure in a day?

The worst is the spring training of RCMP, city police and DoT officers. You will see them in the spring at the weigh stations. Some of them tried to be an RCMP or police officer but could not make it. Now they are officially a DoT inspector. Look out, all

unsuspecting professional truck drivers and owners; they are now armed with a DoT badge, a CVSA inspector's report booklet and a summons violation report. Don't get me wrong, there are some awesome DoT and weigh station officers who are a class act, but they have bosses who expect them to deliver on their expectations of bringing in as much revenue as possible.

### The special interest groups

What a bunch they are. They are well funded with lots of money to spread around and will do whatever it takes. Their agendas are plated in gold. They also know most of the bureaucrats on a first name basis. They know what they want and how to get it.

Most of these people have far too much impact on the regulations - especially HoS, EOBRs, speed limiters, fatigue management, etc. They haven't a clue regarding this legislation, yet they play a major role in how the legislation will be drafted because of their influence and persuasions.

It's not right, but it's reality. Most of them don't travel our highways and don't give a hoot about road safety. They just want to push their agendas. Their goals are generally to discredit the trucking industry.

### Trucking associations

There has been a lot of triumphant work that has come from very committed trucking associations and their representatives nationwide over the years.

However, most recently, over the past couple of years there has been some negative and poorly thought out planning by some of them.

Some of these regulations they have endorsed are having a negative impact on our industry.

These new regulatory changes are literally driving our best professional drivers right out of the industry. Most of the true professional veterans feel these regulatory changes have nothing to do with safer roads, but rather control and manipulation of drivers and owners.

Drivers and owners want to know who will compensate them for the loss of available driving hours? Who will compensate them for the cost of EOBR installation?

If I had a genie and three wishes granted to me, one of my wishes would be that all small fleets and owner/operators would pay their share of dues so we could have the resources available to do something positive to disrupt these changes before it's too late. Time is running out. With apathy running at an all-time high, I guess we get what we deserve.

I will be attending the Canadian Council of Motor Transport Administrators (CCMTA) meetings in Victoria, B.C. in May to represent owner/operators and small fleets. If anyone has a message for the CCMTA group, let me know so I can forward it on to them. Tell me what you think. Have you got any ideas, concerns or suggestions? Let me know. □

– Ron Singer is owner of Ron Singer Truck Lines and a director of the North American Truckers' Guild. He can be reached at 403-244-4487 or by e-mail at ronsing@telus.net.

There are three sources of challenges that come from government: politicians; bureaucrats; and enforcement.

### The politicians

We are now in the midst of another federal election - the fourth in seven years. This has cost a total of \$1.2 billion in taxpayer dollars wasted over the seven years.

The politicians' priorities are not safer roads or an efficient transportation network. Their number one priority is to get elected and they do pretty much anything possible to do so.

They will preach and promise (if elected) to rebuild our aging infrastructure, enhance our productivity, reduce our costs of operations, create new employment, reduce our debt, etc. making Canada a wonderful place to do business.

And after they are elected all those promises just fade away.

### The bureaucrats

These people work for all levels of government. They don't get replaced after an election; they make a life-long career of implementing the elected governments' mandates.

Most of them are dealmakers. So the special interest groups and the other dealmakers line up to make a deal. The line is long and there are many things that are done to move up the

## OILS &amp; LUBRICANTS

# Choices, choices

When it comes to quality heavy-duty engine oils, there have never been more choices. But opinions still vary widely on what works best.

**By Ingrid Phaneuf**

**TORONTO, Ont.** – With so many options for heavy-duty engine oils, including basic, semi-synthetic and full synthetic, it's hard to know what really suits your needs the best. The answer, as usual, has everything to do with what they're being used for and by whom.

For owner/operators, it's the amount of elbow grease you're willing to put into your truck that determines the kind of oil you feed its engine.

Just ask Stephen Large, an Alberta-based owner/operator who made it into a certain well-known oil manufacturer's Haul of Fame for getting over a million miles on his Cat engine using basic 15W-40.

"I've always used regular," says Large, who would rather change the oil on his 1990 Kenworth more frequently than shell out extra for longer lasting synthetic. "The biggest reason I see for using synthetic oil is to extend drain intervals and I drain my oil out every 200 hours or 20,000 km, whichever comes first, to get the wear materials and contaminants out. Most people who run synthetic are trying to get away with changing the oil less often."

A conventional 15W-40 does the job for owner/operator Gord Cooper as well. Cooper owns an oilfield trucking business in Alberta and maintains the trucks himself.

"If it ain't broke, don't fix it," says Cooper. "My preference is 15W-40 for the engine, with regular changes, and I've been using the same oil for 30 years and I'm happy with it."

Ditto for Ron Singer Jr. who helps run his father's gravel truck business out in Calgary. "We're using older equipment so we run the regular oil package," he says.

As for Mike "Motor" Rosenau, this O/O prefers to use conventional oil on his truck engine as well, but with a little something extra.

"I've got 15W-40 in my engine, but I use a clean oil filter on it as well," says Rosenau. "With the clean oil filtration system I get the same result as if I was running with synthetic, but it doesn't cost as much. All I do is change the filters ever three months and take an oil sample at the same time. The information I'm getting back from the lab shows I don't need to change the oil as often. I've been running for a year with the same oil in my engine."

Rosenau says changing the filters regularly and sending out samples for lab analysis still costs way less than synthetic, even when you factor in the cost of the filtration system, which is roughly \$800 to install. (Filters cost \$20 each, changed every three months).

Owner/operators and team drivers Ron and Dawn Marie Pickles, running out of Red Deer, Alta. use a bypass filter system to keep the Cummins engine on their 2006 Pete 379 running on 15W-40 conventional with a minimum of oil changes.

"The bypass filter system costs

about US\$1,200 installed and we average about US\$75 per filter change and sample," says Dawn Marie, who crunches the numbers. You have to do a complete oil change after the initial 10,000 miles and then only change the filters and sample every 10,000 miles after that. At the time we started this (bypass system) the quick oil changes at Speedco were about US\$225-\$250. So we saved about \$175 every 10,000 miles, and after about seven filter changes, we saved enough money to cover the initial purchase."

Over the time the couple owned the truck, they performed another 63 filter changes, which amounted to an approximate savings of about \$9,800, according to Dawn Marie's calculations, as well as reducing considerable time previously spent off road waiting for complete oil changes at the shop (the filter change only takes 20 minutes for Ron).

"The last sample we took showed soot levels at the same levels they were in the first year we owned the truck," Dawn Marie says. "That means there was very little engine wear occurring."

Of course, the Pickles removed the filter system when they recently sold their truck and are now installing it on their new Pete, which includes a street legal 108.5-inch sleeper custom-designed in Indiana.

"Now we're just saving money," says Ron, whose obviously very excited about the new truck. "And we sold the old truck for considerably more than what you would get on average for a truck that age, because of the bypass system and because we had the paperwork (the sample data) to prove the engine was in great shape."

## Fleets more receptive to synthetics

Of course, even owner/operators are willing to admit that their oil needs differ substantially from those of fleets when it comes to maintenance, so what's good for the goose may not be exactly what's good for the gander. Larger fleets may be more likely to run full or semi-synthetic.

"We're a large fleet, so we use semi-synthetic in our engines," says Challenger Motor Freight's Chris Iveson, maintenance manager for the Cambridge, Ont. operations. "But we only keep our trucks for three years."

Challenger trucks easily get 50,000 kms on the same oil, says Iveson, "but sometimes we can run it out to 80,000 kms."

According to ongoing testing and the fleet's number crunchers, that's the best value for money the fleet can get, the maintenance manager says.

"Of course it all depends on the truck manufacturer's recommendations, but using regular oil, doing the changes more often and all the downtime that would involve would kill a fleet this size," says Iveson.

Challenger owns and operates a fleet of 1,350 trucks, 150 of which are off the road at any given time, says Iveson.



**DIVIDED DRIVERS:** Not all engine oils are created equal, and the plethora of choices have left many truckers divided on which oil reigns supreme.

son. Still, the fleet makes sure to send oil samples out for regular testing just to make sure the engines are in good shape.

"We take samples and send them out for testing every time we do an oil change," says the maintenance manager. "But synthetic just doesn't have to be changed as often. So we do the check every time a truck comes in for scheduled maintenance."

Basically, the semi-synthetic oil used in Challenger engines matches the life of the filters already installed on the trucks, says Iveson.

"For us, it would be overdoing it to put full synthetic in. It would cost too much and we don't need it."

Still, there's no lack of full synthetic fans out there, including Bison Transport's director of fleet assets, Itamar Levine.

Bison runs full synthetic in all of its 1,050 tractors, according to Levine.

"We're unfortunate enough to be based out of Winnipeg, and we've got a number of tractors sitting out in the yard in the winter, so startability is a factor, and there's a major difference in startability between engines using conventional oil and those using synthetic," he reasons.

In fact, Bison has been the test fleet of choice for a number of oil companies developing synthetic products.

"Of course, another advantage with the synthetic oils is that we're able to use them on our reefers and APUs," he adds. "So as far as inventory management goes, that just makes it easier."

In short, the benefits far outweigh the costs, sums up Levine. "We also benefit from extended oil drain intervals and of course that keeps more trucks on the road. Believe me, if the extra investment for synthetic weren't worthwhile, we wouldn't do it." □

## The importance of choosing the right lube

**By Rick Muth**

**KALAMAZOO, Mich.** – In today's trucking industry more and more vehicles are being asked to operate efficiently over longer periods of time and significantly more miles than what was expected only a few years ago. One of the best value investments a fleet can make to successfully tackle these new challenges is the selection of proper lubricants. And the only proper lube is an approved lube. Lubrication suppliers invest huge amounts of time and money to harness the approvals.

But it is well worth the investment because only an approved lube, regardless of supplier, is going to ensure that critical properties such as oxidation stability and shear stability – key performance criteria that separate an approved lube from a non-approved lube – are up to the challenge.

In the case of Eaton transmissions, that challenge must be met in operating environments that typically encounter temperature extremes as high as 250 degrees F. Meanwhile that same transmission must continue to beat the heat for the life of the vehicle.

Yet, and unfortunately, we in the Roadranger organization have seen an unsettling trend of late. As many as 70% of the lubricants now being used for servicing a heavy-duty transmission at recommended drain intervals are not approved and do not qualify for use in order to maintain a standard warranty or an extended warranty.

While the ultimate consequence may bring about complete component failure, the practice is also contributing to less than optimum vehicle performance, increased component wear, flawed shift performance, faulty synchronizer performance and potential noise complaints.

With most of the North American lube distributors having a wide portfolio of products, many fleets are not even aware of the fact that they are using inferior lubricants.

So the question is: With so many lubricant choices available, how does a fleet differentiate an approved lubricant from a non-approved lubricant?

Performance specifications for lubricants are well documented by tier one suppliers like Eaton, Dana and others. Eaton's PS 164 Rev 7 is the only approved specification for transmissions, and Dana's SHAES 256 Rev C is the only approved spec' for drive axles.

Original equipment manufacturers (OEMs) are doing a great job in adhering to these standards with 80% of Class 8 vehicles currently being filled with approved, extended drain lubricants. With OEMs willing to make the investment in a quality lubricant, chiefly because the risk of component failure is too great, it should naturally follow that the truck owner make the same investment.

Failing to do so is simply not worth the gamble. □

*– Rick Muth is lubricants manager, Eaton Corporation and Roadranger Marketing.*

## Castrol introduces Elixion synthetic HDEO

**TORONTO, Ont.** – The newest member of the Castrol Heavy-Duty family of products has been introduced specifically to meet the industry's need for a superior-grade oil that delivers optimal performance in the most demanding of conditions, the company says. Elixion 5W-30 CJ-4 is a full-synthetic diesel engine oil which delivers superior performance in both hot and cold extremes while allowing fleets and owner/operators to extend drain intervals and save on fuel costs, Castrol officials recently announced.

Elixion's full-synthetic formula and stable viscosity offers flexible drain intervals. This results in less maintenance, reduced labour costs and less downtime. Its low friction grade also produces a 3-4% fuel cost savings, the company claims. Castrol is confident enough in these fuel saving figures to print them on the product's label.

In order to ensure reliable performance in all conditions, Elixion went through five years of rigorous testing in various different environments. The result is a formula that is able to protect engines at extreme temperatures. Elixion prevents excessive thickening or thinning that often comes with very high operating temperatures and its exceptional cold-start performance not only puts less stress on the engine but it improves battery life and starter motor life, the company claims.

Elixion's low volatility also allows for minimal oil consumption and reduced smoke and particulate emissions. This protects not only the engine but the environment as well. Unlike conventional mineral oil formulas, Elixion was designed specifically to fight the shearing process that normally takes place in the engine. This shearing down causes a lubricant to lose its viscosity which, in turn, can lead to premature wear and tear and engine failure. Elixion's advanced shear stability protects against permanent viscosity loss.

Elixion's formula complies with all OEM spec's.

"We consulted with every major OEM to ensure we not only met, but far exceeded their minimum requirements," said Mark Pagnanelli, commercial sales and marketing manager with Wakefield Canada. □



## Shell brings ultra long-lasting coolant to Canada

**MONTREAL, Que.** – Shell's newest extended life coolant (ELC), designed to run more than 960,000 kilometres without an extender, is now available in Canada.

The company announced at ExpoCam that its Shell Rotella Ultra ELC, introduced first in the US last August, can now be purchased north of the border.

"The inclusion of Shell Rotella Ultra ELC in the coolant portfolio for Canada is an important part of the continued growth and development of the Shell Rotella product line," said Mark Reed, global brand manager for Shell Rotella.

"This further strengthens our position as technology leaders by providing a diverse line of coolants and engine oil products that are designed to meet the challenges of today's and future heavy-duty engines."

The new coolant is nitrite-free, making it a good fit for the newest generation engines, which contain more aluminum parts that can be corroded by nitrite-containing coolants, said Dan Beaudin, B2B direct marketing manager, fleets, with Shell Canada.

He also noted the new coolant is ideal for hotter-running engines, including those using exhaust gas recirculation (EGR).



While Rotella Ultra ELC will carry a premium price, it will be recovered over the life of the product, especially since the user doesn't have to purchase an extender, Beaudin noted.

Some of the benefits of Rotella Ultra ELC include enhanced oxidation control and corrosion protection of aluminum alloys and lead solder, as well as better elastomer compatibility with silicone seals, the company says.

It's available in two formulations: a ready-to-use pre-diluted 50/50 mix and a concentrate, which must first be mixed with demineralized water.

Rotella Ultra ELC rounds out Shell's coolant line, which also includes Rotella ELC (providing protection for more than 960,000 km with an extender required at 482,803 km) and Rotella Fully Formulated (providing protection for up to 402,336 km, provided the user monitors and maintains SCA additive levels). For more info, visit [www.rotella.ca](http://www.rotella.ca). □

## New Chevron Delo Grease ESI brings service intervals in line with those of HDEO

**SAN RAMON, Cal.** – Chevron has come out with a new extended service interval (ESI) grease that boasts improved performance while stretching service intervals to 30,000-35,000 miles (48,000-56,000 kms).

Jim Gambill, manager of direct marketing with Chevron, told *Truck West* that Delo Grease ESI was requested by customers who were enjoying ever-lengthening heavy-duty engine oil change intervals and wanted to enjoy the same benefits from a chassis grease.

"It's the last cog in our extended service portfolio," Gambill said. "Our customers actually pulled this one through. They really asked for this."

Delo Grease ESI is non-synthetic, with improvements coming in the form of a premium base oil and the optimization of additive packages, Gambill

explained.

"We think we have a great product here that will meet those drain intervals without the added cost of a synthetic."

With engine oil intervals being extended on the latest generation engines, Chevron realized it was becoming increasingly cumbersome for fleets to pull trucks in for chassis greasing every 15,000 miles or so. The new grease has been extensively field-tested over an 18-month period and Gambill said as word of mouth spread, demand was so great that Chevron began selling its test stock to eager customers.

In addition to the long service life, he said the new grease has proven to excel in the areas of: water washout; corrosion and wear resistance; high temperature stability; and load wear index.

The new grease has also demonstrated excellent pumpability in warm environments, making it ideal for applications utilizing a centralized greasing system in a heated garage. Gambill admitted, however, that it may not be the best fit for Canada's harsh winter weather. Instead, he recommended using Delo Grease ESI in the summer months and switching to an Arctic grease like Delo Grease EP with an NLGI grade of one in the winter.

Fleets using Delo Grease ESI will achieve a quick payback, Gambill noted, thanks to improved performance as well as reduced equipment downtime for servicing.

He pointed out fleets also get the peace of mind in knowing drivers are less likely to stop for service when away from the terminal, where they may not receive a compatible grease.

"For over the road trucking companies, it's not just about the downtime, it's also about the consistency of getting the right grease in there," Gambill pointed out. "If you have to re-lube at a service centre somewhere, you may not get the same grease that's in there and it may not be compatible. There are risks when drivers are trying to manage this in the field."

Chevron Delo ESI will be available in Canada and the US in late June. □

## Chevron attacks semi-synthetic "buzz"

By John G. Smith

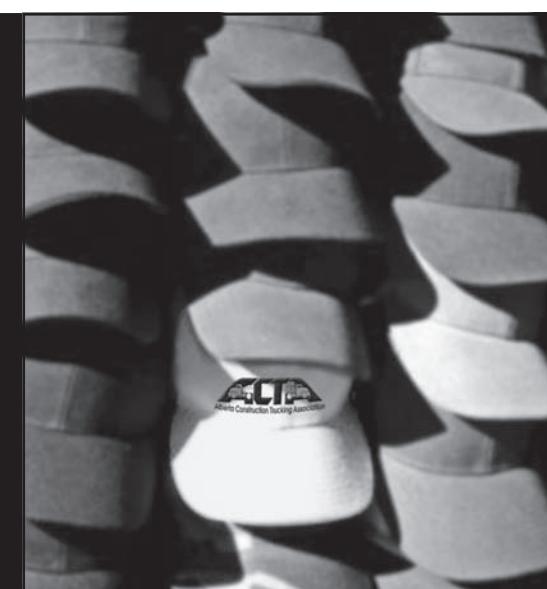
**TAMPA, Fla.** – The choice between oils often comes down to a matter of features and benefits. Mineral-based offerings tend to be cheaper than their synthetic counterparts, while synthetics deliver added benefits such as improved cold-weather starts. Blends of the two are often presented as the best of both worlds. Chevron is going on the offensive against the growing "buzz" about the blended products, insisting that premium conventional oils will perform just as well.

The arguments for semi-synthetics are "more about marketing and less about performance," Chevron direct marketing specialist Jim Gambill said in a private briefing to *Truck West* during this year's Technology and Maintenance Council meetings. While Chevron does not sell a blended product of its own, the company claims its Delo 400 LE 15W-40 outperforms leading semi-synthetics in a series of five recognized bench tests that measure factors such as the ability to protect against soot, deposits or oxidation. Successful field tests included the teardown of a DD15 engine after 400,000 miles of service and 70,000-mile oil drain intervals.

Gambill insists that the claims made by many suppliers of the blended products are unclear, while comparisons are often made against the lowest-possible tier of products. There is also the question of how much "synthetic" oil is even in a bottle. Manufacturers only need to submit the formulas for new engine tests if more than 30% of the mixture is synthetic.

"Ask the questions. What is the performance I will see?" he said in a challenge to fleets. "Challenge your suppliers. It's all about the data." □

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**BRAKES**

# Big change, bigger brakes

**Manufacturers prepared for shorter stopping distances, but other changes are coming**

**TAMPA, Fla.** – New North American trucks will soon be required to stop more quickly than ever before, but manufacturers seem ready to meet the revised rules with the help of larger brake components.

In general, updated Federal Motor Vehicle Safety Standards are reducing a 6x4 tractor's allowable stopping distance by 30%, requiring most loaded tractors to drop from 60 mph to a complete stop within 250 feet. Three-axle tractors with a Gross Vehicle Weight Rating of 59,600 lbs or less must meet the new rules by Aug. 1, while two-axle designs and those with a GVWR above 59,600 lbs will face the shorter distances by Aug. 1, 2013.

The reduction in stopping distances is even more dramatic than it might appear, said Bulkmatic's Dennis Talentowski, during a recent panel discussion with the Technology and Maintenance Council (TMC).

"Most OEMs give you that 10% margin of error," said the fleet maintenance director. That means the real stopping distances for a loaded tractor is closer to 225 feet. Passenger cars need to stop within 214 feet.

"That's a lot of mass trying to stop very quickly," he adds. "Our tractors will be stopping almost as well as the cars do."

From an equipment standpoint, standard brake packages used to meet the pending rules seem to include larger brake linings, long-stroke brake chambers, and enhanced brake cams and bushings.

It should be little surprise that bigger components can translate into heavier weights. Each package will vary, but Navistar engineering manager Bernie LaBastide referred to one set-up with 16.5-inch friction material, Type 24 brake chambers and 5.5-inch slack adjusters that would add about 95 lbs to a vehicle.

"There is no one solution out there for every customer," he said. Every trucker will have unique needs to be met, whether they focus on the initial cost of the components, brake life, maintenance needs or the ultimate weight.

While regulators are focusing on tractors in this ruling, many sources at TMC questioned whether the aggressive stopping power will lead to an imbalance in some braking systems, making it harder to keep a more lightly braked trailer in a straight line during a panic stop. At the very least, tractor brakes are expected to face some added stress because of their added work in every stop.

Computer modeling shows that there will be added torsional stress on the front suspension, noted LaBastide. And Mark Green, Peterbilt's senior project engineer, referred to the way that vehicles with a shorter wheelbase could expect more of the brake-related load to be transferred to the front axle.

Some of the added stress and weights appears to be addressed with upgraded fasteners. Most 3/4-inch bolts have been replaced with 5/8-inch designs, and in selected cases there are even more fasteners being used.

"In the future, if you try to move brakes across the truck or put an old

## Technical Report

JOHN G. SMITH

brake on a new truck, you may have an issue with different fastener sizes," noted Anthony Moore, Daimler Trucks North America's director of engineering responsible for brakes and pneumatics. "Don't put 5/8-inch fasteners into 3/4-inch holes. That's not going to work well for you."

Linings are being upgraded as well. "You're going to get brand new lining material – nothing you've ever seen before," Moore says. "There will be some combination of organic and semi-met linings we haven't used in the past."

And there will be no time to rest. The latest reduction in stopping distances is likely a sign of tighter restrictions to come.

The National Highway Traffic Safety Administration (NHTSA) is actively researching a long list of technologies that could play a role in stopping vehicles.

"The best way to know what's coming up in NHTSA rulemaking is to see what we're doing in NHTSA research," said the organization's Alrik Svenson. In terms of avoiding crashes or reducing their impact, that research has meant a closer look at different stability controls, forward collision warning devices, and lane departure systems designed to keep trucks from straying out of their lane.

A focus on rear-end collisions includes research into equipment that warns about a pending forward crash, adaptive cruise control, "crash mitigation braking" that would automatically apply brakes, and other enhancements to the brakes. A uniquely Canadian



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rule has also caught the attention of US regulators who are studying our enhanced standards for stronger under-ride guards.

All of that may pale in comparison to the US Department of Transportation's research into the possibility of a "connected vehicle environment," where vehicles speak to each other with 5.9 GHz wireless signals. "The system can give a driver advisory, a driver warning, or in the next generation actually take control of the vehicle, similar to stability systems," Svenson says. That has the potential of addressing eight in every 10 crashes among motorists who are not impaired. "There's been a considerable amount of work being done on the light vehicle side," he adds.

In the midst of it all, there will be a need to offset the changes that are introduced to reduce greenhouse gas emissions – creating brake-related challenges on their own. As rolling resistance is reduced in the name of fuel economy, for example, stopping power will need to be adjusted.

"Anything that lowers the rolling resistance will increase the effort that has to be generated somewhere," Moore explains. "We're going to have

to, correspondingly, somehow, improve the braking capabilities of the vehicle."

The design of a tire's tread, the related material, carcass design, inflation pressures and profile all have a role to play in stopping distance. Harder, high-mileage tires may present a problem when trying to build systems that meet the new rules.

"Heavy-duty truck tires are currently a bit of a wild card," explained Vince Lindley, director of warranty, quality and reliability for Volvo Trucks North America. "There is currently no industry standard traction rating."

Yet another factor could add to the strain on brake components. The growing interest in stability control systems could also require brakes to be applied during a larger percentage of their time on the road. "That will increase the work we put into the brakes," Moore says.

Think that's the end of it? Don't forget other environmental regulations. Pushes to eliminate the copper in brake linings will likely lead to further changes in the lining materials used in the next five to 10 years, Moore adds.

It appears that regulators show no sign of slowing down. □

## Brake suppliers come out with compliant drums

**LOUISVILLE, Ky.** – Bendix and Meritor introduced at the Mid-America Trucking Show enhanced drum brakes that will comply with impending new stopping distance requirements. Bendix Spicer Foundation Brake (BSFB) came out with a high-performance extended service drum brake, designed to meet impending new stopping distance requirements set to take effect in August.

The new requirement, FMVSS 121, will essentially require tractor-trailers to stop 30% shorter than today's norm. The new drum brake is a higher performing version of Bendix's popular Single Anchor Pin ES (Extended Service) brake and it will be phased in before the new requirements go into effect, Bendix announced at the Mid-America Trucking Show.

The new brake will feature a larger, 24-inch chamber which Gary Ganaway, director of the foundation brake group said "allows us to put more force into the brake." The larger brake, Ganaway explained, allows for better

heat distribution and greater stopping power on the steer axle. And bronze bushings offer greater durability than plastic bushings, Ganaway added. Also new are precision cams that improve brake geometry and improve overall braking performance, the company announced.

"We developed our new high-performance drum brake to give customers the best possible option for complying with the NHTSA requirements, as well as economical cost of ownership," said Ganaway.

The other option for meeting new stopping distance requirements is the use of disc brakes. Ganaway said air disc brakes are finally catching on with fleets. Demand surged 120% between 2008 and 2009 and is expected to grow another 60% between 2010 and 2011, Ganaway noted.

"Our recommendation to fleets has been that as they spec' new equipment, to try air disc brakes," he noted. "At the end of the day there's a value proposition that has to be met and it's best to let fleets

decide for themselves...as fleets try the technology, they like it in increasing numbers. It has proven to be reliable and they have come back."

Ganaway noted Bendix is tripling its production capacity in anticipation of further demand.

Meanwhile, Meritor was at the Mid-America Trucking Show, showcasing improvements to its Q Plus brake to offer fleets a cost-effective solution to meeting the new rules.

"Meritor's Q Plus Brakes deliver improved stopping performance with the same high quality, durable braking system and trusted parts availability our customers have come to expect from Meritor," said Joe Plomin, vice-president, trucks, Meritor.

"Most importantly, this is a significant improvement in the safety of our customer's trucks. The new Q Plus brake designed for the reduced stopping regulation stops within feet of any air disc brake to deliver excellent safety at a much lower acquisition cost." □

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Maybe you did not know this, but Hankook Tire is one of the largest tire manufacturers in the world. In fact, Hankook Tire is the 7th largest tire manufacturer in the world with one of the fastest growth rates in the industry\*. With great success and satisfied customers all around the world, the company has grown and transformed itself over the years. Hankook Tire now has more than 20 offices globally, multiple state-of-the-art manufacturing facilities and several technical centres on every major continent including in the U.S., Germany, Korea, Japan and China. With a global network that stretches from Seoul to Toronto to Moscow, it is true that Hankook is a global company, not an off-shore tire company. Hankook products are premium imports developed to exceed the expectations of consumers.

\* Modern Tire Dealer, 2008

**Fact : Hankook Tires are produced with innovative technology.**

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In addition, Hankook focuses on improving fuel efficiency and lowering the rolling resistance of current and future products with an annual investment of \$19 million on R&D to make more environmentally-friendly products that reduce the operating costs of O-Os and fleets. Certainly, you will hear about additional Hankook products being certified for the SmartWay Program.

**Fact : Hankook Tires provide tremendous value to the consumer.**

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**Fact : Hankook medium truck tires are available at your local dealer.**

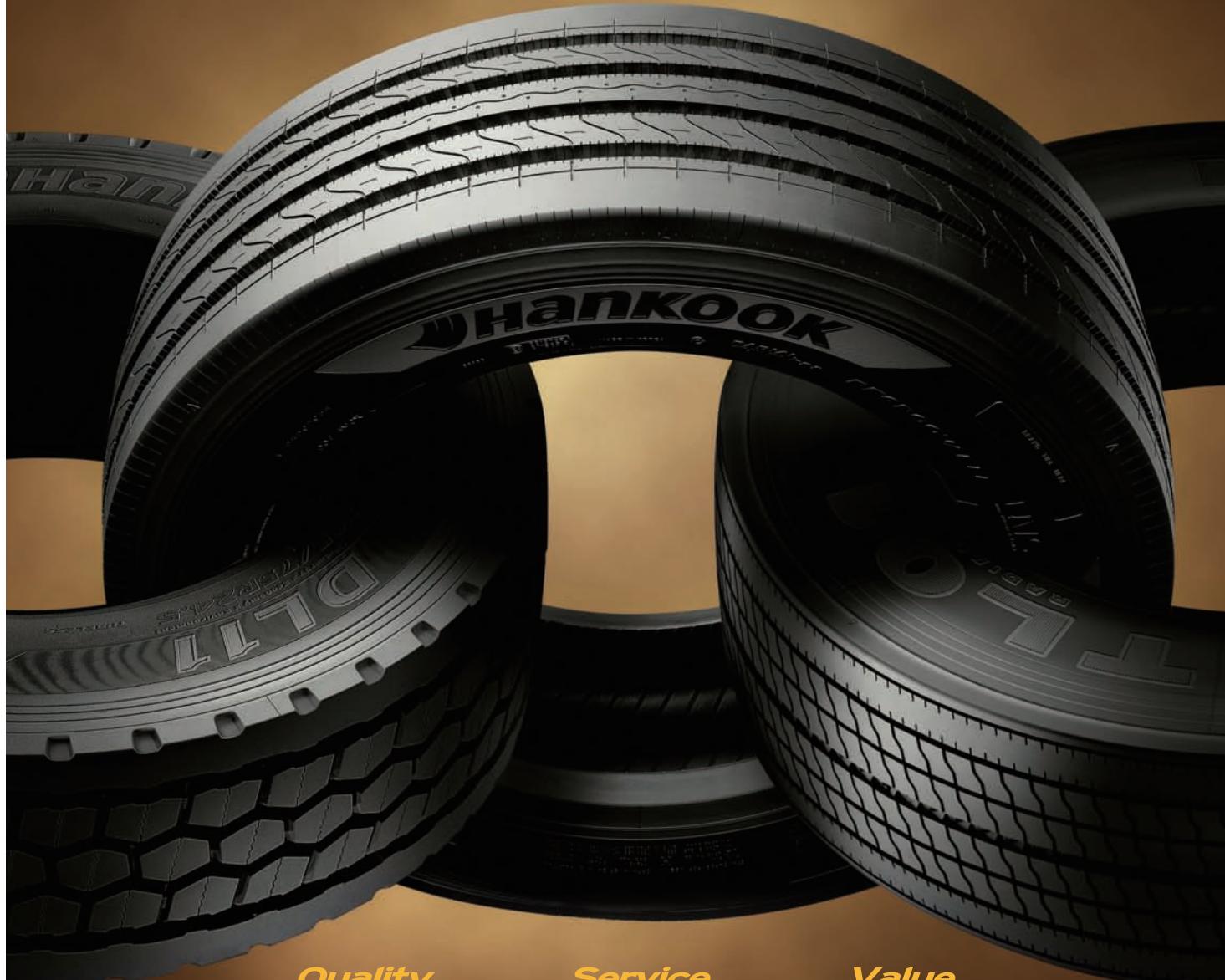
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## Continental launches retread initiative

By James Menzies

**FORT MILL, S.C.** – Continental Tire has announced a major foray into retreading, which will offer retreads of each of its tread designs and offer a complete life-cycle tire solution for fleets.

The company announced its new business unit, dubbed ContiLifeCycle, will provide retreads that exactly mirror the company's line of new tires.

Continental has purchased a retread plant in Morelia, Mexico that's capable of churning out a half million flat treads per year. Its capacity will be expanded to produce a million flat retreads per year by 2015, announced Paul Williams, Continental's vice-president for commercial vehicle tires.

With the major expansion of its retread activities, Williams said Continental is "the first major tire manufacturer in the US to offer retreads without having to buy someone else's legacy. Because we don't have a history with another organization, we can start from scratch and come at it from a new and innovative approach, ensuring we develop our products completely in line with our new tires."

Customers will now have the ability to choose the new tire that best meets their needs and then continue to enjoy the same benefits and performance right through multiple retreads, Williams explained.

"Every ContiLifeCycle product is going to exactly match our new tires in terms of design, performance and

compound. Every characteristic we put into our new tires will run straight into our retreads," he said. "It seemed amazing, you'd go to a fleet and sell them on the HDL Eco being the best drive tire but because we didn't have a retread solution, dealers would have to come in after us when the tread is worn down and sell them some other application on some other retread that looks nothing like the tire they sold them in the first place."

Now, customers that use an HDL Eco drive tire will be able to retread it with the exact same tread design, the company notes.

"There is no need for them to ever make another choice in terms of what they want. We don't even change the product names," Williams explained.

Even prior to announcing the new program, Williams said interest among fleets has been "staggering."

"Even before we made this official announcement, we've been getting lots and lots of calls," he said. "Eventually, we will span coast to coast across North America with the ability to sell new tires and the retreads produced in our Morelia, Mexico facility with the ability to reach out and touch every fleet in the US and Canada with a distribution network that can meet their needs for a full ContiLifeCycle solution."

Williams said Continental is now seeking partners from across North America to develop its ContiLifeCycle distribution network. □

## Cummins offers 24/7 customer support with expanded Cummins Care program

**COLUMBUS, Ind.** – Cummins will be offering 24/7 customer assistance through its Cummins Care program starting in July.

The new program is the latest addition to the operation located at the new Cummins Customer Support Center in Nashville, Tenn. The 25,000 sq.-ft facility employs 110 specialists trained to answer questions and assist customers with finding the nearest authorized service location.

"Cummins knows that reliability and uptime are critical to our customers' success, and we strive to provide dependable service support when they need us most," said Jim Schacht, executive director of Cummins Business Services. "We can then help customers find the nearest location that is available to work on the product. Understanding and identifying this scheduling availability of the location increases customer uptime and satisfaction."

Officials say the Nashville-based team is also prepared to answer all operational questions on topics such as fuel and oil specifications and maintenance intervals. Customers can call the existing customer service line at 800-DIESELS. □



**IN THE GAME:** Continental is now offering its own retreads, which gives the provider a more comprehensive product line for Canadian fleets.

## BBTS encourages fleets to 'retread instead'

**MUSCATINE, Iowa** – With tire prices on the rise, Bridgestone Bandag Tire Solutions (BBTS) has launched a new campaign to encourage fleets to 'retread instead.'

The new campaign urges fleets to extend their casing age limits by retreading and highlights some carrier success stories. Crete Carrier Corp, for instance, has extended its casing life from five to seven years by retreading, says Mike Bice, tire program manager with the US fleet.

"We've been tweaking our tire program for about five years, trying to find a casing age limit that provided the best return on investment for our fleet. We spent a lot of time diagnosing our scrap pile. From the data we gathered, we determined that our casing age limit should be seven years," he said.

Chris Ripani, director of marketing, strategic brands and channels, says there is tight supply of new tires in the market, making retreading a logical solution.

"Fleets who now retread are extending their age limits to realize the most value from the casings they own," he said. "We've also seen fleets return to retreading, or perhaps evaluate retreads for the very first time, as a strategy to maximize their tire programs and keep their trucks rolling."

For more information on the campaign, visit [www.retreadinstead.com](http://www.retreadinstead.com). □

## Backlog for Class 8 trucks nears 100,000 units

**COLUMBUS, Ind.** – As the Class 8 truck market continues to heat up, the North American backlog has now reached nearly 100,000 units.

Net orders for Class 8 vehicles reached 24,300 units in February, pushing the backlog to nearly six figures. One year ago, the backlog was just over 44,000 units, according to ACT Research Company. The industry researcher and forecaster says the numbers are a reflection of strong Class 8 demand as the economy continues to improve. Class 8 orders over the past few months are being booked at a rate that exceeds 300,000 units when annualized, ACT notes.

"The uptick in orders continues to restock industry backlogs, setting the stage for significant production increases as we move through 2011," said ACT senior partner Ken Vieth. □

## inthinc adds second Calgary facility

**CALGARY, Alta.** – Global telematics company inthinc Technology Solutions has expanded its Canadian presence with the opening of a new operations centre in Calgary.

The new facility is the second inthinc has opened in Canada in the past year. The new office will primarily be used for hardware production and service and will allow the company to keep up with growing demand from the Canadian market, the company said.

"Our Canadian customer base has grown by nearly 50% over the past two years," said Todd Follmer, CEO of inthinc. "This new facility in Calgary will enable better access to our Canadian customers, eliminate delivery delays due to international shipping processes, and provide an infrastructure to maintain growing demand in this region for years to come." □



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## VOCATIONAL TRUCKS

# Caterpillar unveils much anticipated vocational truck

**By James Menzies**

**LAS VEGAS, Nev.** – Caterpillar has taken the wraps off a stunning new Class 8 truck that will be suitable for a full range of vocations.

The set-back axle (SBA) Caterpillar CT660 was unveiled to industry journalists prior to Conexpo-Con/Agg in March and surprisingly, it was painted viper red, a departure from Caterpillar's trademark yellow and black.

The new truck was also significantly different in appearance than the International PayStar it was based on, or what Caterpillar officials referred to as simply the "donor truck."

"To say everything above the frame rail is new is a fair statement," said Gary Blood, product manager, vocational trucks. "There is very little carryover inside the interior. We even did things like, we didn't like how the window lift worked, so there are now two window lifts per door."

Attention to detail was the theme during the CT660's design process, which included heavy consultation with customers, a process Cat dubbed "voice of customer." Cat wasn't afraid to deviate from industry norms with its debut model. The tired wood grain paneling so often found in truck interiors has been replaced with brushed aluminum accents, giving the dash a modern, high-end look. Cat also integrated the speedometer and the tach into a single gauge to better utilize dash space.

"We asked drivers and we consistently heard that when driving through town and when in traffic, they look at the speedometer. They usually shift by ear, so they don't look at the tachometer unless they're doing something with the PTO," Blood reasoned.

The glove box has been replaced with a removable storage bin. And drivers of all sizes will find a comfortable place to rest their left elbow: a folding armrest, the door handle or for taller drivers, the window sill.

The CT660's exterior is equally unique. It has a three-piece stainless steel bumper that's easy to repair. The end pieces will bend back 180-degrees before causing damage to the centre section. Composite plastic fender sections are damage-resistant and easy to replace. The hood consists of five sections in total, so repairs can be made cost-effectively.

The honeycomb grille is framed by a stylish three-piece stainless grille surround. The cab is aluminum, saving about 250 lbs compared to steel, Blood noted, and the sloped hood affords excellent visibility. Visibility is further enhanced with optional convex mirrors over the doors, which were favoured over a Fresnel lens inside the door, which can fill with water or become obstructed by items inside the cab. Cat officials also said the CT660 offers a best in class turning radius.

"We have touched every panel on this cab. It is not the same cab the parent donor started out with," Blood said. Cat even changed how



**HEAD TURNER:** A three-piece stainless grille surround gives the CT660 a distinctive look.

the mirrors were mounted onto the A-pillars and improved accessibility to the doghouse panel as it Caterpillarized the CT660. Even the door handles received some special attention in the form of non-slip surface material. Current designs were "just not functional," Blood said. "If I'm up in Alberta and I have a big glove on, I want to be able to reach up there, shake hands with that thing and pull that door open."

Improved door seals and a standard enhanced insulation package make the cab super quiet, Cat officials insisted, although the truck hasn't yet been made available for road tests.

Under the hood is a yellow-painted International MaxxForce 11 or 13, rebadged the Cat CT11 and CT13 respectively, with a CT15 to come later. That CT15, ironically, will be based on the MaxxForce 15, which was based on the Cat C15. Talk about coming full circle.

Subtle engineering enhancements have been made to make the engines a true Caterpillar, but Blood admitted the engines themselves are not much of a departure from the International base engines.

The engines will use advanced EGR and will come with power ratings ranging from 330 to 550 hp (once the CT15 is brought online) and torque ratings from 1,450 to 1,850 lb.-ft.

Blood noted the torque and horsepower ratings, fuel maps and the like have all been designed specifically for vocational applications, to provide the optimum horsepower/torque combinations. Features of the CT engines include: fractured main caps and rod caps; a lightweight compacted graphite iron (CGI) cylinder block; and Navistar's common rail fuel injection technology with a multi-shot injection strategy. In addition to being lightweight, Blood said the CGI block reduces noise by 30%. The engines boast a B50 life of 1.2 million miles, meaning about half of them will hit the 1.2 million mile mark without needing significant work.

The truck will be available with a wide range of manual and automated transmissions, but Cat's own CX31 will be a notable option. The

transmission are also available.

Caterpillar will begin taking orders for the CT660 this month and will commence production in May with initial deliveries to begin in July. The CT15 will be available in the first quarter of 2012, and Cat has already announced a set-forward axle CT680 will be the next member of the truck family, available in the first quarter of 2013.

The CT660 is "Not a one trick pony," stressed George Taylor, director of Cat's on-highway truck group. "We're going to have a full line of vocational trucks, customizable to what the customers need them to do."

Pricing for the CT660 is not yet available – and will depend largely on the specifications – but it will be priced like a premium product.

That did not worry Cat dealers who were on-hand at the event, who said they are used to selling premium-priced equipment. Ed Cullen, strategy and dealer development manager of Caterpillar's on-highway truck group, said more than 100 committed orders had already been placed by customers who had not yet seen the final product or been quoted a price.

Kerry Miller, truck business manager of US Cat dealer Carter Machinery confirmed he had already sold six trucks himself.

"The customer said 'Here's my spec', build me a Cat truck," Miller said.

The CT660 will be sold through 54 Canadian and American Cat dealerships and supported by a network of more than 400 North American service locations. The truck will be built at Navistar's Garland, Texas assembly plant. □



**PEEK INSIDE:** The interior of the CT660 boasts sleek automotive styling, featuring brushed aluminum accents.

fully automatic transmission has six forward speeds and one reverse gear. It has been widely used in other markets since 2004 and offers customers the convenience of one-stop servicing of the entire vehicle through Cat dealers. A full line of Eaton manuals and the Eaton UltraShift Plus automated manual

## Navistar upgrades International WorkStar

**LAS VEGAS, Nev.** – Navistar unveiled improvements to its International WorkStar severe-service trucks at the Conexpo-Con/Agg construction industry trade show. New to the WorkStar is a high-visibility sloped hood option and a completely new interior with improved ergonomics and driver comfort enhancements, the company announced.

"With the new sloped hood, WorkStar is now available in a comprehensive range of specifications to meet the diverse needs of our vocational truck customers," said Jim Hebe, Navistar's senior vice-president, North American sales operations. "Together with the improved visibility and interior enhancements, the WorkStar provides an added level of comfort and convenience that allows these vocational truck drivers to do their jobs safely and effectively."

International also borrowed a strong vocational "mega-bracket" from its PayStar 5900 Set-Back Axle (SBA) and applied it to the WorkStar, to provide more radiator and front-end support.

Key features for the International WorkStar 7600 with sloped hood are: 113-inch BBC for excellent maneuverability; best-in-class visibility; 150,000-lb tow hooks; availability in 4x2 and 6x4 axle configurations; and availability for REPTO and transmission-mounted PTO applications.

New interior features include: easy-to-read ivory gauges or chrome bezel black gauges on the instrument panel; rosewood trim on the dash; an ergonomic center panel for easy access to switches; hands-on steering wheel controls; easy to clean floor mats; and a new back wall pocket for additional storage.

"From our no-hassle MaxxForce Advanced EGR emissions technology and new products like the TerraStar and TerraStar 4x4 to the integration of Continental Mixers, we continue to focus on meeting the needs of construction customers," Hebe said. "We are committed to delivering innovative, best-in-class products that move the construction market forward." □



**READY TO WORK:** International showcased improvements to its WorkStar at Conexpo-Con/Agg.



**READY TO ROLL:** Freightliner's new SD trucks give the truck maker a full line of vocational offerings. *Photo by Paul Hartley*

## Freightliner expands vocational line to fill Sterling's void

By Paul Hartley

**LAS VEGAS, Nev.** – A (truck-ing) tool for every job. That was the theme of a recent Freightliner press event in which the company introduced two trucks and proclaimed its recommitment to the diverse and sometimes complex vocational marketplace.

The new models, 108SD and 114SD set-back axle – the numbers indicate bumper-to-back-of-cab (BBC) measurements – expand Freightliner's severe-duty (SD) family from two to four vehicles. (A Coronado SD was introduced in 2009 and a 114SD set-forward-axle was introduced earlier this year).

The additional iron will enable Freightliner to serve a full range of Classes 7 and 8 vocational market segments, from construction to logging, municipal to utilities and refuse. It was not coincidental that the company's event was held in Las Vegas on the eve of the massive Conexpo-Con/Agg show, North America's largest trade show for the construction industry.

Of course, Freightliner has offered vocational products in the past, with varying degrees of success. During the late 1980s, the company began selling a steel cab version of its FLC model. A few years later, it introduced a FLD 112SD and FLD 120SD, both adaptations of better selling, and similarly named, on-highway models.

The manufacturer purchased Ford's heavy truck line in the late 1990s and

renamed it Sterling, hoping to capitalize on the blue oval's popularity among vocational buyers, especially governmental agencies. That effort fell short of expectations, however, and Daimler Trucks North America pulled the corporate plug in late 2008, as the US economy headed for recession and more stringent emissions requirements loomed on the horizon.

Company officials were determined to get back in the game, though.

"When these decisions were made, we committed to return to the market with a complete product portfolio that would close the gap left by Sterling's exit," said David Hames, general manager of marketing and strategy for DTNA.

The reintroduction of Freightliner's SD designation began in late 2009, when the company rolled out the Coronado SD.

It featured a durable fiberglass hood, impact-absorbing fenders, improved forward lighting and a new single air filter that reportedly offered better filtration.

The cab doors, composed of an aluminum outer shell and steel inner reinforcement, were said to be more rugged than those found on the truck's on-highway sibling.

In January, the company publicly doubled its SD lineup when it launched the 114SD set-forward axle. Company officials said this truck was intended to fill a gap in Freightliner's product line between the M2 series, from which it

borrowed a cab, and the Coronado SD, from which it borrowed a chassis. The truck's extra two inches of BBC, relative to that of the M2 112, was designed to provide enough spacing between front and rear axles to meet certain states' bridge laws. The front axle, with weight ratings up to 23,000 lbs, was available in one of two positions: 29.5 inches or 31 inches (measured from the bumper).

The standard engine was a Detroit Diesel DD13 (rated at 350 hp and 1,350 lb.-ft. of torque). A 450-hp rating was optional. Later in the year, company officials said, buyers could choose from an 8.9-litre Cummins ISL (with ratings up to 350 hp) or the lighter 8.3-litre Cummins ISC.

The most recent SD "family" expansion includes all previously announced features and adds greater vehicular selection to the mix. Now the 114SD is available in a set-back axle configuration – 48 inches from the front bumper is standard – and a new model, the 108SD, fills out the lighter end of Freightliner's severe-duty spectrum.

A broad range of options and customizing choices define the SD product line-up. These include front frame extensions, radiator-mounted grilles, hood hatches, front and rear engine power-take-offs, body specific chassis layouts and a wide assortment of suspension and powertrain choices, including alternative-fuel engines

that run on compressed or liquefied natural gas.

The 108SD can be built with front axle ratings from 10,000 to 20,000 lbs, and single or tandem rear axles from 21,000 to 46,000 lbs. It will sport Cummins ISB or ISC engines (from 200 to 350 hp and 520 to 1,000 lb.-ft. of torque). Buyers can also choose from a day cab, extended cab or crew cab. The 108SD is intended for work in government, refuse, construction and utilities applications. GVW ranges from 31,000 lbs to 66,000 lbs. This particular unit will begin production in the late fourth quarter of 2011, about the same time as the 114SD set-back axle. The set-forward 114SD is available now.

The breadth of SD versatility was on display at the pre-ConExpo event in mid-March. Freightliner officials had set up a cone-studded obstacle course of tight switchbacks, swooping turns and straight acceleration lanes. Attending journalists were invited to drive, or ride in, any of eight rigs built as snowplows, dump trucks, cement mixers and municipal drain cleaners (affectionately referred to as "super suckers"). Everyone seemed quite impressed with the fleet's maneuverability, handling and performance.

One 114SD set-forward axle fitted with a crane was stationary, but media members were encouraged to play with the joystick-operated boom and experience the apparently seamless communication between truck and body equipment controls.

Freightliner officials attribute this integration to the company's proprietary SmartPlex multiplex electrical system, which is said to simplify and enhance the connections required by body manufacturers.

Throughout the event in Las Vegas, executives expressed their commitment to the vocational market and their interest in building trucks that precisely meet the needs of both equipment manufacturers and end users.

It's all about working smarter, they said, echoing the company's recently coined tag line: WorkSmart.

"We recognize that, to be in the vocational business, it's not enough to just provide a truck," Hames said. "You need to be a partner to the industry and understand that only the completed piece of equipment provides value to the end user. We have challenged ourselves to change how we do business in this market. Our goal is to become the best chassis partner to the industry by providing smart solutions." □

## Mack offering Granite sleeper, lighter-duty MHD Granite

**LAS VEGAS, Nev.** – Mack Trucks was at the Conexpo-Con/Agg construction equipment show with some new offerings, including a sleeper option for its Granite and other interior upgrades for the Granite and Titan.

Among the new offerings from Mack is a medium-heavy duty version of its popular Granite. The Granite MHD is designed for applications, including municipal, which don't always require the heavy-duty spec's the Granite is typically designed for.

"In the current economic environment, companies are taking an even harder look at how much truck they

truly need," said Curtis Dorwart, Mack vocational products marketing manager. "Our new Granite Medium Heavy-Duty delivers just the right amount of Mack's legendary strength, durability and reliability, along with valuable weight and cost savings."

The Granite MHD comes in an axle-forward or axle-back configuration and is powered by a Cummins ISL9 engine.

Also new from Mack is a 36-inch sleeper for its Granite, complete with a 30x80-inch mattress, curtain, bunk restraint and under-bunk storage.

"We've seen a considerable in-

crease in the number of vocational customers expanding their operations beyond regional sites," Dorwart said. "The new Mack Granite sleeper is ideal for customers in any market working to meet the federal hours-of-service requirements."

The Granite also comes with a new headliner console, optional one-piece windshield and updated Champion Level trim package with button-tuck vinyl and ultraleather seats, the company announced. The new Champion Level trim package and one-piece windshield have also been made available on the ultra heavy-haul Titan.



**TAKE A NAP:** Granite owners can now spec' a small sleeper compartment for HoS compliance.

Mack Granite customers can also now spec' the 3000-series Allison automatic transmission. □



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## OPINION

# The search is on for O/O of the Year

Do you know an owner/operator who stands out in the crowd? If you do, that special guy or gal may just be the recipient of the 2011 Owner/Operator of the Year award!

Nominations for the Owner/Operator of the Year award are now being accepted. As in past years, we are facilitating this prestigious award on behalf of our sponsors, Goodyear, Mack and Castrol Lubricants. I want to personally thank all of them for maintaining their commitment to this award during what has been a very challenging economic period.

So what exactly are we looking for? First and foremost, the nominee must have a clean abstract.

There have been some very worthy finalists in the past who have had to be disqualified due to violations.

Believe me, it's not fun having to bypass a deserving nominee because of one lousy ticket, but the rules are the rules and this one can't be changed or dismissed.

Other attributes we look for include co-worker and/or customer testimonials. Usually these will tell us something about the nominee's work ethic and attitude. Customer service is such an important part of business today, so tell us how this person goes above and beyond the call of duty.

Does your nominee coach little league or volunteer for local fundraisers? Do they step forward and do the job that nobody else is willing to do? Do they mentor the rookies in your company? How about the environ-

## Publisher's Comment

ROB WILKINS



ment, what do they do to minimize fuel consumption? These are all things the judges look for.

Please remember, we are judging these based on what we receive, so try to include anything and everything that you feel we should know about the person.

The day after the submission deadline, the field is narrowed down to 10. At that point we contact the nominees and ask them to send us their abstract along with any other documentation that will help build their case.

I want everyone to know, each nominee receives equal consideration. No one gets preferential treatment. It doesn't matter who you are contracted to or how big that carrier is – or isn't. Believe me, if your nominee is the winner, they deserve it. We do our homework.

So, turn to page three, complete the form and send it in. As I said, include any and all details about why you feel this person should be considered. Hopefully we'll have the opportunity to meet you in Fergus before we take centre stage for the presentation. □

*– Rob Wilkins is the publisher of Truck West and can be reached at 416-510-5123.*



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## FEATURE

## Work Truck

# WEIGHT WATCHERS

## A case study in spec'ing lightweight medium-duty trucks

By James Menzies

**INDIANAPOLIS, Ind.** – When working with a client, Ralph Haire, president of Thomasville, N.C.-based Synergy Design and Production, was issued a challenge: to build a work truck that does the job just as well as the vehicle it replaces, but weighs 2,300 lbs less. The reason was obvious.

Haire had read an Environmental Protection Agency (EPA) report that indicated every 100 lbs of weight reduction translates to a 1-2% improvement in fuel economy. That, combined with the added benefit that trimming a 12,300-lb GVW truck to under 10,001 lbs would get it out from under the watch of the DoT, was enough to send Haire on a weight-loss mission. The result was a lightweight delivery truck Synergy has since dubbed the SynergyLite Green truck.

The fleet was initially comprised of 184 trucks, each with a gross vehicle weight of 12,300 lbs, a 14-ft. body and a heavy liftgate.

"Everything that was steel had to go and everything that was wood had to go, replaced with composite panels or aluminum components," Haire recalled during a seminar on Using Vehicle Weight Reduction to Improve Fuel Efficiency, presented at the Green Truck Summit.

Haire substituted the 14-ft. body with a 12-footer that was two inches wider, allowing it to carry the same amount of cargo while saving substantial weight. He then replaced the heavy steel liftgate with a lightweight aluminum scissor-lift. That alone represented a weight reduction of 1,301 lbs (from 1,760 lbs to just 459).

"We started to immediately pick up fuel economy," Haire recalled. Better yet, the scissor-lift was able to double as the rear door, eliminating the need for a roll-up door – another 300-lb savings.

Haire said the general rule of thumb when switching to aluminum components is, they tend to weigh half as much, and cost twice as much as their steel counterparts. Still, when measur-



**SLIM AND TRIM:** The SynergyLite Green truck was designed with weight savings in mind to improve fuel efficiency.

ing the life-cycle costs of the new vehicles, Haire found the additional cost of aluminum was recovered thanks to its lighter weight.

When all was said and done, Haire said the new trucks weighed about 25% less than the vehicles they replaced. The benefits of getting the trucks below the DoT threshold also meant a reduction in administrative costs, not to mention the benefits of bypassing weigh scales and eliminating the need for log books and driver physicals.

In measuring the value of the weight-shaving initiative, Haire pointed out every new truck in the fleet of 184 vehicles would require 240 fewer fill-ups over the course of its life, for a fleet-wide total of 44,160 fewer fill-ups. Attributing a \$50 billable hour to every fill-up for unproductive time spent adding fuel, Haire figures the transition saved the fleet in the neighbourhood of \$2.2 million.

"And that's fuel that doesn't have to leave Saudi Arabia," he added.

Also on-hand to share a weight-loss success story was George Mayhew, vehicle design and specifications specialist with Verizon Communications. Verizon set out to reduce the weight of its light aerial lift trucks, which carried a 29-ft. single person aerial lift. In an effort to reduce weight, Mayhew said Verizon: downsized from an 8.1-litre

engine to a 5.4-litre option; reduced towing capacity from 9,000 lbs to 3,000; switched to aluminum ladder racks and other components; switched to a lighter tow hitch; and eliminated some optional equipment such as an air compressor, second nitrogen tank holder, etc.

"In a lot of cases, those options were never used," Mayhew said. Moving to a smaller engine and chassis resulted in an overall cost savings of about \$8,000 per vehicle, even after many steel components were replaced with pricier aluminum alternatives.

In total, the empty weight of the chassis was reduced 1,790 lbs and the GVWR was downsized from 17,500 lbs to 13,000 lbs.

Payload was reduced 2,278 lbs, but Mayhew said it was still sufficient for the application. The body layout and compartment features all remained the same and the aerial tower was repositioned by just a few inches.

Mayhew admitted the 5.4-litre engine was not powerful enough in mountainous regions, but it worked fine in most areas.

Mayhew acknowledged there are risks in spec'ing lightweight trucks, including the possibility maintenance costs could rise when running a chassis that's constantly loaded to near its capacity.

"Anytime you have a chassis loaded

to near capacity, you're going to see more ball joint failures and brakes are going to cost you more. It was a concern. You don't want to load the truck right up to its GVWR, so there's a certain amount of monitoring of payload that has to be done," he warned. Mayhew said he noticed some premature wearing of ball joints on the downsized trucks, but over time there were very few maintenance issues.

"Generally, from the records I've seen, we have not seen a big spike in maintenance on the lighter trucks," he said.

Mayhew pointed out that any savings resulting from lightweight spec'ing will be lost if driver training isn't involved.

"There will be minimal fuel savings if engine idling is not minimized," Mayhew pointed out. "If they're going to sit there and idle the truck all day, the only savings is going to be how much fuel the 5.4-litre is going to consume while idling compared to how much an 8.1-litre is going to consume while idling. If you can't get on top of engine idling, you're not going to save that much just by doing weight reduction."

Mayhew had a few recommendations for work truck fleets that are looking to spec' lighter weight trucks. For starters, he suggested involving all suppliers in the process and ensuring they provide accurate component weights.

"Some vendors ballpark things a lot," he warned. "That's fine to an extent but when you're ballpocketing a lot of individual items and they are all plus or minus 50 lbs, that can make a big difference. It can make a difference on whether this thing is a go or no-go."

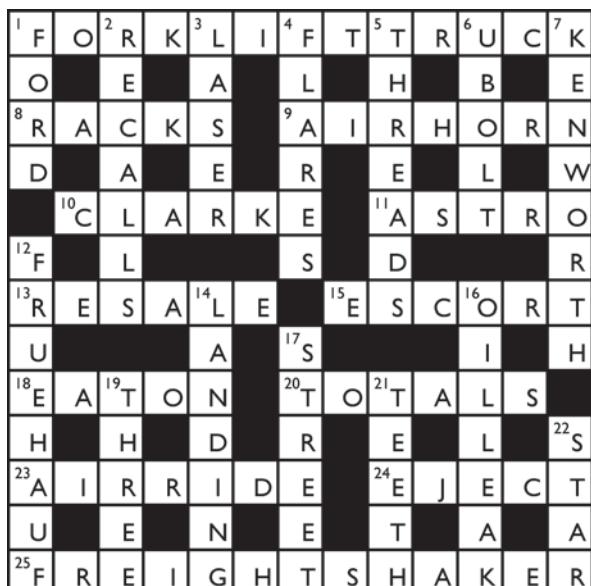
Mayhew said a fleet would be well advised to build a complete prototype and then weigh it.

"No matter how well those weights are calculated, the final end product, once it goes across the scales, is going to be different than any calculations anyone has done," he said.

Mayhew also reminded fleet managers to consider the weight of fuel and occupants and to ask the OE if they included fuel in their weight estimates.

"A few hundred pounds can make all the difference in the world," Mayhew noted. Finally, he advised fleets to be up front with drivers on why their trucks are being spec'd differently.

"We eliminated some options and we had to let the users know we were doing this to reduce costs, but also make sure they could live with those changes we made," he said. □



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Mark Dalton: Owner/Operator

# An eye for an eye

By Edo van Belkom

## THE STORY SO FAR:

Mark is heading to Vancouver when he gets a call. One of Bud's drivers was attacked while helping a supposedly stranded motorist on the highway to Prince George. Mark takes the load, but drives to Vancouver first to drop off his load and visit the driver in the hospital. Earl Purcell is beaten badly and his account of the story gives no reason why three men would attack in such a vicious way. He's vowed to stop driving and Mark is saddened by this because it was something the man obviously enjoyed. Mark tells Earl he'll do what he can to see the men pay for their actions.

On his way to pick up the load Mark makes stops along the way asking people who drive the highway regularly to give him a call if they see anything suspicious. Later, driving the load south, he sees a woman in trouble on the side of the road. He's afraid to stop at first, but in the end he stops to help, hoping it's the right thing to do...

It turned out that Mark had nothing to fear at all. The woman was a hockey mom who'd gotten a flat on the way home from her kid's game. Mark changed the tire for her and refused when she offered him money...at first.

"I insist," she said, sticking a \$20 bill in his palm.

"Alright," Mark said. "I'll make sure it goes to a good cause."

Then with a handshake and a nod, Mark was soon back behind the wheel of Mother Load. Somehow, he was riding higher in the seat now, with his shoulders back and his chest thrust out. Although he'd been hesitant about helping the woman out, it felt good now that he'd done it. After all, it was still the right thing to do, no matter how many bad things happened to drivers on the side of the road.

He drove through the night and crossed the border at five in the morning, driving on for several more hours to make his delivery in Eugene, Oregon. He was a day overdue and there were people on the loading dock in a hurry to get the truck unloaded, but no one seemed too upset by his lateness. Everyone knew the situation and wanted to know how Earl was doing. With all the questions and talk, it was an hour and a half before Mark was able to pull Mother Load away from the dock.

Back on the road, Mark called up Bud to make sure that the money for the load would go to Earl and his family.

Bud laughed at the suggestion. "I was

probably going to do that anyway."

"And add an extra \$20 to it."

"Where's that money coming from?"

"A lady in distress," Mark said. "You can take it off my next load."

"Will do," Bud said, giving Mark a choice of three loads, two heading back to Ontario and one going from Seattle to Prince George.

"That's the one," Mark said.

"I figured it would be."

It was two days since Mark had been through central British Columbia and five days since the roadside attack on Earl Purcell but no one had called with any information about the thugs. Mark figured he'd spoke with more than 20 people and they must have spread the word to at least 20 or 30 more, but Mark's cell phone had been silent. Even the CB radio, awash with talk about the attacks just a few days before, had moved on to talk about the Canucks and Flames and when, if ever, the Stanley Cup might come back to Canada.

At a truck stop two hours north of Vancouver Mark made the rounds, but no one had any news other than it looked like Earl was going to make a full recovery. Even so, he still had no plans to get back on the road.

"It's a shame," one driver said, a bearded man in black-rimmed glasses. "A man like that should at least be able to decide when he wants to quit."

"Could be worse," Mark said.

"Yeah, how?"

"He could have died."

"Sure, but you can say that about anything."

Mark had no response to that. After all, how bad does a situation have to be when death is the only thing that's worse? Just then, someone's cell phone rang a few tables over. An older driver – the kind you'd think wouldn't even have a cell phone – reached into his pocket and pulled out a BlackBerry. No one paid much attention at first, but when the old-timer said, "And they're there right now?" the coffee shop fell silent and everyone tried to listen in.

"You sure it's them? Same grey Buick?"

The shop was so quiet Mark heard someone fart at the other end of the room. Obviously other drivers had spread the word just like Mark had, putting thousands of eyes out on the B.C. highways looking for three thugs in a grey Buick. The man hung up his phone.

Everyone in the place waited in silence.



"That was a buddy of mine," he said.

"He says the guys who did Earl are out on the highway again. Same car, hood up and two guys in the back seat."

He didn't have to say anything more. The coffee shop was suddenly awash with movement as every driver in the room jumped from his seat and headed for the door. It was a mob, Mark realized, an angry mob and someone was going to get hurt, maybe even killed.

That wasn't what Mark had had in mind. He'd wanted justice, not a lynching. If these angry drivers wound up killing one of these thugs, it would be bad news all around...for the trucking industry, for the justice system, even for humankind. Something had to be done, if not to stop the mob, then to at least slow it down a little. Mark made a phone call, then ran to Mother Load.

He knew he was in the right place when just five miles up the road he came across a long line of trucks parked on the shoulder. There were pick-ups and big rigs, and everything in between, but Mark managed to find a spot for Mother Load on the opposite side of the highway, allowing him to be on the scene quicker than those parked further away.

Mark ran across the highway and came upon the angry mob. The truckers were standing in a rough semi-circle around one thug who was holding the crowd back with a tire iron. There was a look of fear on his face, sheer terror, but he didn't seem to be backing down any. He was slashing his tire iron wildly at the encroaching drivers, intent on hurting a few of them before they closed in. The other two thugs had wisely decided to remain in the car, looking like frightened children hiding from a monster.

'This is not going to end well,' Mark thought. Given enough time the mob would beat the three men to death leaving a stain on the highway far darker and bloodier than that of the original incident. Mark heard police sirens approaching.

Illustration by Glenn McEvoy

'Thank God,' he thought.

But as much as he wanted the police to intervene and for the justice system to take over, he didn't want all that to happen too quickly.

And so when the RCMP officers got out of their cruiser Mark was there to meet them.

"Thank God you're here," he said. "I'm the guy who called for you, do you need my name or contact information?"

The officers tried to brush Mark off, but he was having none of it. "My name is Mark Dalton," he said. "My mailing address is..."

"Later," said one of the officers, trying to brush past.

Mark moved to the side, blocking the policeman's way.

"Stand aside!" the second officer said. Mark moved, but not much. Some of the other drivers must have realized what Mark was doing because they joined in beside him, forming a wall of men between the police and the thugs.

"I called too," said one of the drivers.

"Me too. I need to give my name."

The blockade continued on for several more seconds with the police getting frustrated to the point where they might use force to break through the line. But then Mark heard the unmistakable ping of a tire iron hitting the pavement, followed by the satisfying sound of a fist striking flesh. Again and again. Then a car door opened and someone was being dragged over the asphalt. Mark could hear boots hitting bodies and then the distinctive snap of ribs being broken.

'That's enough,' Mark thought, stepping aside.

"They're all yours, boys!" he told the police. □

Did you know that there are two full-length novels featuring Mark Dalton?: *Mark Dalton "SmartDriver"* and *Mark Dalton "Troubleload."*

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## TSQ

**MILTON, Ont.** – While truck stops are intended to be a safe place where drivers can eat, shower, refuel and rest, they can also be a breeding ground for some less-than-savoury characters.

As such, it's not uncommon for a driver to see something he might label as "suspicious" during a routine stop. But the question is how to deal with what they're seeing.

In one incident from 2007, a security chief for Milton, Ont.-based Truck Town Terminals went with his gut when he saw a car and tractor-trailer illegally parked, and his actions resulted in the seizure of \$8 million in cocaine (*see cover story from this issue*).

But are truckers themselves willing to play the hero? We went to the Fifth Wheel Truck Stop in Milton, Ont. to see if drivers would get involved if they saw suspicious activity at a truck stop.



## Truck Stop Question

Would you get involved if you saw suspicious activity at a truck stop?

ADAM LEDLOW



Claude Laur

**Claude Laur**, a veteran trucker driving for Load One out of Taylor, Mich., says he is likely to leave security matters up to the professionals rather than "play Rambo."

"I really don't want to get shot, but I would report it to security; that's what they're for," he says.

"I'm American and I travel in Canada and Canada doesn't allow me to carry a gun or any weapons; pepper spray or any kind of weapon. I look at it this way: it's up to them to protect me while I'm a guest in their country. I can't carry that stuff or they won't let me back."

**Marty Sherk**, a Canadian driver working for Jacksonville, Fla.-based Landstar Ranger, says that if it the suspicious activity in question doesn't involve a child or a woman,



Marty Sherk

he's likely to do nothing.

"Basically, I wouldn't get involved unless there was a reason. If I just saw someone dinking around with a truck, I wouldn't really say much. I've seen a lot of weird happenings. You name it, I've seen it," he says.

"I haul big, expensive machinery and I just come into the truck stops to eat, maybe, and that's it. I try to stay out of them because there's always something going on."



Abe Hibert

**Abe Hibert**, a driver with G2 Logistics out of Winnipeg, Man., says if he saw something suspicious, he would definitely get the cops involved.

"I carry a hammer with me here, that would be about the only thing I have for my protection if need be. Other than that, I'd have to rely on the police to help me out. I haven't had to use the hammer yet and I don't intend to."



Gary Patcheson

**Gary Patcheson**, a driver with Hillman's Transfer out of Sydney, N.S., says he would likely report it if he saw something fishy, especially because of the value of his own freight.

"There is some stuff that may not be important to everyone, but is definitely important to someone. I probably would watch them and if they were suspicious to me and if it warranted it then, yeah, I would say something," he says.

For his own protection, Patcheson tries to park in a well-lit area with the most trucks, and also makes sure to take his cell and wallet with him and always locks his truck. □

– Have an idea in mind for a future Truck Stop Question topic? Send a message via Twitter to @adamledlow or e-mail adam@transportationmedia.ca.

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