



## SAFE DRIVING TIP NUMERO-UNO:

"FOLLOW THE RULES, TAKE YOUR TIME," PG. 23

Groupe Boutin's champ driver Pierre Laflamme



# Today's Trucking

The Business Magazine of Canada's Trucking Industry



April 11-13, 2013

Place Bonaventure, Montreal, QC, Canada

**IDEAS THAT  
CLICK!**

PG.28

**LOCKWOOD'S 10 COOLEST  
PRODUCTS FROM 2012**  
*(including this Canadian-oriented Volvo)*

**HEADS UP!**  
THERE'S NEW RULES  
A-COMIN' PG. 26

**3 GREAT  
TRUCK  
JOKES**  
PG. 54



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OR D-OH BRIDGE



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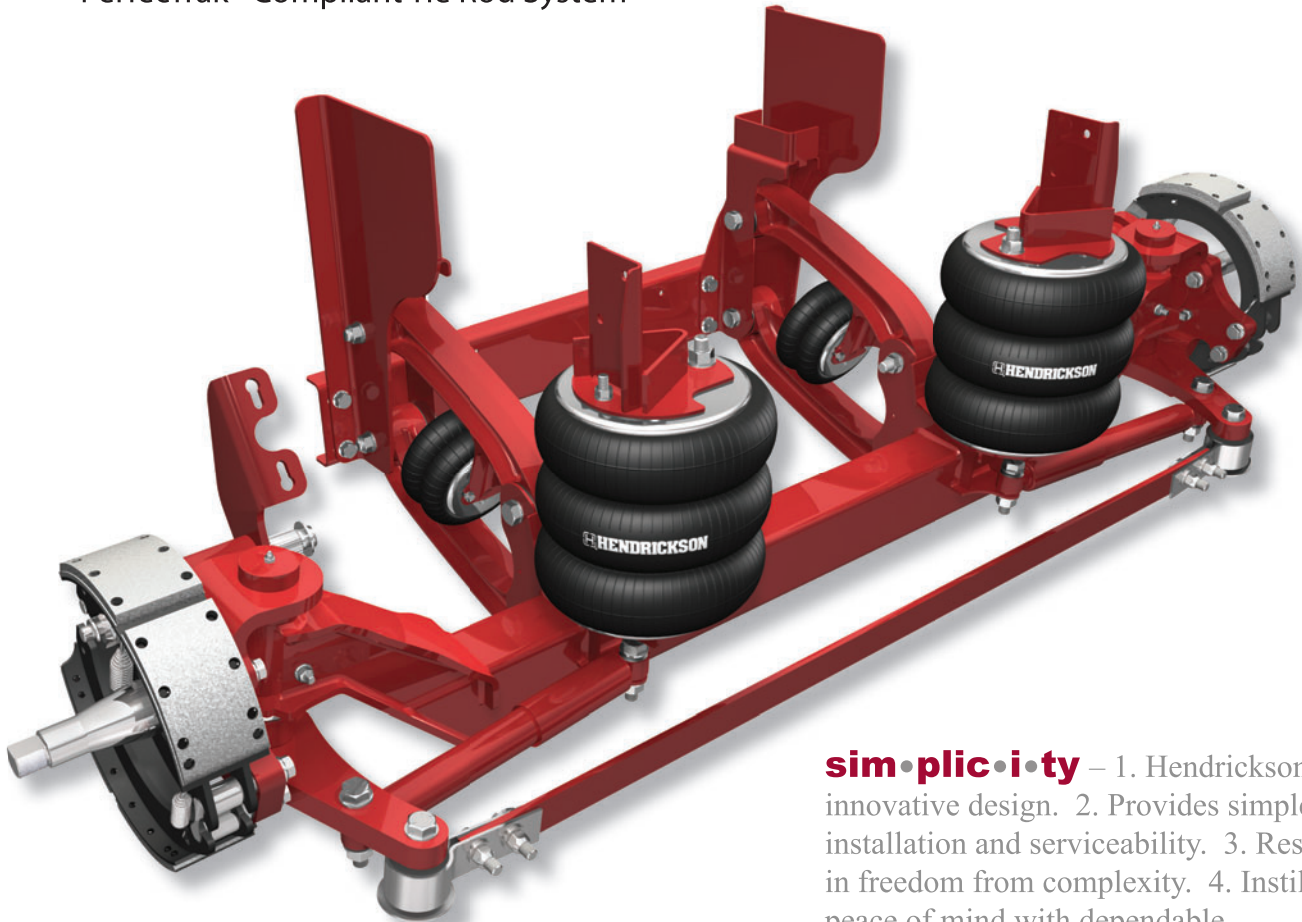


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Award Winner



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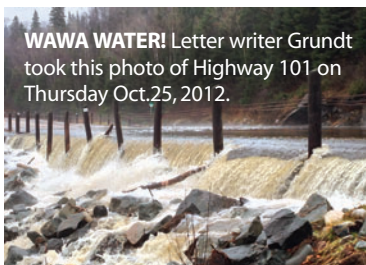
## letters to the editor

### Flooding 101

When the first washout hit Wawa last fall, Ernie Martel who lives in Missinabie stopped in at the Canadian Tire where I work and told me that as he drove through the water, it came in through his doors. I took my lunch early, grabbed my daughter Katherine and headed out to take a few pictures of the water as it poured over Highway 101.

Forty days later, the Province finally declared this a disaster area. On Dec. 7, Queen's Park committed nearly \$7 million to the "emergency." (This left Wawa with an estimated \$3-million dollar shortfall, incidentally.)

Why did it take more than a month to make a decision, putting people's lives on hold? Would they have moved faster if we had a fatality? A retired chiropractor-now-potter's family residence was lost, one older lady is without water or road access to her home. The hospital had several inches of water in the basement floor, flooding administrative offices, meeting rooms and the family room.



**WAWA WATER!** Letter writer Grundt took this photo of Highway 101 on Thursday Oct. 25, 2012.

Northern Lights Motel estimates that it will take 18,500 tons of fill to repair the chasm created by the waters. Their property was effectively cut in half that night. After the repairs to the highway were made, they had lost access to 10 rooms. Insurance will not repair land.

The greatest damage was to infrastructure. There is not enough money in the reserves to repair the roads. We don't have big enough business and residential tax bases to cover these costs. Michipicoten First Nations was evacuated during the flooding and since the disaster, it will take significantly more time for emergency vehicles to reach Michipicoten River Village or Michipicoten First Nations.

Another issue: the Harbour Road was built some 45 years ago—to the standards of that time. And therein lies the rub: they must be brought up to current standards. That means new signage, creation of shoulders, the installation of guardrails, etc.

There have been some heartwarming stories, though. Students and staff of Michipicoten High School raised, via silent auctions, a charity hockey game and other events, nearly \$7,000 for Jim and Deb Sanders. Allan Bjornaa harnessed the power of the Internet (gofundme.com) to raise a stunning \$17,991 for the same family. The United Association of Plumbers and Steamfitters, UA Local 508 as represented by Norm Pascall, donated \$25K in November. Those funds are now part of the Disaster Relief Fund and may be tripled by the Provincial Government.

Now that the area has been declared, we are hopeful there will be no delays in the money flowing to where it's needed. Perhaps they can even ease the environmental requirements so access can be restored to both the Michipicoten River Village and Michipicoten First Nations quickly.

The new year is here—may it be brighter for all.

— **Brenda Grundt, Wawa, ON**

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By Rolf Lockwood



# A Taste of Lemon Aid

Things you can do at truck-buying time to avoid headaches down the road.

**H**ere I sit—actually, here I recline—recuperating from mid-December spinal surgery, with my laptop where the name suggests it was meant to be. Call me dedicated. The new family dog, a blue-eyed Husky pup, is curled up and sleeping peacefully nearby. Aside from rather a lot of boredom and the distinctly difficult task of writing while semi-prone, all is right with the world. Or soon will be.

Since I have some time on my hands, I looked back through my e-mail inbox for the last few months and that led me to a little folder I keep—messages from readers who want me to intervene on their behalf because they've been victimized in some way. At least that's how they describe their plight. Maybe it's a 'lemon' of a truck, possibly a contract dispute, sometimes a fight with some bureaucracy or other.

Knowing only one side of the story—there are always two—there's not much I can do even if I had the time. And I definitely do not have the time to dig out the other side's version of things. Every once in a while things are different, but that's a rare treat.

More often than not, these cases involve a truck or, especially in these last few years, an engine that doesn't like its emissions-control equipment.

Everyone's suffered the frustration of owning a lemon. At some point or other, we've all bought a washing machine, a camera, or even a dog that just never seems able to escape the shop—or the vet's exam room—for longer than a month or whatever. It can be one of life's biggest trials.

But an expensive dog that turns out to have a weak ticker is one thing, a lemon truck quite another. Now we're talking livelihoods, mortgage payments, food on the table. When a trucking business is based on just one or a few machines, and those money-makers turn out to be a lemon, the result can obviously be catastrophic.

So, what can you do? It's clear that Canadian courts aren't your best friends here. The Better Business Bureau probably isn't up to

this task either. That said, I do have some experience in such ugly matters, and a few ideas about how to deal with them. Actually, your strategy should start before you buy the truck...

- Shop for the dealer as well as the truck. Trucks are all pretty good these days, but there can be big variations between dealers.
- Know what your warranty covers and doesn't cover.
- Establish a relationship with your dealer's service department before you need it. Start before you take delivery of the truck.
- Keep meticulous records of work done on your truck, of its fuel economy, and even of the odd noises you may hear.
- Insist that all work orders be properly written, including mileage, the nature of the fault, the work done, and details of all parts replaced.
- Try to stay reasonable if a disagreement arises with the service writer. Talk to the mechanic if you can, and certainly the service manager. Maybe call another dealer and ask 'what if' questions.
- If the dispute can't be resolved in the shop, go back to the salesperson who sold you the truck and ask for help. If there's no satisfaction there, go higher, to the sales manager or to the dealer principal. Be persistent but not rude.
- If your relationship with the dealer has soured irretrievably, get on the phone and call the manufacturer's head office. It may take several calls to find and talk to the right person, but don't give up.
- Write a letter to that person as well, copying the dealer principal and service manager, but don't attach 72 pages of disputed invoices and the like. Make your point, provide a crisp point-form summary of what's been going on, and ask for timely resolution of your complaint. Ask for a phone call as acknowledgement.
- Don't threaten to sue unless every possible option has been explored—and you actually have the financial resources to do it. Don't go there unless all your options are gone, because the only winners will be lawyers.

I think the people who have the most trouble finding satisfaction are those who can't make their case in a clear, organized way and those who don't work the telephone very effectively. Realize you won't hit pay dirt on your first call, so be patient, but persistent, and keep a dated log of every communication. **TT**

Rolf Lockwood is vice-president, editorial, at Newcom Business Media. You can reach him at 416-614-5825 or [rolf@todaystrucking.com](mailto:rolf@todaystrucking.com).

**Don't threaten to sue unless every possible option has been explored—and you actually have the financial resources to do it.**

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# DISPAT

*Heard on the Street*, pg. 13

Americans Come Shopping In Oil Patch

*Natural Gas*, pg. 15

Take Our LNG Truck. Please.



## DEH CHO BRIDGE OR D'OH! BRIDGE

A new bridge that crosses the Mackenzie River along the Yellowknife Highway in the Northwest Territories has pretty hefty commercial vehicle tolls. While there will be no more waiting for ferries or ice bridges, residents in the northern region won't see the cost of goods decrease.

BY JASON RHYNO

Good news out of the Great White Far North: No more unreliable ferry and no more ice bridge for trucks hauling goods into the North Slave region.

In late November, residents from nearby communities joined Premier Bob McLeod to officially open the \$202-million Deh Cho Bridge that crosses the Mackenzie River, along the Yellowknife Highway.

Based on the calls that *Today's Trucking* received from truckers, the bridge was open a few days before the

official ribbon-cutting ceremony.

"Have you seen these tolls?" truckers asked us. "Two-hundred and some-odd dollars per trip!"

The bridge, initially estimated to cost \$50 million 10 years ago during its initial conception, will be funded primarily by commercial vehicles—anything over 4,500 kg.

Passenger cars are not required to pay tolls.

It's been a long time coming, too. The construction process was tripped up by a multitude of delays—funding problems,

construction issues, you name it.

Ray Archer, manager safety and compliance with Venture West Transport, based out of Fort Saskatchewan, AB., estimates that they "probably run a hundred loads per day out of there, easily."

Before the bridge was completed, vehicles had to wait for the ferry or for an ice bridge to be built, each option with its own series of problems. The river would get "chugged up with ice," Archer explained to *Today's Trucking*, "and other times the water is low and they can only take one truck at a time." And the ice bridge would



PHOTO CREDIT: Beckie Rozander



# CHES

## TRENDING

The Best from [Today'sTrucking.com](#)

**GOOD BUSINESS IS  
BEING A PART OF  
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**BLOG**

By Jason Rhyno, PG.19

**LogBook 2013, pg. 16**

Trucking Events To Pencil In

**Between the Lines, pg. 17**

How To Baby Your Drivers

**Truck Building, pg. 18**

What's Writing Got To Do With It?

## FOR WHOM THE BRIDGE TOLLS

### CLASS A:

Commercial vehicles with two to four axles

- \$75.00 (monthly remittance with transponder-equipped vehicle)
- \$91.25 (single-use toll permit)

### CLASS B:

Commercial vehicles with five or six axles

- \$150.00 (monthly remittance with transponder-equipped vehicle)
- \$166.25 (single-use toll permit)

### CLASS C:

Commercial vehicles with seven or more axles

- \$275.00 (monthly remittance with transponder-equipped vehicle)
- \$291.25 (single-use toll permit)

take three or four weeks to build.


A grocery store manager in Yellowknife, speaking to CBC, said that the store would spend \$150,000 to \$200,000 in freight when the ferry was down for long periods. Having a permanent link to the region allows them to better manage their stock, too.

But that doesn't mean residents will see a drop in their grocery bills.

The time saved not having to wait for the ferry is the real benefit, Archer said. While Venture is passing on the cost to customers, Archer is skeptical if, in the

long-run, it will be a cheaper way to move goods. Add the cost of fuel to the tolls, and very little money will be saved. "I don't think it's going to be much different."

It was estimated that the cost of the bridge would be paid off by commercial traffic in 35 years, but with the unexpected \$202-million price tag and truck traffic reportedly down, there's skepticism as to whether that will happen.

"I think that there are about three companies that will end up paying for that bridge," quipped Archer. 

## BORDER DEVELOPMENTS

### Beyond the Border Plan Takes Baby Steps

*A new pilot program at the Blue Water Bridge will test changes to FAST programs.*

The Beyond the Border Action Plan, announced jointly last year by the Harper and Obama administrations, took its first step toward improving conditions at the border for truckers in December.

As part of a new pilot program at the Blue Water Bridge, in Sarnia, ON., carriers and shippers will need to be either Partners in Protection (PIP) or Customs Self-Assessment (CSA) approved—not both, as is currently required.

This pilot program, the Canadian Trucking Association (CTA) said in a statement, will bring Canadian requirements in line with U.S. requirements and is designed to increase traffic in the Free and Secure Trade (FAST) lanes, improving efficiency at the border.

The announcement came in late December when officials from the CTA, the Canadian Border Services Agency, Blue Water Bridge, and technology

## FAST FACT

Six-thousand commercial vehicles cross the Blue Water Bridge daily, making it Canada's second-busiest

international commercial crossing for trucks and the third busiest for total vehicles. Border delays cost Canada's economy between \$15 billion and \$30 billion a year.

company blueRover [sic], announced the launch of the pilot program—part of the Border Plan.

The CTA said that they have long pushed for changes to Canada's FAST program, specifically changes that would benefit trusted traders, by aligning requirements for eligibility more with those of the U.S.

"We fully expect the pilot will show that we can qualify more trucks for FAST usage," said Deanna Pagnan of CTA.

Carriers participating in the pilot met eligibility requirements including Trusted Trader status, sufficient freight at Blue Water Bridge and the ability to ascertain Trusted Trader status of their importers, CTA said. Carriers in the pilot are also submitting ACI eManifests, allowing them to benefit from even faster clearance at the border.

The trial period will monitor 1,400 trucks from across Ontario and Quebec.

The CTA has collected pre-pilot traffic

data at the border to measure the time it takes to cross the bridge and clear customs in order to compare it to traffic conditions under the pilot. Technology donated by blueRover will collect and compare the traffic data.

As it currently stands, in order to use FAST lanes in Canada, drivers must have either a FAST card or Commercial Driver Registration Program (CDRP) card, and the carriers must be members of both PIP and CSA programs.

In the U.S., FAST participation requires drivers hold a FAST card, but carriers and shippers need only participate in one security program—Customs-Trade Partnership Against Terrorism (CTPAT).

"While the industry agrees greater participation in Trusted Trader programs by the importer community is necessary, this is an encouraging step to facilitate efficient movement of freight between Canada and the U.S.," Pagan commented. **TT**



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## HEARD ON THE STREET



Doug Harrison

### Day & Ross Names New Brass

**Larry Rodo** is the new President, **Day & Ross Freight**, and thus assumes full responsibility for the Maritimes-based carrier's LTL and TL divisions. Rodo comes from Brinks USA, where he was President. Day & Ross also named **Doug Harrison** Chief Operating Officer (COO) of **Day&Ross Transportation Group**. Harrison will have responsibility for the company's overall strategy, a number of its support groups and its four operating companies.

The D&Y Transportation Group operates as Day & Ross Freight, Sameday Worldwide, Day & Ross Dedicated Logistics, and Day & Ross Supply. Harrison joined the company in 2011 as President of Day & Ross Freight.

### Suppliers Join Culture Club

Logistics pros **Descartes Systems Group Inc.** and **Wakefield Canada** have been identified as having two of Canada's 10 Most Admired Corporate Cultures by Waterstone Human Capital, a national executive search firm. The trucking industry suppliers were honored in the Mid-Market Category, which included operations with revenues between \$100 and \$500.

### Kriska here; Kriska there

Prescott, ON-based **Kriska Holdings** is expanding all over the place. In November, President **Mark Seymour** cut a ribbon on their newly renovated HQ in downtown Prescott—a facility that actually unites several separate units. Then, in mid-January, Seymour hosted an open house at the company's new terminal in London, ON.

### Kenworth Targets French Vocationals

Members of L'**Association Nationale des Camionneurs Artisans** Inc (ANCAI) will be getting a US \$1,000 rebate if they purchase a Kenworth T800 or W900, Kenworth has announced. ANCAI is a Quebec-based advocacy group for small trucking companies and independent truck drivers. All members specialize in gravel, asphalt, sand, rock and snow. Three trucks a year is the limit for a single customer, and the truck chassis must cost at least US \$165,000.



### KW Dealer Extraordinaire Dead at 85

Funeral services were held in November for **Luigi Tarola**. Tarola, 85, founded **Kenworth Truck Centres**. The Italian native immigrated to Canada, worked as a car mechanic, opened a gas station, graduated to a car dealership and then in 1980 entered the heavy-duty trucking business by opening Toronto Kenworth. Kenworth Truck Centres now has nine locations and more than 300 employees across Ontario.

### Fleet Brake Accelerates in Ontario

Calgary-headquartered **Fleet Brake** is opening a new 50,000-sq-ft parts distribution center in Mississauga. "This investment in a key market for Fleet Brake is the next step in the multiyear expansion of our Canadian parts distribution network," said **John Bzeta**, Fleet Brake president. Expansion of existing Fleet Brake parts distribution facilities is also happening in Winnipeg and Grand Prairie, AB.

The Mississauga location gives the company access to major air and seaports as well as the 400-series of highways.

### Americans Come Shopping in Oil Patch

**Anderson Trucking Service Inc.** (ATS) of St. Cloud, MN., has purchased **Devon**, AB-based Waylon Transport Ltd. Waylon was founded in 1982 and operates 22 trucks and 40 open trailers along with an extensive freight brokerage. Commented **Dave Iwanicka**, founder of Waylon: "It will be rewarding for me to see that Waylon Transport will continue to grow with the Anderson group. I would like to say it has been a pleasure to deal with ATS."



## GREASE THE GRAPEVINE

DON'T FORGET! If you have news you think the rest of the trucking industry should hear about, send it along to [peter@newcom.ca](mailto:peter@newcom.ca).

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## NATURAL GAS

Take Our LNG Truck.  
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*A Quebec Peterbilt dealer has put money into a new marketing initiative that he hopes will get more carriers on board with liquefied natural gas trucks. But carriers are hesitant because, well, where do you get the fuel?*

In December, heavy-duty truck dealer Excellence Peterbilt in Sainte-Julie, QC, announced that they are offering private and for-hire carriers an opportunity to test drive a class-8 liquefied natural gas (LNG) tractor.

According to Excellence, as well as other reports, the Peterbilt 386 is the first heavy-duty LNG truck available for short-term rental in Canada. That's fitting, seeing as how the whole story of LNG class-8 trucks in Canada took off when Claude Robert ordered 180 LNG tractors from Excellence.

Still, carriers have been hesitant to follow in Robert's steps, naturally skeptical of the relatively new technology that also lacks a proper fueling infrastructure.

Gaz Metro Transport Solutions has been leading the LNG fuel-supply and infrastructure push in the area, specifically for the Hwy. 401 corridor between Montreal and Mississauga, so it's no surprise that the company has partnered with Excellence on the LNG-rental initiative.

If more carriers purchase LNG trucks, the greater the need for fuelling stations. But then, of course, carriers are hesitant to invest in LNG as fueling stations are



very few and very far between. Chicken meet egg.

According to *Today's Trucking's* sister magazine *Transport Routier*, Gaz Metro will have a public filling facility at exit 305 in Quebec City by spring 2013, another one near Cornwall by late spring, and by autumn, one in the Greater Toronto Area.

Excellence said that Robert is very satisfied with his LNG tractors, and reports are that he's purchasing several more for

Nicole Lussier, president of Excellence Peterbilt, said both dealerships in Laval and Sainte-Julie meet the required safety regulations to carry out routine maintenance and mechanical repairs. Excellence PacLease will offer heavy-duty vehicles powered by compressed natural gas for the local distribution industry starting in 2013, she added.

In addition to PacLease and Gaz Metro, Westport HD and Peterbilt Motors have also partnered with the

FAST  
FACT

According to Gaz Metro, the road transportation sector is the largest GHG emitter in Quebec, accounting for more than 40 percent of total emissions. Heavy diesel trucks emit 28 percent of the GHG emissions in Québec, while representing only two percent of all vehicles.

2013. Excellence also mentioned that several other carriers are evaluating the ROI on LNG tractors.

The hope is that carriers renting the LNG truck will experience first-hand the fuel savings—roughly 40 cents per liter compared to diesel—as well as test the capabilities of the truck.

dealership on the new offering.

According to Gaz Metro, the road transportation sector is the largest GHG emitter in Quebec, accounting for more than 40 percent of total emissions. Heavy diesel trucks emit 28 percent of the GHG emissions in Québec, while representing only two percent of all vehicles. **TT**



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## logbook2013

## February

1-2

**Mid-West Truckers Association**

Peoria Civic Center,  
Peoria, Illinois

**Website:** [www.midwesttruckshow.com](http://www.midwesttruckshow.com)

15

**DEADLINE!**

Today is the last day for entries in the 2013 Highway Star of The Year Contest.

**Website:** [www.todaystrucking.com](http://www.todaystrucking.com)



## March

3-6

**Truckload Carriers Association Annual Convention**

The Wynn Resort, Las Vegas

**Website:** [www.truckload.org](http://www.truckload.org)

6-8

**The Work Truck Show and NTEA Convention**

Indianapolis, Indiana

**Website:** [www.ntea.com](http://www.ntea.com)

10-12

**International Warehouse Logistics Association Annual Convention**

Loews Portofino Hotel,  
Orlando, Florida

**Website:** [www.iwla.com](http://www.iwla.com)

11-14

**Truck Maintenance Council of the American Trucking Associations Annual Meeting**

Gaylord Opryland Hotel,  
Nashville, TN

**Website:** [www.trucking.org](http://www.trucking.org)

11-15

**Truck Renting and Leasing Association Annual Meeting**

Naples Grande Beach Resort,  
Naples, Florida

**Website:** [www.trala.org](http://www.trala.org)

15

**Club Des Professionels du Transport Quebec**

Sugar Shack Trip

**Website:** [www.cptq.ca](http://www.cptq.ca)

21-23

**Mid-America Trucking Show**

Louisville, Kentucky

**Website:** [www.truckingshow.com](http://www.truckingshow.com)

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## April

2-6

**Specialized Carriers & Rigging Association (SCRA) Annual Conference**

The Westin Kierland, Scottsdale, AZ

**Website:** [www.scranet.org/](http://www.scranet.org/)

15

**Club Des Professionels du Transport Quebec Annual meeting**

**Website:** [www.cptq.ca](http://www.cptq.ca)

21-24

**National Shippers Strategic Transportation Council (nasstrac)**

Shippers Conference &  
Transportation Expo,  
Orlando, FL

**Website:** [www.nasstrac.org](http://www.nasstrac.org)

23-26

**National Fleet Management Association NAFA Institute and Expo**

Atlantic City, NJ

**Website:** [www.nafainstitute.org](http://www.nafainstitute.org)

26-27

**Alberta Motor Transport Association Annual Conference**

Banff Springs Hotel, Banff

**Website:** [www.amta.ca](http://www.amta.ca)

## May

2-4

**Association du Camionnage du Quebec**

Manoir Richelieu, La Malbaie, QC

**Website:** [www.carrefour-acq.org](http://www.carrefour-acq.org)

## June

1-4

**Heavy Duty Distributors Council Annual Conference**

Markham, ON

**Website:** [www.hddc.ca](http://www.hddc.ca)

Go Online

for more events, visit

**todaystrucking.com**

click here



## BETWEEN THE LINES

# How to Baby your Drivers

*If we're going to watch and monitor drivers like children, then let's go all the way and really treat them like children.*

— By Jason Rhyno

Is it wrong of me to say that I don't think there is any other industry where the employees are watched as much as drivers are in the trucking industry? That's an accepted fact, correct?

I mean, they're watched and monitored like delinquent children—the lot of them.

"Who has to report in every hour of the day?" asked a dispatcher during

Saskatchewan's Annual General Meeting last year. Good question.

Typically, as an employee, or child for that matter, becomes older and gains more experience, you give them more freedom, more responsibility. Trust them more. You don't have to check in on them every hour.

But in this industry, even seasoned drivers get interrogated when they make that hard brake. It's getting worse,

too: cameras in trucks are akin to baby monitors at best and Orwell's 1984 at worst. Other technology, like active braking systems, are taking responsibilities away from the driver. While the latter is great for safety—no argument here—there are some subtle psychological effects of taking responsibility away from grown adults.

Never mind working in an environment where you are watched constantly, where various people you meet throughout the day are suspicious of you (crossing the border is just horrible; I always feel like I have 80 pounds of heroin on me when I've never even seen heroin.) Nobody likes to be treated with no respect. If somebody was watching me write, taking away my ability to put a period at the end of a sentence, I'd be pretty darn annoyed and angry in no time.

It's a fine line, to be sure. When I was supervising a landscaping crew, employees would hide away in somebody's back yard and work on their tan while they napped. So I understand the need to monitor an employee when you work in an industry that is mobile.

Balance is needed, however. If drivers are going to be treated like children, then I think there is a need to implement more positive "child-like" programs.

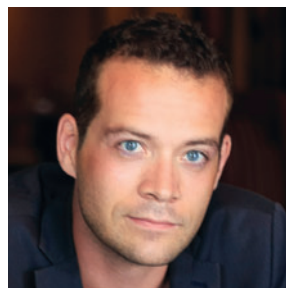
The accounting firm KPMG has this great program for its employees—a concierge service for employees working long hours. Basically, if you need tickets to a Mets game for that trip to NYC you're taking in two weeks, you can call up the concierge, give them the details, and they'll do the legwork. They'll even set up the vacation for you, do all the research, and get the best deals.

This would work great for long-haul drivers. If they're working on Valentine's Day or get held up and can't make it home, they can call the concierge and have them send flowers and chocolates to the wife. Daughter's birthday coming up and the tickets for that concert go on sale at 10am? Get the concierge on it. You're taking responsibility away from the driver, but in a positive, thoughtful way.



**ANOTHER IDEA:** A room with a big television, a Playstation 3, and some Blu-Rays would help during those times the driver has to wait around the yard for whatever reason. Toss in a few couches, some Doritos and orange pop, and you've got yourself a playroom.

If the nature of the trucking industry requires monitoring and checking up on employees like they are children who can't make a pot of Kraft Dinner, then do other, more positive things for them—just as you would with your own children.

And hey, these are easy, relatively inexpensive solutions to keeping employees happy. I'll bet it'll help with your recruiting and retention, too.



Today's Trucking Associate  
Editor Jason Rhyno's monthly  
column "Between the Lines."  
If you want to let him know  
what you think, email him at  
[jason@newcom.ca](mailto:jason@newcom.ca).

<div>   </div>			
CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	137.4	-0.5	119.7
VANCOUVER *	134.7	0.0	90.6
VICTORIA	128.3	-0.4	92.0
PRINCE GEORGE	129.9	-0.3	97.0
KAMLOOPS	130.2	-0.1	97.3
KELOWNA	130.2	-1.1	97.4
FORT ST. JOHN	131.4	-0.8	98.5
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	113.6	-0.1	95.2
RED DEER	114.6	0.0	96.1
EDMONTON	112.9	-3.0	94.5
LETHBRIDGE	118.7	0.3	100.0
LLOYDMINSTER	114.6	0.0	96.1
REGINA *	117.6	-0.2	93.0
SASKATOON	121.7	0.6	96.9
PRINCE ALBERT	115.2	0.0	90.7
WINNIPEG *	117.9	-0.4	94.3
BRANDON	117.5	-0.2	93.9
TORONTO *	126.9	0.4	94.0
OTTAWA	130.7	-1.3	97.3
KINGSTON	127.4	0.0	94.4
PETERBOROUGH	124.9	-0.1	92.2
WINDSOR	125.8	-0.1	93.0
LONDON	127.4	0.2	94.4
SUDBURY	129.8	0.4	96.5
SAULT STE MARIE	130.7	0.8	97.4
THUNDER BAY	132.6	0.0	99.1
NORTH BAY	127.9	0.8	94.9
TIMMINS	133.4	-0.3	99.8
HAMILTON	127.0	0.6	94.1
ST. CATHARINES	127.2	0.8	94.3
MONTREAL *	139.4	0.0	98.0
QUÉBEC	139.6	1.3	98.2
SHERBROOKE	139.4	1.5	98.0
GASPÉ	139.9	1.0	102.3
CHICOUTIMI	137.9	0.3	100.6
RIMOUSKI	139.4	0.8	99.9
TROIS RIVIERES	139.9	2.0	98.5
DRUMMONDVILLE	135.9	1.3	95.0
VAL D'OR	135.9	0.0	98.8
SAINT JOHN *	138.7	2.7	99.6
FREDERICTON	139.0	3.4	99.8
MONCTON	139.8	3.3	100.5
BATHURST	141.3	1.8	101.8
EDMUNDSTON	137.2	0.6	98.2
MIRAMICHI	140.4	2.9	101.0
CAMPBELLTON	140.5	3.4	101.1
SUSSEX	139.0	4.1	99.8
WOODSTOCK	140.2	1.3	100.9
HALIFAX *	135.1	1.6	98.1
SYDNEY	137.8	1.1	100.4
YARMOUTH	137.4	1.6	100.1
TRURO	136.0	1.1	98.8
KENTVILLE	136.5	1.6	99.3
NEW GLASGOW	137.5	2.9	100.2
CHARLOTTETOWN *	130.6	0.0	100.2
ST JOHNS *	141.4	2.4	104.6
GANDER	140.1	0.8	103.4
LABRADOR CITY	146.8	1.7	109.4
CORNER BROOK	142.1	1.6	105.3
CANADA AVERAGE (V)	126.3	0.2	95.0

Updated prices at [www.njervin.com](http://www.njervin.com) • Prices as of January 8, 2013 • V-Volume Weighted. (+/-) indicates price variations from previous week. Diesel includes both full-serve and self-serve prices. The Canada average price is based on the relative weights of 10 cities (\*).

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## TRUCK BUILDING

## Trucking Through Journalism

*Today's Trucking's editorial intern learns that good writing has a lot to do with good truck building. — By Octavian Lacatusu*

In Romania, it was a different life.

Trucks in general weren't (sad to say) as shiny and glamorous as they are here

in North America. Frankly, if it ran, it was driven until something caught fire.

It was quite a sight, as overloaded ROMANs (Romanian-built trucks) rattled street windows and engulfed everything in a thick curtain of blue diesel smoke as they passed by.

Though partially deaf and definitely poisoned, I watched them chug along at

full rpm, with exposed 20th-century underpinnings showing their age (since fenders and grilles were shaken or rusted off eons ago).

That image stuck, and served as inspiration to me when I began my internship three months ago at *Today's Trucking*.

But I believe my journey here has a more humble beginning.

College. Second year. Magazine class. My former teacher, and now editor, Peter Carter, sits over the edge of the front desk, looks over at us and says:

"Picture it this way. Writing for a magazine is like talking to your best friend. What would your best friend want to know about? What would you tell them?"

The class remained silent for a moment. "Writing for an audience... just like talking to a friend," I quietly pondered.

Those words made me realize I don't just write into an abyss, and that there's someone on the other end, listening, reading.

It's funny when I think about it, really. When I came to Canada at the age of nine, I knew two words in my entire English vocabulary: hello, and the f-word.

I know. Talk about extremely basic.

Ironically though, the need to simplify what exactly I'm trying to communicate became ever more critical, and 15 years later, I'm still learning that.

"Writing clearly is thinking clearly," said Jason Rhyno, my editor and mentor in his efforts to dissuade me from overthinking my stories.

Sounds simple. But that's exactly the point.

When I wrote the "Top 10 Trucking Movies" list, I was surprised at how quickly it came together. I still wrote it with heart, albeit different in one way.

"You didn't wonder too much about it, you just did it," Jason said to me, in response to the relieved look on my face.

Understanding what I'm writing really goes a long way; explaining it coherently to others is just as big a challenge. But that's not necessarily a bad thing.

Actually, that's not bad at all. After being consistently immersed in the trucking world for several weeks, the way I looked at trucks inevitably changed as well.

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## Quebec Based Carrier Accused of Fraudulent Pick Ups

Montreal-based carrier Canadian Rockies Express Co. Inc. is suspected of a number of fraudulent pick-up loads, Southwest Transportation Security Council warned today.

It's alleged that seven companies have fallen victim to the fraudulent pick-ups, and there may be more who haven't reported the losses yet, Southwest said.

## IN THE NEWS

No working number could be found for Canadian Rockies Express.

The current trend in fraud and identity theft, noted Southwest, is legitimate companies being purchased and operated for short periods of time. They retain the operating authorities and insurance of the company purchased appearing to be legitimate; the company then commits multiple fraudulent pick-ups over a short period of time without suspicion.

## GOOD BUSINESS IS BEING A PART OF YOUR COMMUNITY

By Jason Rhyno

There are a couple of different schools of thought when it comes to giving. Some people—and companies—are more reactionary with their donations, much like we've seen with Sandy. That's normal. And some companies will be vocal about their donations, too, each little donation accompanied with a press release. That's a good thing. It's a way to not only raise awareness of disasters like Sandy, but to keep it in the front of our collective mind; our memories for what happened two months ago—politically, culturally, socially—in this day and age, aren't the best. And, I think, telling people that you donated encourages others to do so.

The other school of thought is "Giving is just something we do." I made a couple of calls to some OEs to get their thoughts on the matter. "Yes, we give," a couple of media relations people told me, "but we prefer not to advertise it too much."

Notably, a constant word that came up in these conversations was "community."

"Community" was also something that was stressed by people I interviewed for a recent story on how to survive a disaster (it was in our January issue): every single person I spoke with, from disaster recovery specialists, to trucking companies, to FEMA, stressed that businesses and corporations are part of a community. "The faster a community gets back up and running, the faster money starts coming in the door," one person said. And money coming in the door means people working, people getting paid, and people feeding their families.

BLOG



Kenworth employees collected nearly 7,500 lbs. of food during a Kenworth Food Drive. The food was delivered to Northwest Harvest in Kent, Wash.

Visit [todaystrucking.com](http://www.todaystrucking.com) for NEWS as it happens or sign up for our newsletters at <http://www.todaystrucking.com/newsletters.cfm>

What's Tweetin'?

Every month, Today's Trucking asks its Twitter followers a question. In January, we asked:

Got any New Year's resolutions?



ContiTruckTires:  
To roll with the changes.

xxxPiemanxxx:  
To write a letter to CDA minister of transport. Not a nice one. Get a reality check please!

benlehman2:

Mine is to make a New Year's resolution sometime before next year.

Crazycanuckdave:

I pledge to help educate the public about our environmental & safety policies which make us better than most industries.

And because it's SOCIAL media, we also like to chat:

**Todaystrucking:** RT @mbgovroads: Did you know... ice on roads at -1 degree C is twice as slippery as ice at -18 degrees?

**ECTTS:** @Todaystrucking @MBGovRoads thats pretty neat. How come?

**Todaystrucking:** @ectts a thin layer of water on the outside is what makes ice slippery. That layer is thickest when temp of the ice approaches freezing.

**ECTTS:** @Todaystrucking Thank you. That is definitely a possible trivia question :)

FOLLOW US @todaystrucking

Look, I'll be honest. Before I started my internship at *Today's Trucking*, I had no idea what kind of engines trucks had, or that they had aerodynamic panels and shields bolted onto them, or that they can be more comfortable to drive than a car.

Up until then, I couldn't even tell the difference between a day and sleeper cab.

Absorbing all the info reawakened my curiosity for my Technic Logging Truck, a Lego set I bought and built earlier this year. Occasionally, I'd give it a dust wipe and glare at it, maybe play with its motorized crane a little bit. That's about it.

But, the more I found out about trucks, the more unsettled I became with all the incorrect or missing details of the model itself.

I first noticed the lack of double tandem wheels in the back; missing differential and big openings between fenders were just as visible too. Under the hood, it had a straight-four-cylinder engine, which had moving pistons that could go up and down when the rear wheels rolled.

That's cool... but wait—a four-cylinder engine in a class 8? That can't be right.

Its inaccuracy drove me nuts. So one night, I gave in. I pulled the truck off my shelf and completely disassembled it.

Now, because I'd seen plenty of photos and wrote stories about heavy-duty diesel engines, I replaced the original four-cylinder with my own static replica of a CAT straight-six engine.

At one point, I thought, 'oh boy, I bit off more than I could chew here' as I looked at the giant pile of stripped-out parts and a cannibalized Lego frame. But I was determined to make a functioning full-remote-control Lego truck.

First attempts to motorize my Lego models were, at best, comical—frames twisted like pretzels, and motors often separated and drove



off with only half the vehicle.

By the time special parts (extra set of wheels, panels and motors) arrived from Lego's factory in Denmark, I already had a functioning prototype, which slowly continued to evolve into what it is now. And it's still not done, since now I have to figure out how to re-attach and motorize the truck's mid-mounted "logging" crane.

So why go through all the trouble?

I didn't really think about building it, I wanted to build my truck based on the specs that I've seen and learned throughout my internship with *Today's Trucking*.

Mind you, I still can't drive a truck, and probably won't be driving one anytime soon.

But man, it's sure satisfying to pull a box of six beers across my living room with a Lego truck. **TT**

## HUMOR

### Port-A-Ice Sculpture

It's Winter, here in Manitoulin,  
And, those gentle breezes blow,  
70-miles-per-hour, at 52-below!  
Oh, how I love this Manitoulin,  
When the snow's up to your butt;  
You take a breath of Winter air,  
And, your nose is frozen shut.  
Yes, the weather here is wonderful,  
You may think that I'm a fool.  
I could never leave Manitoulin,  
'Cause, I'm frozen to this stool.

— (Adapted poem courtesy of Elwin Shaw of Shaw Farm Equipment, Mindemoya, ON.)

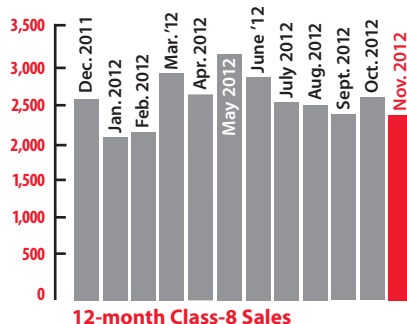




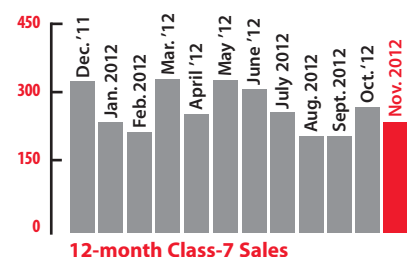
## Canada – Truck Sales Index

## November 2012

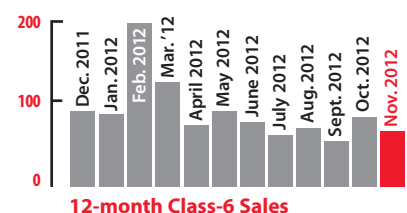
CLASS 8	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	723	7097	5945	25.1%	25.4%
Kenworth	421	5537	4696	19.6%	20.0%
International	236	4132	4702	14.6%	20.1%
Peterbilt	343	3838	2610	13.6%	11.1%
Volvo	312	3360	2462	11.9%	10.5%
Western Star	212	2193	1520	7.8%	6.5%
Mack	164	2103	1515	7.4%	6.5%
<b>TOTAL</b>	<b>2411</b>	<b>28,260</b>	<b>23,450</b>	<b>100.0%</b>	<b>100.0%</b>



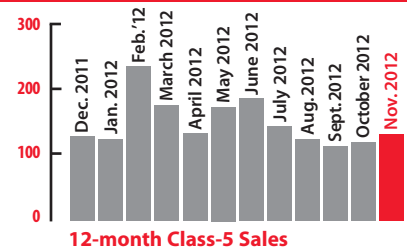
CLASS 7	This Month	YTD '12	YTD '11	Share '12	Share '11
International	73	874	1062	31.0%	39.1%
Freightliner	36	626	489	22.2%	18.0%
Kenworth	51	554	498	19.6%	18.3%
Peterbilt	54	452	320	16.0%	11.8%
Hino Canada	22	317	347	11.2%	12.8%
<b>TOTAL</b>	<b>236</b>	<b>2823</b>	<b>2716</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '12	YTD '11	Share '12	Share '11
International	23	364	303	38.9%	35.9%
Hino Canada	17	303	333	32.4%	39.5%
Freightliner	18	254	195	27.1%	23.1%
Peterbilt	0	15	12	1.6%	1.4%
<b>TOTAL</b>	<b>58</b>	<b>936</b>	<b>843</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '12	YTD '11	Share '12	Share '11
Hino Canada	80	937	470	57.5%	51.4%
International	32	481	395	29.5%	43.2%
Mitsubishi Fuso	14	182	0	11.2%	0.0%
Kenworth	1	14	20	0.9%	2.2%
Freightliner	1	13	26	0.8%	2.8%
Peterbilt	0	3	3	0.2%	0.3%
<b>TOTAL</b>	<b>128</b>	<b>1630</b>	<b>914</b>	<b>100.0%</b>	<b>100.0%</b>

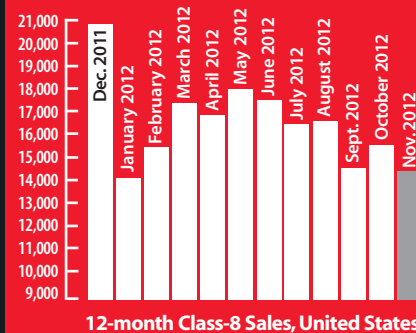

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[www.westerncanada.cummins.com](http://www.westerncanada.cummins.com)


- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

## U.S. – Retail Truck Sales

CLASS 8	This Month	YTD '12	Share '12
Freightliner	5313	58,489	33.1%
International	1957	32,156	18.2%
Kenworth	2221	24,971	14.1%
Peterbilt	1988	24,568	13.9%
Volvo	1441	18,521	10.5%
Mack	1254	15,525	8.8%
Western Star	196	2344	1.3%
Other	0	11	0.0%
<b>TOTAL</b>	<b>14,370</b>	<b>176,585</b>	<b>100.0%</b>



## Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	44	66	6	59	401	99	23	12	4	9	723
Kenworth	46	184	37	15	41	82	16	0	0	0	421
International	7	63	6	29	65	44	10	5	1	6	236
Peterbilt	32	130	30	38	70	29	11	3	0	0	343
Volvo	15	23	8	10	167	83	2	3	0	1	312
Western Star	35	82	9	7	33	34	4	6	2	0	212
Mack	7	20	16	8	65	26	12	1	0	9	164
<b>TOTAL</b>	<b>186</b>	<b>568</b>	<b>112</b>	<b>166</b>	<b>842</b>	<b>397</b>	<b>78</b>	<b>30</b>	<b>7</b>	<b>25</b>	<b>2411</b>
<b>YTD 2012</b>	<b>2356</b>	<b>6496</b>	<b>1322</b>	<b>1911</b>	<b>9515</b>	<b>5016</b>	<b>999</b>	<b>455</b>	<b>60</b>	<b>130</b>	<b>28,260</b>



# HIGHWAY STAR OF THE YEAR

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- ★ \$10,000 in cash
- ★ An Espar Heater System
- ★ Road-ready, trucker-friendly laptop from OBAC
- ★ Special-edition leather Chevron jacket with winner's name and Highway Star of the Year logo
- ★ Travel and accommodations for two to Montreal during ExpoCam 2013

### ★ 2013 HIGHWAY STAR OF THE YEAR ★

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2013 Highway Star of the Year



The Highway Star of the Year award is open to ALL drivers — company drivers and owner-operators alike.

If you know someone worthy of such an honour, please submit your nomination as soon as you can. We'll be presenting the award during ExpoCam 2013 in Montreal, on Saturday April 13, 2013. **Forms are available on-line at [www.todaystrucking.com/hsoy](http://www.todaystrucking.com/hsoy).**

2012



**Stephen McGibbon**  
Milltown Trucking, Oak Bay, NB

2011



**Reg Delahunt**  
Independence Transportation  
Lanark, ON

## THE HIGHWAY STAR OF THE YEAR ★ HALL OF FAME ★

2010



**Cliff Lammeren**  
Praxai  
Edmonton, AB

2009



**Bud Rush**  
Armstrong Moving/  
United Van Lines  
Oakbank, MB

2008



**Dale Hadland**  
international  
Freight Systems (IFS)  
Beachville, ON

2007



**Jean-François Foy**  
Transport  
J.C. Germain  
Neuville, QC

2006



**Terry Smith**  
Highland  
Transport  
Miramichi, NB

2004



**René Robert**  
Classy Transport inc.  
(contracted to SLH Transport)  
Calgary, AB

GOLD SPONSORS:



Espar



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PROUDLY SPONSORED BY:

PLATINUM SPONSOR:



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SILVER SPONSORS:



ASSOCIATION SPONSOR:





# Street Smarts

**INSIDE:**

**25 Playing the Unlevel Field**

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



## Pierre Extraordinaire

**Driver** *Want to fire up your recruits' passion for trucking? Have them stand close to Laflamme. By Peter Carter*

**P**ierre Laflamme has been driving truck with passion and skill since Joe Clark was PM. Little wonder he's one of the finest in the land.

He's 58; from Thetford Mines and he started driving truck when he was 16.

"I guess you can see I have the passion for it," he says.

Just before Christmas, the Canadian Trucking Alliance (CTA) named him named Driver of The Year for 2012.

First thing he told me when I reached him via bluetooth on the 401 eastbound near Woodstock was that the photo accompanying this story has stale-dated.

It was taken after he was named Driver of the Year in 2011, by the Quebec Trucking Association (QTA).

After that victory, his boss Bernard Boutin (the son of Groupe Boutin's founder) presented Laflamme with a sparkling new Volvo 780.

**TRUCK DU SOLEIL:** There's no safety net between the driver and big troubles, so, Laflamme says, vigilance is a must.

Laflamme has been with Boutin for 35 years. In addition to being a skilled helmsman, the CTA said at the time of the award, Laflamme is a driver coach, "who takes the time to guide each rookie and answer their questions thoughtfully, while helping them improve their skill set."

"For Laflamme, helping colleagues, both on and off the road, is a way to elevate safety standards in the industry."

"He hasn't had a single traffic infraction in the last 13 years; no small feat for someone who hauls 200,000 km a year across North America."

"And," it continued, "he's the kind of driver who doesn't hesitate to stop on the side of the road to help other drivers in distress."

That, Laflamme said, is one way trucking in 2013 differs from previous years. Few if any will stop to help another broken-down truck.

"Back when I started, we were on our own and didn't have phones or CBs or anything. So you just could never pass somebody on the side of the road."

Laflamme says the recruits he sees coming into the industry are usually deft operators who can steer, brake, conduct thorough pre-trips and do paperwork.

The one area in need of attention, he says, is salesmanship.

"They have to learn how to represent the company to outsiders—to shippers, to customers, to everybody. I always remember that to our customers, I am Boutin. And I try to take care of Boutin the way Boutin takes care of me."

Good driving, he says, is simple: "Follow the rules and be patient. Take your time. Nothing you can carry in a trailer is worth risking a human life for."

Risk, Laflamme saves for his off-hours, during which he likes to tour Quebec's winding back roads with his life partner Nicole Marcoux on their Suzuki motorbikes. **TT**

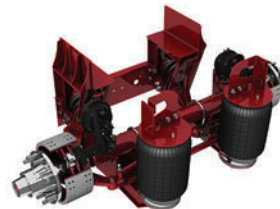
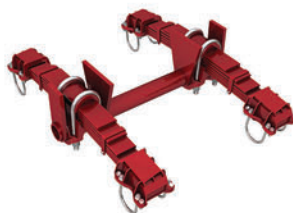
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# Playing the Unlevel Field

**drivers** *Can't get a licence in B.C.? Try Ontario. The rules are different, but you end up with the same ticket. Oh, and here's why that's a bad thing. By Larry James Hall*

**T**he term “level the playing field” has been bounced around for several years now and it is one that has pretty much given me “term fatigue.”

That could of course be because of the context in which it has been used; that poor big guys are unable to compete with the allegedly renegade and unruly little guys.

Somewhere along the way, common sense has left the building and many of us are arguing about whether or not government should be creating more regulations that seem to favor one segment of the industry over another, and therein lies the concern. “Leveling the playing field” isn't a bad concept but perhaps we should take a step back and look at the very foundation that our industry should be built on: a level ground with strong footings.

We should not be talking about leveling the field after we are already three stories high unless we are willing to halt construction and shore up the foundation. Trucking needs a solid foundation that will support equality and fair practices long into the future.

If we want to create a solid foundation on a level playing field, we have to begin by addressing the aptitude and competence of the folks entering the transportation industry. Then, we have to foster a culture of educated and skilled workers thereby ensuring that we all have

at least the same basic fundamental knowledge and skill set; in other words, “basic training.”

The Truckers Guild of North America has been lobbying for uniform commercial driver licence

In order to sustain a healthy and prosperous industry, we have to address education and training. Those prerequisites, coupled with mentoring and on-the-job experience, would allow to boast the most efficient

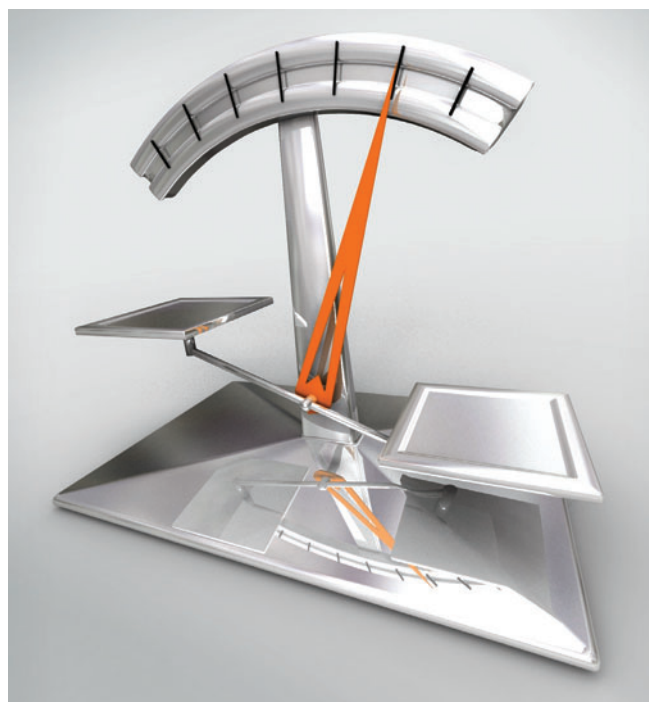
long as a driver has obtained a driver credential from one of the jurisdictions—that credential is recognized as valid proof of competency by the other jurisdictions.

Regulators are complicit in perpetuating a flawed system. They have failed to create and adopt a uniform commercial driver testing standard. I have heard reports of fraudulently obtained commercial driver's licences being seized in B.C. by Commercial Vehicle Safety and Enforcement (CVSE). People who have repeatedly failed the test in B.C. obtained a licence in Ontario without truly taking up residency. It is obvious that there is an elephant in the room. Problem is, I'm looking around and don't see anyone other than CVSE with a shovel and a broom.

If we are ever going to affect the mindset of regulators and bureaucrats, it is going to take an organized approach, a unified voice and collective will.

This road to recovery starts with your willingness to pick up a pen or a telephone and contact your elected officials—MLAs, MPPs, and MPs—and telling them that we need uniform commercial vehicle driver testing throughout Canada, that it will bring economic benefit and foster road safety in the country. **TT**

Kamloops-based **Larry James Hall** is founder of the North American Truckers Guild (NATG).



competency testing across , for the most part—to no avail. Regulators and bureaucrats seem to all sing the same songs:

■ “Industry hasn't indicated that they want this; in fact, industry would like us to lower the bar.”

■ “We'd never get all of the jurisdictions to agree on uniform testing requirements.”

■ “We all have people we have to answer to and we can't just change the way things are done without directives from our bosses.”

and cost effective transportation industry in the world. At the same time, we'd see a reduction in commercial vehicle accidents. Educated and skilled workers are far more productive and reliable; if industry doesn't want that payoff, industry is shooting itself in the foot.

We have 10 provinces and three territories and no two have the same driver licence testing standard. However, reciprocal agreements among these jurisdictions allow for freedom of movement. As

## BY HEATHER NESS

**W**hen one considers everything a trucking company must contend with, it's really quite impressive.

From fuel prices to the driver shortage, from the border-crossing requirements to driver health and wellness, from cargo theft to taxes... you get the idea. We must not forget the myriad regulatory requirements. If you don't have enough to worry about here in Canada, take a trip south and you will find at least a few more things to add to the list.

This brings us to our purpose here: Regulations. You already know that staying on top of regulatory changes can help you avoid costly penalties, keep your carrier profile looking good, and help you avoid the general headaches of dealing with the various fallouts of non-compliance.

This is where we're here to help. We're going to give you a periodic update on some regulatory-related changes that are in the works. More specifically, in this article we're reporting on proposed changes to National Safety Code (NSC) standards that eventually will make their way into your jurisdiction's regulations. Keep in mind that many of these changes are only proposed at this point and won't be "final" until adopted into jurisdictional legislation. (*Today's Trucking presents this material in partnership with JJ Keller, of Neenah, Wisconsin.*)

### Cargo Securement

Over the past year, a project group within the Canadian Council of Motor Transport Administrators (CCMTA), Committee on Compliance and Regulatory Affairs (CRA), has been working on a few amendments to NSC Standard 10, Cargo Securement. The amendments are proposed as follows:

- Definition of "light vehicle." In the current NSC Standard 10, the definition of light vehicle is rather broad and includes pieces of equipment or machinery that operate on wheels or tracks with a weight of 4,500 kilograms or less. This inadvertently includes small equipment and special-purpose vehicles, which was not the intended scope of the standard. The new definition of "light vehicle" will have

references to the equipment and special machinery removed and will instead only include automobiles, trucks, or vans that weigh 4,500 kilograms or less.

- Working load limits for friction mats. NSC Standard 10 currently states that friction mats that are not marked by the manufacturer with a working load limit are assumed to provide resistance to horizontal movement equal to 50 percent of the weight of the cargo resting on the mat. The proposed update instead requires friction mats to be marked by the manufacturer with the maximum usable friction resistance, if the mat is to be considered part of a cargo securement system.

- Transverse rows of metal coils loaded side-by-side. The cargo-securement requirements for transverse rows of metal coils were inadvertently removed from the

standard. The handful of jurisdictions that have not adopted NSC Standard 10 by reference will need to amend their regulations to incorporate the changes to the standard. Implementation and "informed enforcement" dates will likely follow. Keep an eye out for the cargo securement changes in the coming year.

### Electronic On-Board Recorders

Another project group within the CCMTA CRA Committee has developed a draft Electronic On-Board Recorder (EOBR) standard. Using industry input, as well as the input from various EOBR manufacturers and service providers, the draft standard was developed. The standard focuses on functionality, operation, and use of the EOBR, and has often been referred to

# Coming Soon

## to a Rulebook Near You

last version of the standard. This amendment proposes to place the requirements back into the standard.

- Intermodal container securement. The proposed amendments to the intermodal container securement requirements look to correct a difference between the requirements in the standard and the current designs of integral locking devices on intermodal containers.

As you probably know, the NSC Standards are not law but jurisdictions may adopt the standards by reference into their regulations. NSC Standard 10 is one that most jurisdictions adopt by reference in some form or another, including subsequent amendments made to the standard. When NSC Standard 10 is finalized, these jurisdictions will be set to adopt the new

as a "performance-based" standard.

The draft standard addresses EOBR operability requirements, such as EOBR display parameters, location tracking requirements, and duty status default specifications. Those drafting the standard also took into consideration the status of the EOBR rules in the U.S., as cross-border carriers using EOBRs need them to operate effectively in both countries.

After more than a year's worth of work on the draft standard, it should be complete within the coming months. Actual adoption and implementation of the EOBR standard may be much farther off as the project group will be looking at the costs and benefits to both industry and EOBR manufacturers, and is waiting to see what happens in the U.S.





## From EOBRs to container security; from coil-hauling to friction mats, here's what you need to know about changing regulations that are headed your way: The first installment in a new ongoing series.

Since several industry groups and trucking associations have differing opinions on who should be or shouldn't be required to use EOBRs, it remains to be seen how this rather controversial part of the EOBR standard will play out. Again, watch for a completed EOBR standard, but be prepared to wait a while for adoption and implementation of this standard.

### Periodic Motor Vehicle Inspections

CCMTA project groups have been busy. Another project group within CRA has been working on updates to NSC Standard 11, Periodic Motor Vehicle Inspections, to bring the standard in line with current manufacturing requirements and vehicle technologies.

The group has proposed several amendments to the standard, including amendments that would address inspection criteria for alternative-fuel vehicles, clarify internal brake inspection requirements, and improve measurements within the standard to include a margin of error. There are also revisions proposed that would update the maintenance portion of the standard, update definitions and improve terminology, and allow the use of inspection procedures that may use new technologies, if necessary and available.

The project group has more to do on the standard, but should wrap up its work within the coming year. Like the cargo securement standard, some jurisdictions adopt NSC Standard 11 by reference and will have their regulations updated when

the new standard takes effect. Others will need to adopt regulations that incorporate the new standard, which will take some time. Expect the changes to be finalized sometime within the next 12-18 months, along with varying implementation periods across Canada.

### Pre-Trip Inspections

NSC Standard 13, Trip Inspections, was adopted back in 2005, with subsequent amendments in 2008 and 2009. Since 2005, several jurisdictions have adopted the NSC Standard into their regulations and have very closely followed the provisions of the NSC Standard. No amendments are currently proposed to NSC Standard 13; however, there are still a few provinces—Quebec, British Columbia, Nova Scotia, and New Brunswick—that have yet to adopt the standard into regulation. Over the next year, look for these provinces to join the other jurisdictions in adopting new pre-trip inspection regulations.

### Concluding Remarks

Many issues in trucking, including regulations, are in a constant state of change. Knowing that there are changes in the works that can affect your business helps you more effectively weather those changes. Regulatory issues take time and although all of the NSC Standard changes discussed above are expected to become finalized within the coming year, there could be delays in both adoption and implementation.

If you want to know more about any of the items discussed above, contact the CCMTA. **TT**



**Heather Ness** is a 13-year veteran in the Editorial Resources Department at J.J. Keller & Associates, Inc. As Editor - Transport Operations, her areas of expertise

include Canada's federal and provincial motor carrier safety laws and the National Safety Code. Heather also represents J.J. Keller as an associate member of the Canadian Council of Motor Transport Administrators (CCMTA). Contact her at [transporteditors@jjkeller.com](mailto:transporteditors@jjkeller.com).

# The Lockwood Report

10 out of 12

2012, that is. All year long, veteran truck writer **Rolf Lockwood** monitors the market for product innovation and reports his findings regularly; in these pages, in the **Lockwood Product Watch**, and on **todaystrucking.com**. Then, once a year, we ask him to choose the 10 coolest of them all. Here's his report.

**C**ourage is required to choose 10 excellent products from the array of introductions last year, and there's no big jury to hide within. People will disagree; some will complain about not being represented here. It's just me making the call, so let me declare at the outset that these are things that simply caught my eye, some of them obvious choices, some that seem to do their jobs a little differently. They are not necessarily the 'best' of 2012, though I think you'd be hard pressed to exclude most of them from such a list.

As in the past, I'm not going to include trucks, though we certainly saw innovation there. Having said that, I can't fail to mention the Kenworth T680 and Peterbilt Model 359 that stole the show at last year's Mid-America extravaganza. All new and replacing nothing in their respective lineups, the trucks have the same DNA but Pete opted for a detachable sleeper while Kenworth chose the integrated route and created some very slippery contours in the process.

Kenworth Chief Engineer Preston Feight was almost giddy with delight in Louisville, telling me that no previous Kenworth had seen so much attention paid to its development. It shows, equally on the Pete, and you see it in the fine details of how body components meet, for instance.

Another truck worth noting, though it won't hit the streets 'til next year, was the Freightliner Cascadia Evolution with 'enhanced' Detroit DD15 engine. It's said to deliver as much as a seven-percent improvement in fuel economy over an EPA 2010-compliant Cascadia equipped with first-generation aerodynamics. It even beats a current-model 2013 Cascadia equipped with the latest aero upgrades. By a solid five percent, the company says.

And then there's Hino's class-5 195h diesel/electric hybrid, a first for Hino on this continent. The cabover is a new truck designed from the ground up for North America, with a straight diesel model 195 also available. The trucks are good for 19,500 lb GVW, powered by Hino's 5-litre J05E Series diesel engine hitched to Aisin's A465 6-speed automatic transmission.

And finally on the truck front, I liked the Mack Granite Medium Heavy Duty (MHD), a lower-cost, lighter-weight vocational option that doesn't sacrifice durability, the company says. Standard engine is the Cummins ISL9, with both Eaton Fuller manual and Allison automatic transmissions available.

You'll note that I haven't included anything from the vast and burgeoning array of fleet-management, GPS, and communication systems available. There are simply too many. Way too many, some of them brilliant. I'm not including trucks.

Volvo's remote diagnostics aftermarket service, now standard on all Volvo-powered VN models, is in that camp but sufficiently important to warrant a call-out.

I'm not going to include engines here either, though there were a few of real importance.

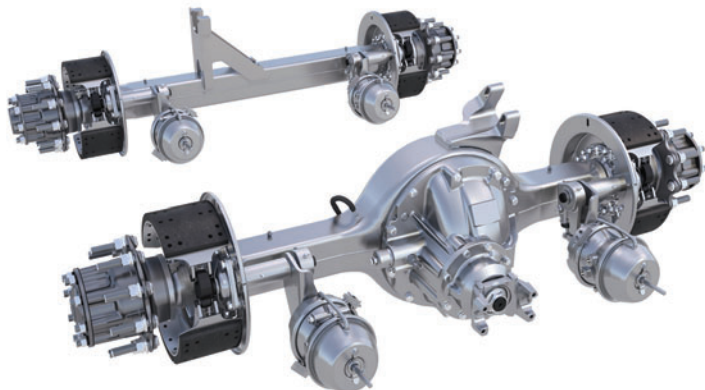
Cummins, for example, says its new ISX12 engine offers "significant" fuel economy improvements for regional-haul, vocational, and specialty applications. An evolution of the ISX11.9, released about a couple of years back primarily for vocational use, the revised engine is said to deliver fuel economy improvements of as much as 12 percent in such work. The gain is "up to five percent" in regional hauling.

OK, so here, in no particular order, are my top 10 new products of 2012.



**1 MERITOR'S 6x2 DRIVE AXLE**, the FuelLite, is a tandem affair that's said to save weight and increase fuel efficiency. It's the first member of the company's SoloDrive Series of 6x2 tandem rears. Based on the Meritor 160 series drive axle, it's designed for linehaul applications to maximize weight savings and increase fuel efficiency.

It delivers nearly 400 lb in weight savings and approximately a two-percent increase in fuel efficiency when compared to a traditional 6x4, the company says.



Features include: Meritor's 160 DualTrac housing that allows the option of running wide-based single tires or duals; a 2.50 to 4.10 ratio range; and a 12.7-mm wall housing that's compatible with all current 40,000-lb tandem air suspensions.

All SoloDrive Series axles will use the same rear tag axle for simplified maintenance.

The warranty for linehaul applications is five years or 750,000 miles with parts and labor included.

**2 VOLVO TRUCKS PAID ATTENTION TO CANADA** with the addition of two new 'XE' drivetrain packages featuring the 16-liter D16 engine. The first, a heavy-spec XE16 package rated for combination weights up to 143,000 lb, was designed specifically for heavy and long-combination-vehicle (LCV) markets. The second XE16 package combines exceptional fuel efficiency with outstanding performance for five-axle tractor-semitrailer combinations up to 80,000 lb.



Both XE16 versions drop engine rpm by 200 rpm or more at cruising speeds, compared to traditional specs. They follow on the very successful launch in 2011 of the XE13 package centred on lighter weights and the D13 engine.

Volvo drivetrain chief Ed Saxman says XE16 directly addresses

the needs of two important market segments that historically have had very few fuel-efficient powertrain options. He says it delivers the full power and low-end torque needed for higher weight applications while saving fuel by running at a lower rpm.

Each package is based on a new D16 engine rating of 500 hp and 2,050 lb ft of torque, with Volvo's I-Shift automated mechanical transmission, specialized axle ratios, specific tire sizes, and proprietary software that facilitates communication among powertrain components. The XE16 provides the full 2,050 lb ft of torque while running as low as 1,000 rpm to improve low-rpm driveability.

Saxman says the engine can handle such big torque at low rpm because of its "massive" connecting rods with large bearing surface areas that help alleviate bearing stress.

The heavier-spec XE16 package uses a heavy-duty air suspension and 18-in. rear axles with a 3.21 ratio instead of the 3.73 rear axle more often spec'd on North American LCVs. The XE16 package reduces cruising rpm from 1,425 to 1,225 at 62 mph, yielding about a three-percent fuel-efficiency improvement.

The second XE16 rating addresses 80,000-lb tractor and semi-trailer combinations that are spec'd with a focus on both fuel efficiency and high performance. The engine, in combination with a 2.64 rear-axle ratio and overdrive I-Shift transmission, will operate within its sweet spot throughout the vehicle speed range to improve fuel efficiency, says Volvo.

Volvo first introduced its "downspeeding" concept in September 2011 with the XE13 powertrain package. Available on all VN highway tractors, the XE13 powertrain package offers the 13-litre D13 engine with up to 455 hp and 1750 lb ft torque at 1050 rpm.

Saxman makes the point of saying that drivers won't notice any performance fall-off even when running the mountains at full weight. The tweaks made to torque and power curves see to that.

**SISTER COMPANY MACK TRUCKS** says its Super Econodyne powertrain package can provide a 3.5-percent improvement in fuel economy. Available on Pinnacle models, I'm including it here as part of the Volvo entry in my Top 10 list.

It uses all-Mack proprietary components—MP8-445SE engine, mDrive automated manual transmission, C125 proprietary drive axles, and custom software—and is rated up to 88,000 lb GCWR.

The central idea, not unlike Volvo's XE13 system, is what Mack calls the "down speed" feature. Super Econodyne

is engineered to drop engine speed more than 200 rpm at a highway speed of 65 mph, cruising at 1,160 instead of 1,380 rpm. This reduces fuel consumption by up to two-percent compared with previous engine models, says Mack, while its proprietary C125 drive axles are claimed to deliver an additional 1.5-percent fuel economy saving.

The Mack MP8-445SE offers 445 hp and up to 1,760 lb ft of torque. The C125 axles have a 2.66:1 ratio. All powertrain components communicate with each other via Mack software.



**3 TWO NEW HEATER CONTROLLERS** for bunk heaters and engine pre-heaters came from Espar Heater Systems last year—the Multi-Max F1000 for the Hydronic line of engine coolant heaters and the Digi-Max D1000 to manage Airtronic D2/D4 bunk heaters. As the company describes it, the Multi-Max F1000 offers maximum sequence control while the Digi-Max D1000 provides maximum user control. Espar says customers had been asking for a wider variety of control options.

The Multi-Max F1000 gives fleets complete control over their pre-heat coolant heaters, taking the driver out of the mix. With a desktop programmer and a Micro SD card slot, the Multi-Max gives tamper-proof control of every aspect of every heater's operating parameters based on each vehicle's individual work schedule.



Programming, said to take less than five minutes, delivers as many as four distinct events per day, each with a different start and finish time, triggered on whatever day of the week that vehicle is in use. There's also a high-temperature disable set point, a maximum manual run time, a low-voltage disable set point, preferred PM Interval, and an 'exercise' scheduler.

Through the Micro SD card slot, those same settings can then be used to program one or multiple vehicle heaters.

As soon as workers arrive on site, they're guaranteed to climb into a warm, de-iced and work-ready vehicle, says Espar. And by taking the driver out of the programming process, the company says running coolant heaters means no more unnecessary idling, no more needless engine wear and tear, no more wasted time, and no more wasted fuel.

Maintenance technicians should like the controller's diagnostic indicator, a tri-colored LED light with a simple flash code that notifies drivers when the heater needs either routine or unscheduled attention. Settings aren't lost if the controller is disconnected from its power source.

The Digi-Max D1000 controller gives drivers maximum control and a larger display screen to accommodate things like constant heater status display, a temperature set point with Celsius or Fahrenheit options, and a run-time countdown clock. Problem shut-offs are isolated from routine shut-offs through a 'check heater' indicator and simplified diagnostic service messages.

Drivers will find the controls easier to operate, says Espar, reducing the potential for error, with descriptive fault-code messages added. There's also a programmable low-voltage shut-off to prevent early morning calls from drivers in need of a boost, a maximum run-time limiter, and customized PM schedule alerts.

Espar heaters use 12- or 24-volt systems and gasoline or diesel as an on-board fuel. They operate as diesel or gasoline furnaces with sealed combustion chambers. Espar air heaters use forced air as a heating medium while coolant heaters circulate the engine coolant to transfer heat.

**4 THIS SIMPLE WHEEL-NUT REMOVER** seems mighty useful to me. AME International says its Nut Buddy tool allows wheel nuts that have been over-tightened by an impact wrench to be removed by hand, even the most stubborn ones.

The tool is so simple to use, a child could easily remove wheel nuts on an 18-wheeler, the company claims. For anyone who's doing road service or removing truck wheels in the shop, it sounds like a timesaver.



For truck or ag-equipment wheels, it sports a gear ratio of 58:1 and develops output torque of 2,950 lb ft. Two sockets are included, 1.5 in. or 38mm and 1 5/16th in. or 33mm.

**5 FREIGHT WING'S TRAILER SKIRT** for van trailers with drop-down storage boxes looks like a good idea. The company says these aerodynamic fairings improve fuel economy up to five percent.

Attached to the storage box on each side of the trailer, the fairings are made of automotive-grade plastic. A full fairing starts at the front of the trailer and connects to the belly box directing air flow around the storage container. The belly box profile is then extended downward with the Freight Wing fairing to about 8 in. from the ground.

These CARB-compliant fairings are said to be a first in the industry, robust and durable as well. Weighing 80 lb, they're able to flex and bend, so if the fairing hits a curb or scrapes the ground, they bounce back and keep their shape. In addition, installation typically takes only one to two hours, the company says.



This small segment of the van market can

cut its fuel bills and reap a payback in a matter of months with side skirts, says Freight Wing. With ordinary dry-van trailers, payback often comes with less than 35,000 miles of use. It's claimed to be only slightly more with side skirts for box fairing trailers.

**6 DETROIT LAUNCHED AXLES AND A TRANSMISSION,** and in the process created a complete powertrain package from the engine on back. Of all the introductions last year, this one is especially significant, striking a big blow for vertical integration.

Detroit-brand axles are now available to order for Freightliner, Western Star, and Freightliner Custom Chassis vehicles, as well as Thomas Built buses, from Daimler Trucks North America (DTNA). It's a complete line covering every trucking segment, including steer axles and both single- and tandem-drive rears.

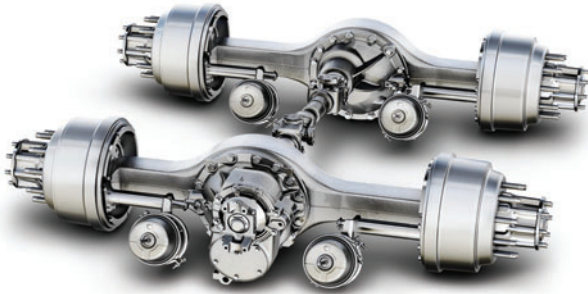
Produced at the same Michigan facility as Detroit's engines, the axles are compatible with all braking systems offered on DTNA trucks.

The steer-axle lineup offers ratings from 6,000 to 20,000 lb, including a unique 12,500-lb rating. Featuring a "weight-optimized"



I-beam, Detroit's steer axles are claimed to be up to 40 lb lighter than competitors.

With no pinion-head bearing, Detroit's tandem drive axles are said to feature more space for a larger and stronger differential. The offset design with above-center rear-axle pinion position improves driveline angles, the company says, reducing vibrations and increasing durability. Additional benefits include an oil deflector which ensures full lubrication of the power divider at very low speeds, eliminating the need for an expensive oil pump; an input seal inside the bearing cage and separated from the threaded ring for improved sealing; and a larger power divider for improved stability and reliability. Optional driver-controlled or automatic diff locks are available.



Detroit tandem axles are available from 34,000 to 46,000 lb, including an intermediate-track 40,000-lb alternative for easy switching between wide-based single and dual tires.

Single rear axles are available in weight ratings from 13,000 to 23,000 lb, with precision-machined gear sets. Designed with fewer parts and a larger differential, they should offer improved durability.

The new DT12 automated manual transmission from Detroit Diesel will be on the market this year, so it doesn't really qualify in my Top 10 group, but I can't really talk about the axles without mentioning it. It will be available in the Freightliner Cascadia, first with the DD15 engine in late spring, later the DD13.

The 12-speed, direct- or overdrive transmission combines a traditional manual gearbox with high-speed, computer-controlled shift and clutch actuators that automatically select the right shift pattern and "perfect clutch engagement for fuel economy and engine power."

"The next big opportunity for Daimler in North America is to look at how we can optimize shift strategies with the engine fuel map, the torque curve, etc., to get optimally lower rpm and reduced fuel consumption while still maintaining the performance characteristics required for a class 8 long-haul vehicle," said David Hames, general manager, marketing and strategy.

**7 FROM BENDIX CVS WE HAVE LINKED SAFETY SYSTEMS** through its SafetyDirect Web portal. It provides fleet operators with a comprehensive view of their fleet and each driver, now connects to three of the company's onboard safety technologies.

I know, it's telematics that I said I wouldn't write about here, but in a big and broad way.

The Bendix Wingman Advanced collision-mitigation system, ESP Electronic Stability Program full-stability system, and SmarTire Tire Pressure Monitoring System (TPMS) optimize

SafetyDirect by providing it with safety performance data, which the system then delivers to fleet operators as actionable information.

A fourth onboard safety system, the AutoVue Lane Departure Warning (LDW) System (bought from Iteris last year), was already connected to SafetyDirect.

SafetyDirect reports safety information that's wirelessly transmitted via telematics devices already on the trucks. The system can provide immediate warnings and critical safety information. For example, explains Bendix, fleet operators can easily see if their drivers are having difficulty staying in their lanes—often a first indicator of drowsiness—or other potential problems, such as stability control activation, collision mitigation system activation, or critical tire alerts.

In today's CSA-driven environment, where safety infractions can threaten business survival, Bendix correctly claims real safety benefits through such wireless data. The system collects the data from the onboard safety systems into a user-friendly Web portal, and translates it into easy-to-understand information that a fleet can use in daily operations. There's real-time driver performance data, as well as event-based information—including video clips of severe occurrences—for analysis by fleet safety personnel and to aid fleets in developing targeted, ongoing driver education and training.

The system captures and reports events in more than a dozen pre-set categories, including excessive curve speed, lane changes without turn signal, and forward collision warning. Data reports can be created for individual drivers and the entire fleet. Bendix can expand the system to meet a fleet's particular needs by building in certain reporting functions – say, tailgating monitoring – using the fleet's chosen parameters.

SafetyDirect is available on vehicles at all major North American OEMs, and it can be retrofitted to vehicles already in service.



**8 LANE GUIDANCE & RADAR SYSTEMS FROM MERITOR WABCO** offer "next generation" capabilities. The joint-venture company says its Lane Departure Warning (LDW) system, powered by SafeTrak technology from Takata, is a forward-looking, vision-based system designed to monitor the road and the truck's position in the lane, audibly warning the driver if he unintentionally veers out of his lane. Drivers are alerted if the system detects lane drifts, weaving, or lane changes without a turn signal. Advanced image analysis algorithms enable the Meritor WABCO LDW to detect a wide variety of lane markings, the company says, such as dividing lines on the highway, even in unfavorable lighting or weather conditions where there are limited visible solid, dashed or reflective lane markings. It's a fully integrated compact unit with automatic calibration and integrated diagnostics that simplify setup and operation.

An exclusive feature is a Driver Alertness Warning function that provides a warning when the system determines that the





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driver is drowsy. This helps drivers stay aware of dangerous driving situations caused by fatigue.

The U.S. Federal Motor Carrier Safety Administration has estimated the payback for LDW type systems to be as short as nine months and as much as \$6.55 for every dollar spent, the company notes. And the National Transportation Safety Board has recommended the adoption of LDW.



As well, the company introduced a new version of the OnGuard collision safety system, said to feature advancements in its radar-based technology. Integrating collision warning, adaptive cruise with active braking, and collision mitigation, it comes on every vehicle ordered with OnGuard.

Major improvements include advanced radar resolution and robust tracking designed to minimize false warnings from very small, inanimate objects. The evasive maneuver check gives the system visibility into adjacent lanes. If the system recognizes the potential for a rear-end collision and detects an object in an adjacent lane, it's designed to detect that the vehicle cannot perform an evasive maneuver and apply the brakes sooner. The earlier the system brakes, the higher the likelihood of avoiding a crash.

As well, when faced with a serious accident threat, the system will brake the vehicle more aggressively than the previous version's limit of one-third to one-half of a full brake application.

**9 PHILLIPS INDUSTRIES SAYS ITS SWIVEL NOSEBOX** and corrosion-blocking connectors are "game changers". The company's Sta-Dry Tracker is called an innovation "that will significantly upgrade and improve the connection between the tractor and trailer, saving fleets downtime and money."

The corrosion-blocking Sta-Dry Weather-Tite connectors are seven-way male connector plugs with integrated seals that stop moisture from entering the electrical system.

Phillips explains the swivelling nosebox this way: When a truck/trailer combination has to move in tandem into a tight space, creating a severe angle between them, there's a good chance of expensive and time-consuming damage to air and electrical cables, the nosebox, connectors, and gladhands. Simply increasing cable length to account for this is not a good option—each added foot of cable adds cost, plus a sagging cable that will rub on the deck plate, causing damage and drawing attention with penalty points from CSA inspectors. The answer, says Phillips, is a swivelling electrical socket.



The Sta-Dry Tracker will allow the cable to simply follow the movement of the truck. It will accommodate a turn up to 80 degrees (40 degrees left or 40 degrees right) and will automatically disconnect if the turn exceeds that angle, which is unlikely. The common damages associated with a jackknife pullout are averted and you can simply reconnect the electrical cable. Phillips figures it will save fleets money with only a minor modification to their

equipment, paying for itself "over and over again." It comes with a three-year warranty.

When combined with swivel gladhands, all air and electrical lines are safe.

The first of the new Weather-Tite connectors is an unbreakable glass-filled nylon connector, and the second is a hybrid combination using unbreakable-glass-filled nylon and zinc die cast.

**10 ALUTREC'S 'CAPACITY' FLATBED** really is a pretty remarkable piece of work, the world's first aluminum 'monocoque' trailer. That means it's all of a piece—no parallel beams, no crossmembers, no flooring planks. It doesn't so much have a frame as a 'hull'. And rather than hanging boxes and racks off the trailer sides, the company incorporated a slide-out drawer compartment at the rear for the straps and wheel chocks and stuff that such boxes usually carry.

Five years in development, it's said to be 1,500 lb lighter than the company's standard trailer and, at just 6,950 lb, Quebec-based



Alutrec says it's 2,500 lb less than the average aluminum trailer in its category. An international patent is pending.

With its aerodynamic design, thanks to an uncluttered underbelly, and its low weight, Alutrec says the trailer can save quite a bit of fuel. It says SAE-regimen tests performed by F.P. Innovations on its Quebec test track confirmed fuel savings of between six and nine%.

The Capacity may be light, but the company says its structural resistance is increased by 900 percent. The trailer's concentrated load rating has remained a comfortable 60,000 lb in 4 ft.

Another key feature is the lower deck—by 7.5 in.—resulting in increased payload height. An additional benefit there is a lower center of gravity and thus a reduced rollover risk.

On the service front, all air and electrical wiring is routed and secured inside the hull, which should mean maintenance savings. Plus, Alutrec says the Capacity has an astonishing 1,000 fewer parts than a traditional trailer.

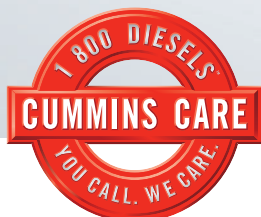
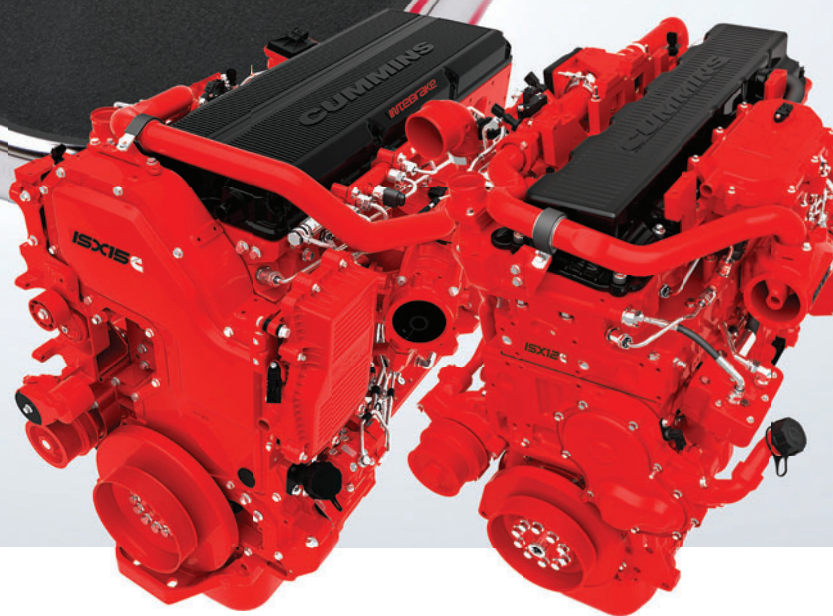
This is no local-welding-shop design. Alutrec has been around for the better part of two decades and its partners in the development of the Capacity trailer are Alcoa Canada, Laval University, the University of Québec at Chicoutimi, the Centre de Technologies de L'aluminium, and the Centre Québécois de Recherche et de Développement de L'Aluminium. **TT**

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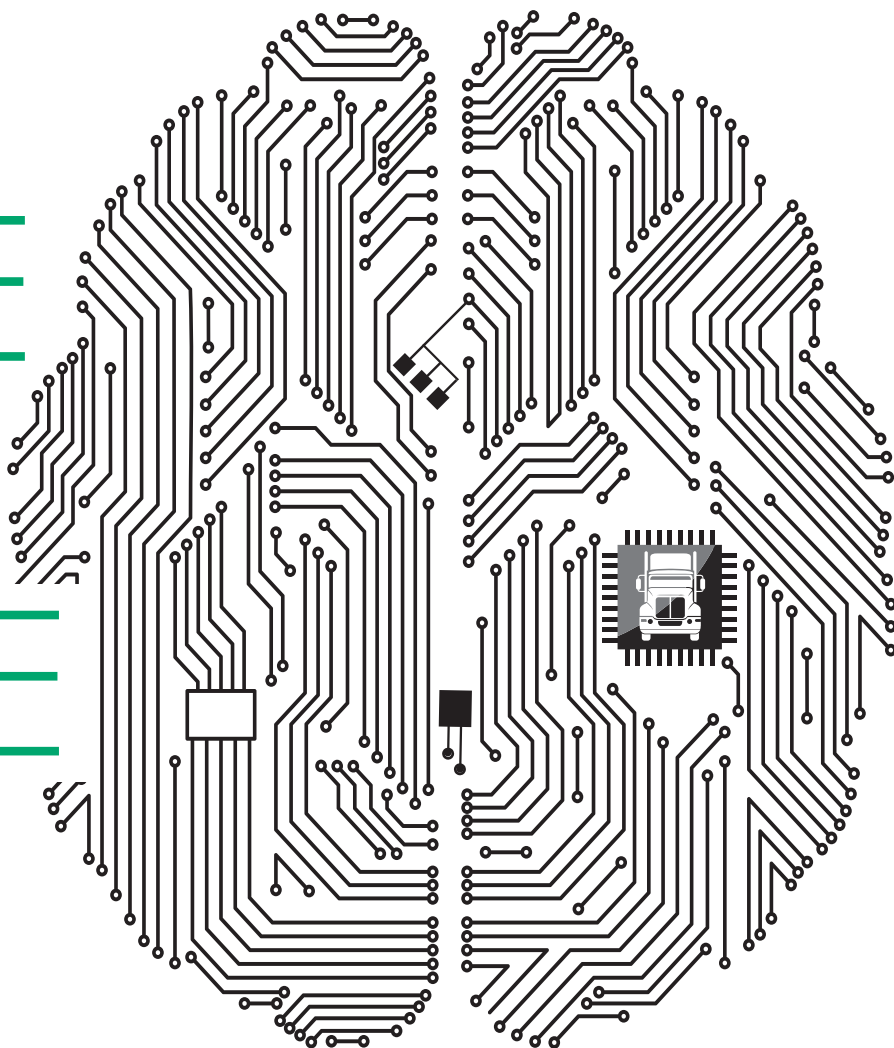
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# NO PLACE TO SHAVE



**T**erry Rhode doesn't have a job title. At Rosenau Transport, an express LTL carrier, Rhode is responsible for the IT department, specialized operations, major customers and customer review. He sits on the management team and takes care of their building's infrastructure and expansion. He's likely got other duties, too.

It's typical these days: One person in many jobs; dragged in many directions simultaneously.

Customers want more done with less, too. More information, as fast as possible. That means your company has to get more complex and faster. That means new technology, but it also means throwing out old organizational systems, old habits, and taking a good hard look at where you are now, and where you need to be.

A few years ago, Rosenau was looking to upgrade their systems.

"Trucking is all 'right now, right now, right now,'" Rhode says, referring to express LTL, "and that gives you very little time to make up for mistakes. So when there is a mis-direct or mistake, it is immediately a service failure. There is no way to recover from it by shaving a day off or putting it on an express truck because everything in our world is express."

**In a world where everything has to be done two minutes ago, the one place you should take your time is when it comes to implementing software workarounds. Garbage in remains garbage out.**

BY JASON RHYNO

But they were also expanding. "With our growth, and trying to maximize efficiencies and the space we had—with growth comes more facilities, more infrastructure—as we grew, we had to do something to make the dock operation more efficient."

As Rosenau began researching a new freight-management system, they discovered that included both dispatch and dock operations.

"They go hand-in-hand. In order to complete the circle of information, we couldn't do one without the other."

Their research led them to Carrier Logistics Inc. (CLI). Rhode had a few, very particular requirements of his new system, and CLI was able to provide him with the module he wanted, but also customize it to match his particular needs.

Thing is, when it comes to installing new technology, it isn't plug and play.

"What we always talk about is trying to help companies understand a concept called 'As-Is, To Be'", explains Mike Ham, vice president of Shaw Tracking.

"As-is" is what you are doing today: what you're are doing to monitor fuel, how

## NO PLACE TO SHAVE

you locate an asset, or how you dispatch an order or complete a billing cycle. That's all what you do today and how you do it."

That's also the first thing CLI did with Rosenau.

"We did an analysis of their operation, both on and off the dock," Ben Wiesen, vice president of products and support, CLI, said.

"To really understand the 'as-is', that

was the most important step in the project: working with them upfront to understand the business flow 'as-is', identify the areas that needed some configuration changes to make the software fit properly, and give them the opportunity to automate and apply technology without having to completely change business practices, that in many cases were working properly, just manually."

The time and expense that go into the manual processing of paperwork shouldn't be underestimated, either.

Zoran Pandiloski dispatch manager with APPS Transport Group, out of Brampton, ON., says that before they installed TMW Systems' TruckMate, everything that was happening behind the dispatch scene was done manually.

"All that manual paperwork went from here to somewhere else, then to someone else—it was too much manual work."

The 'to-be' part of it, explained Ham, is establishing "what the world should really be like? What are we moving to? What will technology help us become?" Before you begin implementing, you really need to understand where you are and where you want to go. "Don't put in the technology, spend hard-earned money and hope a bunch of things are going to happen."

Pandiloski stressed the same approach. "What you do and what exactly do you need. Then you can start searching software companies, and then it's going to be easy for you."

Somewhat easy, that is. During the implementation phase, Rhode says that the main challenges they faced were on the periphery.

"Finding the right handhelds and getting the network infrastructure to handle the flow of information" were a couple of his challenges. Installing new technology doesn't just affect one or two things, and it's best to get an idea of what those things could be.

One of the biggest challenges during implementation is your people.

"People aren't subject to change," Rhode says; it's a battle that they fight to this day.

Rhode advised giving people initial buy-in, and collecting their input.

Pandiloski stressed the same.

"During the testing practice, we ask, 'What do you like? What do you think of this or that? What are your suggestions?' and then collect all that information, put it on a piece of paper and see if it was feasible with the software or if we would have to do something else. We did tons of SOPs for people just in case they needed to remind themselves," Pandiloski says.

In fact, people may be the most important aspect of a new program.

For Ham, it's a key component to a successful transition to a new system.

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"All the stakeholders have to be aligned." The technology will mean different things for different departments.

"IT: what is this technology and why are we doing it? OPS: what am I supposed to be doing with this technology and how is it going to improve the experience of my drivers and customers? Management: what is this ROI and how do I get it? Ownership: I invested money in this technology at x number of cents per mile, am I getting the return on investment each and every day or not?" Sales, too, Ham said. "How are they going to provide better information, better level of support, better opportunity to their shippers?"

The first six months of training was the toughest part for APPS, Pandiloski admits.

"They had been working with the previous software for years and years, and this is totally different. You have to watch what you do, and if you miss one step, it's going to create problems."

Pandiloski said that once you prove it's good for everybody, once they see the benefit, everything is fine.

That benefit is undoubtedly the information a new system can provide your people. For Rhode, "the key has been getting the right information to the right people at the right time." That's what their CLI systems let them do.

"With the technology that is out there right now, there is no getting back to you tomorrow or the day after; people want an answer right now, and if you don't have a system in place to look things up and see where they are, then you are spending time and money to go research and call people back."

One of the biggest boons for Rosenau is that they can now provide information to their customers before they ask for it.

"If we can prevent them needing to call us for information because they already have it, that saves us time and them time, and makes everything more efficient."

In fact, he says, they supply information to their customers' back ends, helping them with delays and turnarounds. "We are providing better customer support, making it more attractive to do business

with us." And making it much more difficult for customers to leave.

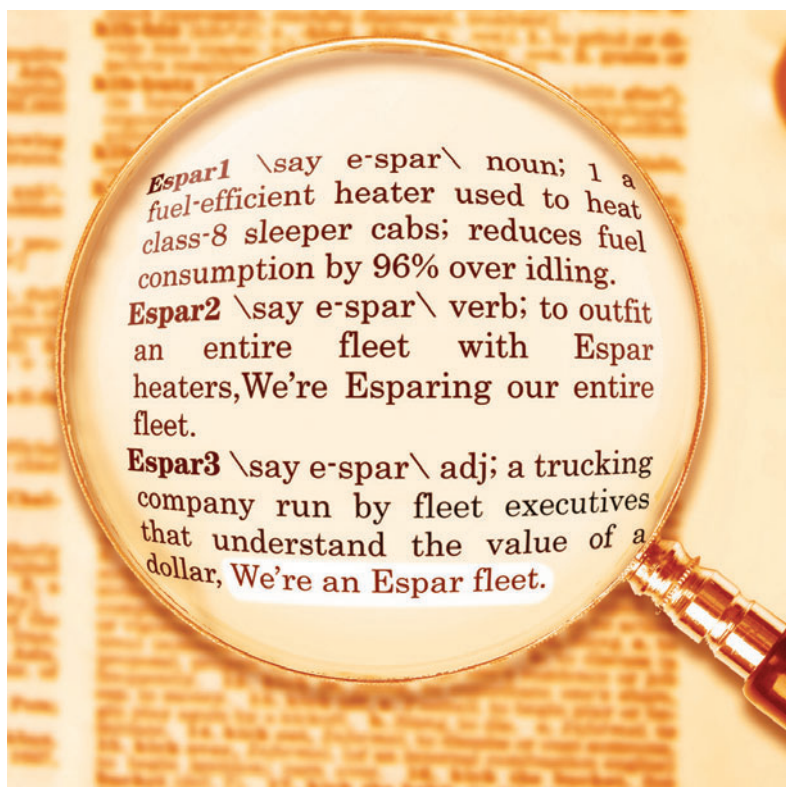
The post-implementation stage is as important as the pre-implementation stage. It's why companies like CLI and Shaw have teams to help during the transition. You have to look at the data and analyze the data, Ham stressed. "It can't be something you sink your teeth into for two months and then forget about it."

This isn't just for the big companies, either. "If you are running a trucking company and you've got assets on the road, you need to be managing that.

"When that truck has left your yard, it is your responsibility to manage it tightly: the cost, the opportunity, the utilization of that asset, and the information you share to and from a customer," says Ham. "And if you don't, somebody else will." **TT**

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## SURVIVOR: Trucks

**Truck of the Year Roundup** Which of these nine heavy-duty and medium-duty trucks will emerge victorious as the American Truck Dealers Association Truck of the Year? By Jim Park

**H**ow does one compare a luxurious Ford F-650 with an Isuzu Reach cargo van? Two completely different trucks with different purposes in life. Such was the challenge of five trucking media judges at the **2012 American Truck Dealers Association's Commercial Truck of the Year competition**. Our task was to look for innovation and design elements that made an outstanding contribution to each vehicle.

The judges, lead by Tom Berg of *Heavy Duty Trucking* magazine, included photographer Paul Hartley of AddMedia, David Kolman, editor of *Fleet Maintenance* magazine, Jack Roberts of *Commercial Carrier Journal*, and moi, the sole freelancer and Canuck on the panel. We executed our duties at the ADESA auto auction facility in Las Vegas in October.

We had two classes to judge, medium-duty/vocational and heavy-duty. There were 10 entries in all. Here's what we had to choose a winner from—it was no walk in the parking lot.







### Cascadia Evolution

The judges were reminded that this truck was the one that achieved a remarkable 9.31 mpg (U.S.) average on a cross-country trip from San Diego CA, to Gastonia, N.C. in May, 2012. With that 800-lb gorilla strapped into the passenger seat, the rest of the brief test drive was a reminder of the subtle improvements Freightliner has wrought on the Cascadia over the years. This version claims a seven-percent fuel-efficiency improvement over the current model, thanks to a new air dam, and a hood-to-bumper fill, new mirrors, cooling system improvements, etc.—all small things that make incremental differences. Nothing bold or dramatic this time around.

The DT12 automated manual transmission was a bold difference. It's Daimler's first North American proprietary transmission, and it's a winner. The cab and driver environment hasn't been modified extensively, so it was predictably comfortable and quiet. It did have a high-end driver's seat and trim package elevating it from a typical fleet spec. No driver would be disappointed with a truck like this, and any fleet owner on the planet would have a hard time looking beyond its 9.31-mpg fuel economy achievement.

## HEAVY DUTY DIVISION

### Kenworth T680

The T680 wowed audiences at the 2012 Mid-America Trucking Show when it launched, and the appeal still hasn't worn off. From the driver's point of view, the most obvious enhancement is the 83-in. wide cab. It's a new standard for Kenworth, and one that will attract the single driver who wants more room than the cozy T660 cab offers.

Kenworth went to some lengths with a new stamped aluminum cab design and sleeper designed for ease of repairability. Fleet owners will appreciate the cost savings associated with these changes, and the resulting decrease in downtime. The one-piece windshield uses a new adhesive that is said to cure much faster than previous versions.

The T680 scores well on any driver interface item, like the dashboard, the storage amenities and driving position/visibility, etc. The passenger-side mirror is perfectly placed for rear visibility without impeding the lateral view out the side window. Daily maintenance chores are predictably easy, with the checkpoints all easy to see and address.

The T680 gets top marks for internal noise levels and creature comforts, while keeping life-cycle costs low with low-maintenance, long-life components.





### **Western Star 4700SF**

The Western Star was the only vocational truck in this year's lineup, but it sure didn't suffer in the comparison with its long-haul brothers. Sure the suspension was stiffer and the ride a little rougher, but if it wasn't, I'd have wondered how it would handle its intended workplace. There were a few tons of gravel in the box, but the truck was far from fully loaded, which would have smoothed the ride.

The 20K front axle and the super-wide tires under a 110-in. BBC cab look really sharp, but the maneuverability was remarkable, too. The short hood improves visibility in the tight environments where it will see service, so it's anything but a compromise. The driver workspace is as well-appointed as any over-the-road truck would be, with traditional Western Star dash and button-tuck upholstery. It was surprisingly quiet too, for an uncarpeted floor.

This truck was set up as a dump with a typical North Carolina lift-axle array, but the clean back of cab and the body-builder friendly electrical layout, any number of vocational applications are possible, from snowplows to vacuum trucks and anything in between. This truck has the potential to put Western Star back on top of the vocational heap.

## HEAVY DUTY DIVISION





## Peterbilt Model 579

Peterbilt took the template that became the T680 and the Model 579 in a slightly different direction than Kenworth did, to great success, I'd say. The engineers decided to leave the sleeper as a discreet, detachable unit, offering some additional resell potential as a day-cab version after many hundreds of thousands of miles. The forward bulkhead of the sleeper is completely new, with a much larger walk-through opening. As a result, the roof lines of the cab and sleeper are low and very much in keeping with the traditional Pete styling. Drivers will like the open and airy cab, but those that prefer the compact 379-style cockpit will be equally at home. It's a brilliant compromise.

The dash line in the truck is lower than the Model 587, and top of the windshield is higher, so overall there's more glass, which gives the driver unsurpassed forward visibility. As well, the beltline in the side windows was lowered somewhat. Together, they offer more of that open feeling—without feeling like you're sitting in a fishbowl. It's quiet and solid on the road, and the daily maintenance chores—as well as the PM chores won't be any more of a bother than before.



## The FINE Print

Here's the fine print that determines what trucks qualify for the competition. Heavy duty means 33,000 lb GCWR or higher, medium duty trucks as 29,999 lb or less. The truck must have been introduced in the calendar year of the competition. Introduction does not mean available to the market, but it does mean a public launch with subsequent opportunity for editors to evaluate and drive the new model.

Trucks previously introduced may qualify in subsequent years if there have been "major design enhancements" such as new powertrain, major interior or exterior upgrades etc. New upholstery offerings would not qualify.

Any original-equipment manufacturer can nominate a truck, but they are not obliged to. Volvo, Mack and Navistar declined to enter the competition this year.

Judging is carried out by a panel of trade press editors with commercial drivers licenses to properly evaluate the trucks on road. Each of the features listed below are judged on a one-to-10 scale, with one meaning poor and 10 excellent.

### DRIVER FEATURES:

Access, noise, visibility, steering ease/effort, control convenience, space, storage, sleeper configuration, night comfort option(s), daily service features.

### OWNER FEATURES:

Fuel economy potential, uptime, including maintenance time, warranty, dealer support, value proposition.

### MAINTENANCE FEATURES:

Lifetime maintenance, timesaving maintenance features, electrical system, dash access, component access i.e. engine, etc., accident reparability, HVAC repair/replacement.



## And The Winner Is..

Judging a contest like this is a no-win for the judges. Each truck is special in its own way and it's darned tough to compare a curb-side van to a COE delivery chassis. But each has some features that we as judges thought was special enough to warrant special notice.

### THE WINNERS WILL BE ANNOUNCED

Sunday Feb. 10, during the 2013 American Truck Dealers Convention and Expo in Orlando, FL.



## Previous Winners & Contenders

The **American Truck Dealers Association** held its first Truck of the Year competition in calendar year 2009. That year, the winner was International's eye-catching Lonestar. The rest of the field included the Freightliner Cascadia, Kenworth's T660, Mack's Titan and Peterbilt's Model 386. There was no medium-duty competition that year.

The 2010 winner in heavy-duty was Peterbilt's Model 384. The medium-duty winner was the Hino 268. The contenders were Kenworth's T660 Extended Day Cab and Freightliner's Coronado in the heavy-duty class. The medium duty field included Kenworth's T370 Diesel-Electric Hybrid, Freightliner's Business Class M2 112 Natural Gas and Peterbilt's Model 337.

The field expanded in 2011, three heavy-duty nominees and five medium duty entries. The winners that year were Kenworth's T700 with PACCAR MX engine and the Hino model 338. The other nominees in the heavy-duty category were the International ProStar+ with MaxxForce 13 engine and Peterbilt Model 386 lightweight sleeper-cab tractor. Other medium-duty truck nominees were the Ford's F650/F750 Super Duty, International's TerraStar, Isuzu's NPR Eco-Max, Kenworth's T370 4x4 and Peterbilt's Model 337 4x4.

Peterbilt swept the 2012 competition, with its model 587 taking top honors in the heavy-duty category and the Model 210 low-cab-forward truck grabbing first in the medium-duty competition. The contenders that year, in medium duty were Fuso's Canter FE160 LCF, Isuzu's NPR-HD, Kenworth's T440 Conventional and UD's 2600 LCF. On the heavy side, entries included Freightliner's 114SD dump truck, International's ProStar+ tractor with a MaxxForce 15 Engine and Kenworth's T660 Regional Hauler with PACCAR MX Engine.

The judging for the 2013 competition took place in Las Vegas in early October. The winners will be announced on Sunday, Feb. 10, 2013, during a special presentation at the ATD Convention & Expo in Orlando, FL.





# MEDIUM-DUTY/VOCATIONAL DIVISION

## Ford F-650

Notable on this F-650 was the 6.8-liter V10 gasoline engine and the Ford 6R410 six-speed double-overdrive transmission. The V10 replaces a heavier, noisier and vastly more expensive diesel engine. This one came equipped with gaseous fuel-prep package for conversion to compressed natural gas or propane. As vocational trucks go, it was very well appointed. Drivers would kill to spend 10 hours a day in a cab like this one. The ride was a little stiffer than I expected, but the gasoline engine made it very quiet. The pickup-like driving position was a bit of a departure from the typical utility truck driver ergonomics, but I could get used to it pretty quickly. It was equipped with a tail-gate dump, making it a good candidate for landscapers or paving contractors.

## Hino 195h

I was expecting a traditionally small-ish cab from Hino, but the company boasts that the 195h features enough for a fellow with a 6-foot-six frame and size-13 shoe. It's true. And the visibility has been improved as well, with a thinner and more steeply raked A-pillar. The other little surprise was the hybrid diesel-electric powertrain. It's a sixth-generation drivetrain, with all those previous generations' worth of kinks worked out. This one works flawlessly. It uses regenerative braking to recapture wasted energy, and it launches with the electric motor, saving even more energy at startup. The transition between electric and diesel is seamless, and the driver has a gauge to tell what mode the truck is in. It's so quiet you can hardly tell the difference.

## Kenworth K370

Who needs or wants a hood in an urban workspace? While a COE configuration is ideal in a tight environment, the traditional arguments against this body style disappear in the K370. It's as roomy as any conventional, and a darned sight easier to parallel park. With a 55-degree wheel cut, it feels like you're driving it sideways. What's more, the truck's European heritage ensures it's built for comfort and driver retention. Kenworth left no detail to chance in refining this truck for North American service. Our traditional fondness for conventional bodies melts away with the attractiveness and functionality of the COE body. This truck had Paccar's PX-6 6.7-liter 220-hp engine 520 lb-ft of torque mated to an Allison 2500 HS transmission.

## Peterbilt 337

The Extended Cab feature of the Pete 337 dissolves concerns about cramped working conditions. The raised roof adds 6 inches of head room and the back wall is pushed out 10 full inches. Wider, rounder and taller drivers will be much more comfortable in a 337 than ever before. Any driver will appreciate the added belly room, and the ability to recline the seat to a comfortable napping angle of 23 degrees for those quieter moments. Peterbilt has added four cubic feet of storage space along the back wall, beneath an enlarged rear window. The visibility to the rear is excellent and a nice feature for roll-on tow applications or in a P&D tractor setup.

## Isuzu Reach

The hallmarks of a good curbside van are not necessarily driver comfort and quiet ride, but safe entry and egress, as well as easy access to the cargo body. The Reach fits those bills admirably. The body was built by Utilimaster Corporation and mounted on an Isuzu NPR ECO-MAX chassis. It's powered by an Isuzu 4JJ1-TC 3-liter turbocharged engine producing 150 horsepower. It's mated to an Aisin medium-duty six-speed automatic transmission with double overdrive. Access to the engine is easy from the hood or inside the cab and the daily check points are in easy reach for the driver. There are numerous safety features as well, including highly visible tread-grip entry steps, integrated yellow cab-entry handles and optional back-up camera with seven-inch LCD color monitor.



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# What's holding you up?

*How to find savings in the axles and suspensions department. By Peter Carter*



Hendrickson's  
STEERTEK NXT

**S**low down, train your drivers, and get them to practise progressive shifting. Those are the three most ROI-positive eco-initiatives as practised by the biggest carriers in America.

That data comes from a survey released by the Texas-based 3PL experts Transplace. The researchers wanted to find out how major carriers such as J.B. Hunt and Pepsi were responding to the implementation of the American Environmental Protections Authority's (EPA) Smartway program. In addition to the main three, a few other high-profile technologies were mentioned, including aerodynamic mirrors, tire-pressure monitoring systems, low-rolling-resistant tires and trailer fairings.

Noticeably absent? Deliberate fuel-efficient spec'ing of less obvious but equally critical componentry; namely axles and suspensions. Also, techniques for saving money in the long run so you'll have more to invest now in sustainability efforts.

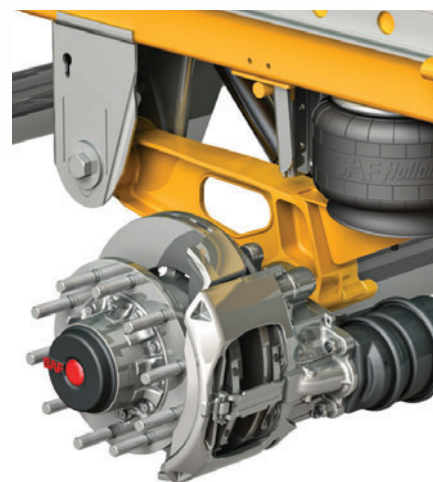
Across the industry, component manufacturers nip here and tuck there to increase efficiency, minimize downtime and decrease wear and tear. Use of lighter materials is the most obvious innovation but what about engineering innovations that mean less chafing of rubber components or more powerful braking systems that require less energy to apply? There are savings to be had everywhere, if you know where to look.

Small case in point: Hendrickson's STEERTEK NXT axle. Hendrickson engineers state that the two-piece knuckle

assembly simplifies something as seemingly arcane as "kingpin-bushing serviceability" and includes a new seal that lengthens the bushings' life. It's lighter and is more durable and therefore reduces maintenance costs.

Every industry is the same: The high cost of energy and the drive towards a cleaner planet is changing every oily nook and greasy corner of the industrialized world.

To whit: From SAF-Holland comes the CBX integrated suspension/axle system with self-steering capability. It will feature the company's latest lightweight 'Fusion Beam' technology, available in two different steer-angle models—with wheel cuts of 20 degrees or 25-to-30 degrees. The



SAF-Holland CBX suspension/axle system

company says the CBX system is "designed to turn easier, greatly reducing tire wear, while improving fuel economy by reducing drag and tire scrubbing."

Also in the lighter-vehicle division

## THE ONTARIO SPEC

**A**xle and suspension specialist **Watson&Chalin** flexed its innovation muscle late last year when it launched the first factory-installed Safe Productive Infrastructure Friendly (SPIF) unit for the Ontario market.

Mandated by the Ontario Ministry of Transportation, SPIF vehicles are designed to minimize heavy trucks' damage to roads and bridges without reducing weight.

In order to meet the SPIF requirements, Western Star is going with a 22,000-lb Watson&Chalin steerable pusher axle with 72-in. customized tandem spacing that maintains full axle capacity.

The "SPIF Option Package" provides body builders and up-fitters with the necessary hardware to comply with the regulation and reduce up-fit time and complexity, Western Star said. The system automatically deploys the lift axle when the truck is loaded. In addition, the electronic controller—when combined with the standard drive and pusher suspension air-ing—provide automated control in full compliance with SPIF schedule 23 requirements.

"Ontario-based customers can now meet stringent SPIF compliance regulations without sacrificing load capacity or axle performance," said Guy Lemieux, marketing segment manager, Western Star.



you'll find Spicer's new M300 axle featuring something called AdvanTEK gearing which, the manufacturer claims, greatly reduces part complexity, which means less headaches for the OEMs.

Designed for use in light commercial vehicles with GVWs of 5,200 to 7,250 kg (11,500 to 16,000 lb.) and gross combined weights (GCW) of 18,140 kg (40,000 lb.), the AdvanTEK is being sold as beating "best-in-class standards for NVH, fuel economy, durability, and contamination control, as well as manufacturing and assembly technology," said Pat D'Eramo, president of Commercial Vehicle Driveline Technologies at Dana.

According to Steve Slesinski, director, global product planning, Dana's Commercial Vehicle Driveline Technologies, "drive and steer axles have continued to evolve to meet on-going fleet demands for reliability, durability and reduced maintenance. In addition to these long-term key requirements, the need for lighter and more fuel-efficient drivetrain systems are the most predominant trends today."

"To further improve weight savings, Dana released SelecTTrac axle housings that allow the maximum rating of wheel-ends when vehicles are configured with wide-based single tires."

Another example?

Ridewell has announced the expansion of its RAR-240 series of trailer air-ride suspensions. Now available for order are yoke-mount suspensions designed specifically for use on Ridewell-brand axles with Wabco PAN 22 air-disc brakes. The yoke trailing-arm beam allows the brake actuator to be placed under the tail, benefit being that no modifications to the trailer frame beyond those typically done for a standard RAR-240 yoke suspension are required. More durability means less wear and tear and downtime.

As Dana's Slesinski says: "Our axles have evolved to improve the power density so higher performance and reliability can be realized with the lightest weight components. Fleet and OEM customers are keenly aware of the need to translate vehicle component weight into payload and fuel savings."

In other words: Buying under-truck components like axles according to how much fuel you'll save. Whodda think?

## SPEC'ING SAVING

■ Remember the function of the rear drive axle: to take the engine power and turn it at 90-degree angles to drive the wheels. Drive axles are ratio dependant on the vocation, and common ratios for axles these days include 2.64 and 2.79 with the direct drive transmission and 3.21, 3.36 and 3.42 with an overdrive transmission.

■ Four key factors in drive-train specifics are startability, gradeability, gearing and fuel economy, all of which are impacted by the engine, tire size, transmission and axle ratio. Fleets often want to operate within 1,300-to-1,400 rpm at cruising speed, with maximum fuel economy. A trend exists to faster ratios as well. Know the truck's purpose and application. Including desired road speeds and routes. Use the engine manufacturer's



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## 5 UPLIFTING IDEAS THE UPFITTERS

**E**xecutive Director of the Canadian Transportation Equipment Manufacturers Association **Don Moore** offers the following 5 spec'ing tips.

**1** Wide track axles are being used more to provide use of wide base, low-rolling resistance tires without the greater bearing loads that wheel offset causes with narrower track axles. Although not accepted in all jurisdictions for the kind of loading dual tires provide, the wide-base tires do improve fuel economy if properly maintained.

**2** Spec'ing entire drive-train appropriately for the truck or tractors vocation. New electronically controlled engines and transmissions that "talk" to each other need to be matched with the right axles for the applications to provide both fuel economy and durability. The OEMs are all getting involved in this.

**3** Disc brakes are starting to see serious inroads in many sectors due to the enhancement to safety and lower maintenance costs. Education and knowledge of these brake systems are critical to seeing lifetime savings in their use. Again, proper maintenance is critical to realizing the potential savings.

**4** Proper spec'ing is critical as mentioned above. Example: in heavy, on-off highway applications higher GAWR axles may provide overall lower lifetime costs due to improved durability, even when anticipated loads do not require the higher rating. The longer, higher maintenance interval over the axle's life, in some cases can easily offset the higher weight and greater initial cost.

**5** Did I mention maintenance, maintenance, maintenance? Without proper knowledge of the systems and proper maintenance of them, any expected savings can so easily be lost.

software to spec a fuel-efficient drivetrain.

- Know the exact application and vocation of the vehicle. Will the vehicle be 80,000 lb on flat ground or 110,000 lb on five-percent grades for 50 percent of the time? Also remember the desired cruising speed of the vehicle. It does no good to save a few dollars up front by "under spec'ing" components because the customer/dealer will undoubtedly pay for them in downtime and repairs

later. Warranty coverage of components is dictated by the vocation.

- Axle gearing and bearings can be impacted by improper use/specification of brake retarders. Be certain not to use more brake retardation than is specified by the component-and-vehicle maker.
- Know the difference in specifying and using Driver Controlled Diff Lock (DCDL) and Automatic Traction Control (ATC).

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A driver's behind-the-wheel performance can extend drivetrain life; i.e., proper use of the vehicle's IAD lock, DCDL and ATC. In

some cases, truck operators use DCDL and electronically controlled active suspension system (ECAS) to help shift the load onto the drive axle for more traction.

■ Match tires on tandem wheel

ends. For example, placing an older steer tire in a drive wheel position can make the inter-axle differential work harder and cause undue wear. Also, tires with different tread depths or air pressures can lead to a premature loss of axle life. Another result of mismatched tires is elevated lubricant temperatures and thus shorter lubricant and axle life.

■ When spec'ing components, pay attention to the weight. Lightweight components, such as aluminum carriers and lightweight drums can take out up to 300 pounds per drivetrain. Since the components are lightweight, it takes less energy to move the truck, resulting in improved fuel economy. While many light-

## When spec'ing components, pay attention to the weight.

weight components are premium items at the front-end of the sale, the initial cost will be paid back through the life of the compo-

nent through lower maintenance costs and less downtime.

■ Components should be checked for compatibility by running a computer performance analysis. This would prevent trucks from being built with axle

ratios or transmission gearing that is not ideal for the customer application. Components must be replaced if a truck is built with mismatched parts. This is very expensive, and could cause customer dissatisfaction.

■ The dealer and customer should have a general understanding of the true life cycle cost of the component, i.e., residual values, fuel economy improvements, reduced maintenance, decreased driver training, etc.

■ Use lift axles properly to save on tire wear and to extend life of drive axle. Overloading the drive axle (resulting in cracked housings) can be caused by too much vertical load and not employing the tag or pusher axle (see

Issues & Trends). One tip is to look for the sticker(s) on the cab door to understand all load limits.

■ All drivetrain specifications directly affect how efficiently the energy output of the engine is transferred to the tires. Reducing the rotating mass of drivetrain components and reducing the amount of heat generated within drivetrain components both help to improve energy loss from the engine to the tires. Meritor assists its customers with specifying the Class 8 drivetrain that results with the engine consuming the least amount of fuel for their road cruise speed.

■ Service parts—consider closely the nationwide, fast accessibility of all axle parts at all the OEMs. This includes the availability of engineering-approved remanufacturing axle differentials via regional distribution-logistics centers.

Courtesy of a White Paper on Component Specing, prepared by **Joe Elbehairy**, vice president engineering, and Charles Allen, general manager axles, Meritor Inc.

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## KENWORTH OFFERS DUAL LNG TANKS

NEW TANKS DOUBLE LNG-FUELLED TRUCKS' RANGE

**K**ENWORTH is offering factory-installed, dual liquefied natural gas (LNG) fuel tanks on Kenworth T800s powered by the 15-liter Westport GX engine.

"By equipping a Kenworth T800 with dual LNG fuel tanks, operators now have the option of running the truck up to 700 miles on a single fueling," said Alan Fennimore, Kenworth's vocational marketing manager. "This option doubles the operating range making the truck a better choice for long haulers with slip-seat or drop-and-hook operations and for regional haulers whose drivers travel long distances, but still return home at the end of their shifts."

The dual LNG tank configuration is only available on the Kenworth T800, equipped with a day cab or the Kenworth Extended Day Cab.

See [www.kenworth.com](http://www.kenworth.com)

### TANK TRAILER ADVANCEMENT

POLAR'S NEXGEN MC-331 TANKER FEATURES A POWDER-COATED BARREL  
**Polar Corporation** says its NexGen MC-331 is the first highway transport with a powder-coated barrel, delivering up to



three times the life of traditional paint. The manufacturer says the coating limits nicks and, in most cases, will eliminate the need to refurbish and repaint the barrel every three to five years. The MC-331 has all-stainless piping and aluminum or stainless decking and fenders for further corrosion protection.

See [www.polar-tank.com](http://www.polar-tank.com)

### RANCHER BODY SUITED FOR OILPATCH

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**Rugby Manufacturing's** Wildcat Rancher HD is designed to take on the oilfield and other highly demanding construction applications. The Wildcat Rancher HD features a 3/16-in. steel tread plate floor, a 12-gauge smooth steel rear apron, a reinforced hitch plate and 12-gauge skirting below body. The Wildcat Rancher is available in several lengths and a 96-in. outside width. The body comes with toolboxes incorporated on each side and Rugby backs each of its dump bodies with a three-year warranty.

See [www.rugbymfg.com](http://www.rugbymfg.com)



### UPGRADED TOUGHBOOK

PANASONIC UPGRADES ITS POPULAR WORKPLACE NOTEBOOK

**Panasonic** has upgraded another of its Toughbook notebook computers. The semi-rugged Toughbook 53 is now available with an Intel Core i5-3320M vPro processor with Intel Turbo Boost technology. Other upgrades: Expanded storage; improved connectivity; two USB 3.0 ports; and improved battery life (up to 11 hours). The Toughbook 53 features a spill-resistant keyboard and was certified by an independent third party to pass nine MIL-STD-810G tests, including surviving three-foot drops on 26 faces with one unit. It also offers a variety of embedded wireless technologies, like Wi-Fi and Bluetooth.

The price starts at US\$1,399.

See [www.toughbook.com](http://www.toughbook.com)





## FUEL-SAVINGS CALCULATOR

EXPANDED ONLINE DATABASE OF YOKOHAMA AND COMPETITOR TIRES FOR COMPARISONS

**Yokohama** has upgraded its online Fuel Savings Calculator. It now has an expanded database of Yokohama's own and competitors' tires for side-by-side comparison of fuel efficiency, along with new print functionality.

**Fuel Savings Calculator**

Take a couple of minutes and see the difference Yokohama Fuel Efficient tires can mean to your bottom line! Fill in the information below for a complete analysis (Please use "TAP" to move from field to field).

STEP 1 STEP 2 STEP 3 STEP 4

**Your Results**

Current Rolling Resistance	0.0110
Current Annual Fuel Cost	\$ 8,400.000 US
Comparison Rolling Resistance	0.0090
Comparison Annual Fuel Cost	\$ 6,720.000 US
Annual Fuel Savings Per Truck	\$ 1,680.000 US
Annual Fuel Savings Per Fleet	\$ 1,680.000 US
Annual Volume of Fuel Saved	120.000 US
Annual Carbon Footprint Reduced (lbs)	1,200.000 US

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Yes, I would like to receive information from Yokohama.

**SUBMIT**

**PRINT PAGE**

The updates include more data points on Yokohama tires, as well as competitor tires to allow expanded comparisons.

The potential fuel savings are shown in three ways: annual savings per truck, annual savings for the fleet at large, and annual gallons of fuel saved.

See [www.yokohamatire.com/fuel\\_calculator/](http://www.yokohamatire.com/fuel_calculator/) **TT**

## SHELL 2013 CALENDAR RECALLS SHINED-UP, DIESEL-POWERED DO-GOODERS

**T**he 30th-Anniversary **Shell Rotella SuperRigs** was one of the most memorable exercises ever, as truckers from all across North America came to Joplin, MO., to help raise money for "All Roads Lead to Joplin," the community's disaster recovery efforts following a devastating tornado in May, 2011.

The 2013 calendar captures 12 of the hard-working trucks that were there, and the stories of their drivers.

And playing a leading role is a beautiful Canadian 2000 Kenworth W900L belonging to Ron Saris from Leamington, ON. Saris' rig graces the cover and provides the December photo for the calendar.

The calendar is available for free with a Shell Rotella oil change. All you have to do is visit a participating location and purchase a minimum 10-gallon oil change of Shell Rotella T Triple Protection Shell Rotella T5 Semi Synthetic Technology, or Shell Rotella T6 Full Synthetic.

Visit [www.Rotella.com](http://www.Rotella.com)



# YOU CAN'T GET THERE FROM HERE



## A Buck for a Milkshake? That's just Loonie!

Last month's mystery location was anything but mysterious for drivers who frequent the Montreal-Toronto corridor. Reid's Dairy, with its whacky medieval motif and buck-milkshakes, has been a Belleville landmark for more than a century. We awarded 10 ice-cream lovers cool **Today's Trucking caps** because they were quick to I.D. the place. This month's mystery locale is decidedly more urban than Reid's, and we'll give a hat apiece to the first 10 callers who name it. If you think you know, contact Jason Rhyno at:

### January Answer:

Reid's Dairy in Belleville, ON



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By Peter Carter

# The 3 Best Trucker Jokes Ever

After decades of research, our crack team can announce the winners

I am certain that the following three trucker jokes are the best ever because I got them from my older brother Tom who is a very funny man. He's one of those guys who seems to have a direct line to the joke factory, so he hears them before anybody else.

Plus I put a lot of faith in Tom's judgment.

My wife Helena figures my remarkable respect for Tom has to do with the fact that, only after a dozen years of marriage, could I say I shared a bed with her as long as I had with him. (We Carters grew up in a three-bedroom house in Subury's west end. There were 11 of us. Tom, the third-oldest and I, the youngest, shared a bed until I was a teenager. Deal with it.)

Weird that I trust him so, considering when I was a kid he sent me around local hardware stores searching for "striped paint." Tom also told me he had been to a Toronto restaurant that was so classy they had a person from every country in the world take a bite of your meal before you, just to make sure it was perfect. What's not to believe?

Because our folks were busy running a business, it often fell to Tom to do fatherly things. I recall him attending a parent-teacher interview when I was in grade one or two. There's a chance it was to check out the female teacher as much as anything else.

Later, he gave me relationship advice: "The guy who says there's seven different kind of women has met seven women."

Much later, university-survival tips: "When you go away to school, you'll find somebody to party with every night. But you'll soon notice it's not always the same guys."

A retired Elliot Lake uranium miner and former truck driver (among other things), Tom once told me that one of the perks of working underground is that if you get killed on the job, you get three days on surface.

He is also largely responsible for me having this job at *Today's Trucking*.

When I was very little and he was a "grown-up", Tom drove the Sudbury Public Library's Bookmobile tractor-trailer. I remember him showing me how the fifth wheel, king pin and dollies worked, and I'm still fascinated by the stuff.

(Recently, by the way, I started a story called "Problems with King Pins," but couldn't find any. If you hear of any king-pin

Tom, the third-oldest and I, the youngest, shared a bed until I was a teenager. DEAL WITH IT.



OH BROTHER: Tom's one of those guys with a direct line to the joke factory.

problems, let me know. I maintain they're one of the wonders of the world.)

Much later, Tom helped me land a truck-driving job with Garrett's Transport in Elliot Lake. There's nowhere near enough room in this column for what I learned there, much of it to do with working for Newfoundlanders.

But you can see why Tom and me are a team.

But I'm out of space. So here are, in order of ascending greatness, Tom's and my Three Best Trucker Jokes Ever.

Great Joke 3: Two guys in a truck approach an overpass. Sign says it's too low for them to pass under. One guy says, "I don't see any cops around, let's go for it."

Great Joke 2: Trucker driving a straight truck with a box on the back picks up a hitchhiker. Every few miles, the driver makes a fist and whacks the back of the cab as hard as he can. Hitchhiker asks why.

Driver: "I got 20,000 lbs of chickens. This is a 10,000-lb truck. Gotta keep half of them flyin'."

And the Best Ever: A gang of bikers in a truck stop are making fun of a trucker. They spill his coffee; steal his bacon. He leaves, peacefully.

Biker: "That trucker wasn't much of a man. He let us walk all over him."

Waiter, looking out the window: "He ain't much of a driver neither. He just ran over a buncha motorcycles."

You reckon your jokes are better than Tom's? Send'em along. We'll print the ones we like most. **TT**



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# 579

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