



## DRIVER HEALTH:

"IT WAS A START. AND YOU HAVE TO START SOMEWHERE," PG. 21

Bison Driver and major weight loser George Sutherland



# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## WORKING IRON

PG.29

What's behind the latest surge in VOCATIONAL TRUCKS?



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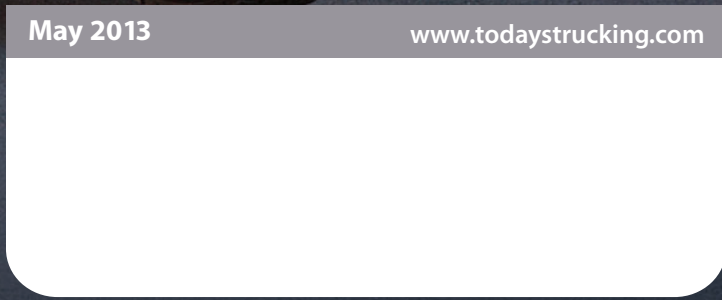


YOUR NEED-TO-KNOW GUIDE TO HOS CHANGES PG. 26

**PLUS:** A RE-INVENTED AXLE FROM MERITOR, PG. 40

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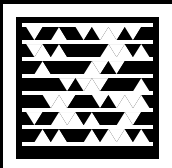


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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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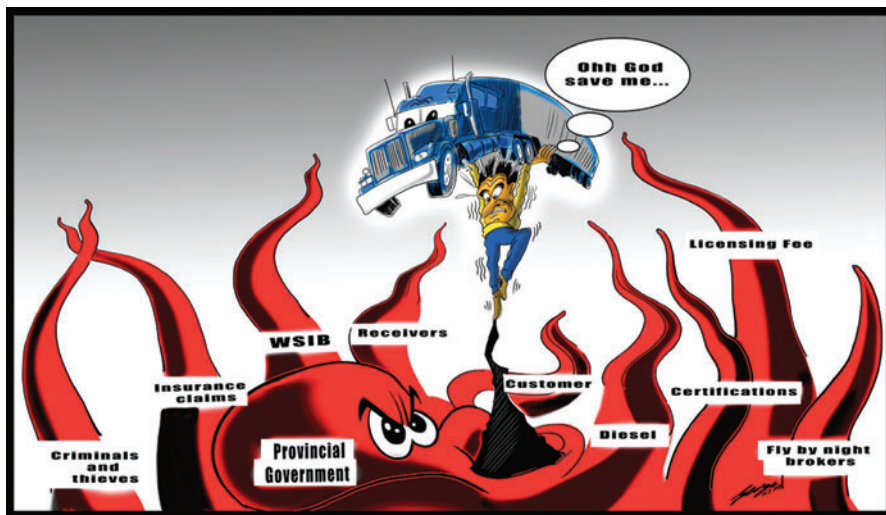


**Kenneth R. Wilson  
Award Winner**



## DRAWING CONCLUSIONS:

The Trucker's Life, as seen by Randeep Sandhu



Load Solutions Inc. founder and President Randeep Sandhu not only runs an ever-growing fleet of trucks out of Puslinch, ON., he writes poetry and sometimes, draws cartoons. Sandhu has waged a personal battle on behalf of truckers against seemingly unscrupulous load brokers and is so enthusiastic about his effort he has promised to run for the Progressive Conservatives in the next Ontario Provincial Election.

## From the Land of the Midnight Fun

Re: "Deh Cho Bridge," by Jason Rhyno, Jan. 2013.

As a trucker that has been running the north for a couple of years now I appreciate the new bridge at Fort Providence but at the same time will also miss the ferry ride across the Mackenzie River. Late fall and spring were the most unreliable times for the ferry, but there is nothing like a ride across the river in the summer. The long dog days of summer in the north are nothing short of spectacular with daylight well over 20-plus hours a day. I was regularly making the crossing twice a day on our scheduled Hay River to Yellowknife run hauling fuel for the re-supply to the diamond mines. Many a times I can remember pulling in to Hay River after 11:00 p.m. with the sun still shining. During that time I also got to know the captains of the Merv Hardie by name. The bridge does cut down on the time it takes to complete a run but I also looked at the ferry as a nice break to get out and stretch and talk with the crew. So, in short the bridge has been a welcome sight but I will also miss the ferry.

— **Mark Murray**

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## 5 REASONS WHY TODAY'S TRUCKING RULES

**T**he Truck Writers of North America (TWNA) have presented **Today's Trucking** five prizes for outstanding journalism. Founding Editor and now Vice President Editorial **Rolf Lockwood** earned a Silver Award for a lug-nut feature he wrote called "Tighter is Not Better" and a Gold Award for his editorial titled "Help Stamp Out Sloshed Driving."

Editor **Peter Carter** claimed a Silver Award for a driver profile he penned entitled "The Man With Two Hats," as well as a Gold for his monthly last-page column, "Rear View."

Associate Editor **Jason Rhyno** came away with a Gold for a feature called "Wind Chill Factors," detailing the measurable affect of colder temperatures on your fuel mileage. The awards were presented at the Mid-Media Trucking Show in Louisville.



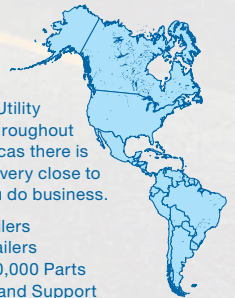
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By Rolf Lockwood



# Hire Education

## Why RBC's offshore-job mess is completely different from trucking's need to hire abroad

In the midst of all the recent brouhaha about the Royal Bank's wildly cynical, save-a-buck-at-all-costs hiring practices—and the federal government's blind approval of them—I think there's confusion about the role of foreign workers in trucking. There's no comparison to be made here.

The Royal Bank has been hiring offshore help, albeit indirectly through a contractor, to do work that has always been done and could still be done by Canadians but at a fraction of the cost. The only goal has been to save money. Worse yet, and this is unbelievably insensitive, the Canucks being turfed have apparently been tasked with training their offshore replacements before their employment dries up!

Given the billions of profit dollars this bank produces every year, you'd think there might be a little room for spending what it takes to support Canadians and Canada. Guess not.

The Royal Bank is surely not alone in doing this, but it's the one that got caught and it's paying the price. A lame public apology a week after the obligatory initial denial doesn't wash with me, nor, it seems, with anyone else. Anger continues to grow.

When Canadian trucking outfits hire outside the country, it's a very different scenario. No doubt there are cases where saving a buck is the motivator, but mostly it's a simple reason that sends recruiters offshore—there are no Canadians to do the job.

Lord knows there's been enough written about the so-called driver shortage, and I'm a little reluctant to dive into this murky water yet again. I'm doing so because the Conference Board of Canada (CBOC) recently published a report on the matter—'Understanding the Truck Driver Supply and Demand Gap and Its Implications for the Canadian Economy' by Vijay Gill and Alicia Macdonald—and because this past week I had lunch with an HR consultant and my interest in the driver challenge was rekindled.

This comes a year after the Canadian Trucking Alliance launched its Blue Ribbon Task Force to examine our chronic shortage of qualified drivers.

The CBOC described the country's labor challenge as a "demographic tsunami that will have a profound impact on our society." It isn't just an issue for trucking.

As far as I can see, the CBOC report didn't advance our knowledge very much, though it did apply some numbers to the problem. Its stated goal was "to quantify the truck driver supply requirements and the resulting pressure that the for-hire trucking industry will face to attract new drivers. In a business-as-usual

scenario where the trucking industry continues to have difficulty in attracting younger workers to long-haul trucking occupations in particular, we find that the driver supply will remain relatively stagnant until 2020. Yet a significant portion of those industries in Canada that are in a growth stage depends on services from the for-hire trucking industry for sourcing materials, delivering goods to and from distribution centres, and delivering their final products to customers. As these industries continue to grow, so too will their demand for trucking services, which will result in a need for an increased supply of drivers."

Among the important things that report tells us is that the age of the average truck driver has increased more rapidly than the

**The CBOC described the country's labor challenge as a "demographic tsunami that will have a profound impact on our society."**

age of the average worker due to fewer young workers entering the industry. But I think most of us knew that.

It also quantified the shortage, saying that the demand for truck drivers will increase through 2020, when the gap between the

supply and demand of drivers is expected to be 25,000. This number could exceed 33,000, assuming a lower rate of productivity growth, the CBOC says. Those numbers aren't new either.

The report concludes that this supply/demand gap could be reduced if the industry contracts, which is unlikely, or if it finds new ways to increase productivity, which is conceivable to a point. More usefully, the CBOC suggests that "a significant improvement in industry working conditions or wages, marketing of the truck driving occupation, and driver training/licensing" would help. To which I say, you bet. I say the same to its next suggestion, namely "a reorganization of trucking activity and supply chains in order to reduce the demand for long-haul drivers."

Finally, the report's authors suggest that a change in policy to allow the truck driving occupation to be recognized as a skilled trade would make a difference. I'm not so sure about that one.

In any event, to reiterate my first point, all of this is very different from the Royal Bank's profit grab. For trucking, finding drivers is a matter of survival. **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).



# Dispat

## Halfway Home

How'd Canada fare when it came to surface trade with our southern-fried cousins last year? Here's a look:

Canada and U.S. trade using surface transportation was \$556.2 billion in 2012—a 3.6-percent increase over 2011, according to the United States Bureau of Transportation Statistics (BTS).

Surface trade using truck increased 6.3 percent (including both imports and exports) over 2011. Rail came in with the largest year-to-year increase, while pipeline imports and exports dropped.

The state that led surface trade with Canada was Michigan with a total of \$73.3 billion. Vehicles and vehicle parts made up for the majority of that number with \$45.2 billion. California had the highest percentage change of surface trade with Canada—a 16.5-percent increase—also

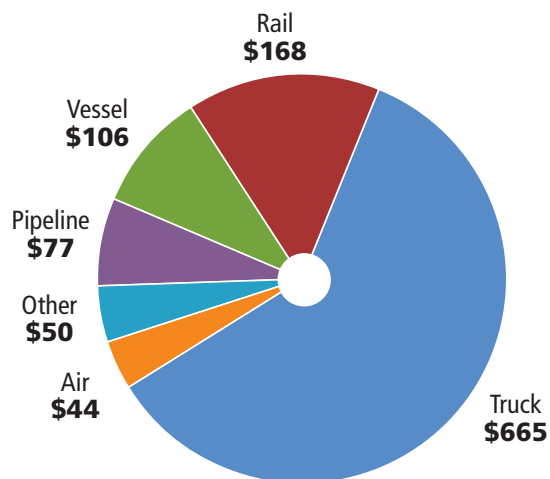
led by vehicles and vehicle parts, notably.

In fact, the top commodity category overall transported between the U.S. and Canada by surface modes of transportation in 2012 was vehicles and vehicle parts with \$107.4 billion in trade. The commodity group was split evenly between exports and imports, BTS noted, “reflecting the interdependency of automotive plants on both sides of the border.”

Overall, trade using surface transportation between the U.S., Canada and Mexico increased 6.2 percent in 2012 over 2011.

Recession comparison? Total North American surface transportation trade is up by 50.8 percent since 2009's low.

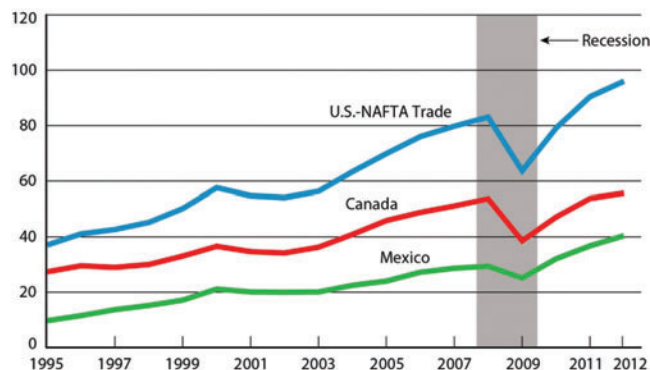
North American Surface Freight by Mode, 2012



SOURCE: Bureau of Transportation Statistics, Transborder Freight Data

Surface Trade between U.S. and NAFTA partners

(billions of current dollars)



SOURCE: Bureau of Transportation Statistics, Transborder Freight Data



**TRUCK SHOW — PG.11**  
**11 Memorable Lines from the**  
**Mid-America Trucking Show**

**TAXES — PG.12**  
**Gas taxes and Winning**  
**the Ottawa Game**

**BETWEEN THE LINES — PG.13**  
**The Joy of Competition**

## U.S. Merchandise Trade with Canada by Surface Modes of Transportation

(millions of current dollars)

Mode		2010	2011	2012	Percent Change	
					2010-'11	2011-'12
All Surface Modes	Imports	246,252	282,582	290,096	14.8	2.7
	Exports	224,809	254,450	266,120	13.2	4.6
	Total	471,061	537,031	556,216	14.0	3.6
Truck	Imports	123,238	135,528	138,948	10.0	2.5
	Exports	173,588	195,126	202,542	12.4	3.8
Rail	Imports	56,996	65,118	69,914	14.3	7.4
	Exports	26,116	29,569	33,068	13.2	11.8
Pipeline	Imports	57,562	70,743	67,733	22.9	-4.3
	Exports	3,151	6,211	6,071	97.1	-2.3

**SOURCE:** Bureau of Transportation Statistics, Transborder Freight Data, <http://transborder.bts.gov/transborder/>  
**NOTE:** Percent change based on numbers prior to rounding. Numbers may not add to totals due to rounding.  
**NOTE:** The value of trade for all surface modes is not equal to the sum of truck, rail and pipeline modes. It also includes shipments made by mail, foreign trade zones, other and unknown modes of transportation.

## Top 10 States Trading with Canada by Surface Modes of Transportation Ranked by 2012 Value

(millions of current dollars)

State	2011		2012		Percent Change 2011-2012
	Value	Rank	Value	Rank	
Michigan	68,412	1	73,258	1	7.1
Illinois	53,845	2	57,326	2	6.5
California	31,331	4	36,506	3	16.5
Ohio	33,123	3	34,121	4	3.0
Texas	30,608	5	32,370	5	5.8
New York	30,076	6	27,950	6	-7.1
Pennsylvania	21,097	7	20,844	7	-1.2
Washington	20,250	8	19,548	8	-3.5
Indiana	17,714	10	18,951	9	7.0
Minnesota	18,193	9	18,513	10	1.8

**SOURCE:** Bureau of Transportation Statistics, Transborder Freight Data, <http://transborder.bts.gov/transborder/>  
**NOTE:** Percent change based on numbers prior to rounding.

## Top Five Commodities Transported between the U.S. and Canada by Surface Modes of Transportation, 2012

(millions of current dollars)

Commodities	Exports	Imports	Total
Vehicles Other than Railway	49,853	57,548	107,401
Mineral Fuels; Oils and Waxes	12,762	83,499	96,261
Computer-Related Machinery and Parts	44,437	18,748	63,185
Electrical Machinery; Equipment and Parts	22,796	6,558	29,354
Plastics	12,763	10,157	22,920

**SOURCE:** Bureau of Transportation Statistics, Transborder Freight Data, <http://transborder.bts.gov/transborder/>  
**NOTE:** Numbers may not add to totals due to rounding.

## Top Five Commodities Transported between the U.S. and Mexico by Surface Modes of Transportation, 2012

(millions of current dollars)

Commodities	Exports	Imports	Total
Electrical Machinery; Equipment and Parts	31,542	54,195	85,737
Computer-Related Machinery and Parts	34,476	41,629	76,105
Vehicles Other than Railway	20,190	50,552	70,742
Plastics	13,776	3,656	17,432
Measuring and Testing Equipment	4,750	9,987	14,737

**SOURCE:** Bureau of Transportation Statistics, Transborder Freight Data, <http://transborder.bts.gov/transborder/>  
**NOTE:** Numbers may not add to totals due to rounding.





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TRUCK SHOW

# 11 Memorable Lines from the Mid-America Trucking Show

*Like a picture being worth 1,000 words, one good quote is worth 100 paragraphs. Here's some evidence from MATS.*

**1** "There are two things I absolutely know for sure. Any number I give you now is wrong. And the real number will be either higher or lower. Those are the two things I know for sure."

— **Martin Daum**, President & CEO, Daimler Trucks North America, on sales predictions

**2** "We anticipate the market to grow through 2013 with the second half of 2013 as good as the first half of 2012."

— **Bill Kozek**, General Manager, Peterbilt/Vice President Paccar

**3** "Fuel efficiency is becoming the single most important point for truck buyers across the world."

— **Andreas Renschler**, Head of Operations of Mercedes Benz but until April 1st, head of Daimler Trucks AG

**4** "These people are passionate about more than a truck and an engine. They're passionate about NASCAR."

— **Jeffrey Wallis**, Daimler General Manager, Parts Sales and Marketing

**5** "Just a few years ago, we were asking you to cruise down the highway at 1,800; anything under 1,500 and you were gold."

— **Ibid**



**6** "If you don't have the right displacement engine for your application you're never going to get where you want to go."

— **David McKenna**, Director of Powertrain Sales & Marketing, Mack Trucks

**7** "What we're looking at is something the I-T guys call a 'PEBCAK situation.' It stands for "Problem Exists Between Chair and Keyboard."

— **David A. Kolman**, Truck driver turned journalist

**8** "Make no mistake about it. China loves America."

— **Edward Song**, Managing Director Greater China Paccar China Ltd.

**9** "You just put your own well being aside when there's children involved."

— **Jason Harte**. Harte, of Rogers, Ark., was named Goodyear North American Highway Hero at MATS in recognition of his life-risking rescue of a family of six who were trapped inside a crushed minivan.

**10** "Please tweet responsibly."

— **Brandon Borgna**, Manager, Media Relations Volvo Trucks North America

**11** "@JasonRhyno is here interviewing our own Ted Becker. Thanks for stopping by!"

— **Michelin Tires**, via Twitter, with a very responsible tweet

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## Dispatches

### TAXES

## Gas taxes and Winning the Ottawa Game

*Members of the Manitoba Trucking Association got some advice on regulations... and why they should take a closer look at where their municipalities spend gas-tax dollars.*

A couple of key pieces of political advice came from Minister of State for

Transport Steven Fletcher during the Manitoba Trucking Association (MTA) annual general meeting in March.

First, if the trucking lobbyists of Canada want to persuade Steven Harper that Transport Canada should mandate the use of electronic onboard recorders or anti-rollover technology, they should know that the Canadian government is in an anti-regulation mood; not pro, Fletcher said.

What that means is that they should help him find regulations to cut back on at the same time as they lobby for other new regs.

In fact, Fletcher told the group, he has been tasked with coming up with a streamlining plan for Transport Canada. When he says streamlining, he means "reducing the regulatory burden."

He said he has asked the trucking industry for suggestions on which regulations they want cut and, he told the group, he heard that "they wanted more. And that goes against my grain."

"You guys aren't helping me out," Fletcher said.

The way to "win the Ottawa game," Fletcher said is to "be the minister that brings the most regulations to get out of the system not to add more."

Fletcher also told the group that his department is working with all the provinces for reciprocity agreements in an effort to harmonize industry regulations from coast to coast.

### Does your town use gas-tax money on arenas? Rat'em out.

With Canada facing an infrastructure crisis, the Trans Canada an often impassable embarrassment; billions of dollars of bridge work is waiting to be done, and congestion adding billions to the cost of living, money should be going where it's meant to be going.

Since 2011, municipalities across Canada have been receiving a portion of the taxes accrued from gasoline sales in the Gas Tax Fund.

That money is supposed to go to infrastructure. The question arises: Are those towns and cities spending it on projects other than roads and bridges? Like arenas, maybe?

Fletcher has issued a warning that they had better not be, he remarked in response to a question from MTA's Executive Director Bob Dolyniuk.

"The infrastructure deficit is so large," Fletcher said, "I would expect and pressure municipalities to use that gas tax on roads and infrastructures.

"Do you know any municipalities, [using gas tax money on stadiums or other projects]?" Fletcher asked Dolyniuk, "I want names!" **TT**



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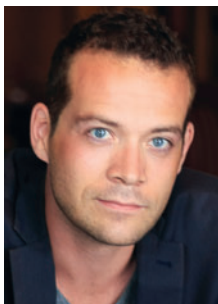
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# The Joy of Competition

**Between the Lines** *Outgoing head of Daimler Trucks, Andreas Renschler and Martin Daum, president and CEO of Daimler Trucks North America, talk competition. By Jason Rhyno*

**FROM TRUCKS TO CARS:**  
Former head of Daimler Trucks, Andreas Renschler.



Photo courtesy of Daimler Trucks NA.

I have this rule about competition: never talk bad about your competition. At least in front of customers or in public. Pumping yourself up amongst your co-workers at the expense of your competition, that's fine and kind of fun, honestly.

It's an interesting thing, competition. Personally, I'm a fan of it. It's motivating, for one, lighting the proverbial fire under your posterior. Two, competition makes you better—truly it does. It forces you to evaluate your methods and approach, makes you work harder—smarter.

Trashing your competition in front of customers has never been satisfying for me—but beating them on the playing field because the plan, the approach, the quality of the job were all better, well, that's just gravy. Delicious, delicious gravy.

Competition can also force you into places you didn't want to go, places you didn't know you were even capable of going to—your limits are pushed and

you come out better for the experience.

I had the opportunity to talk competition, and other things, with outgoing head of Daimler Trucks, Andreas Renschler, who is moving over to the company's Mercedes-Benz division, and Martin Daum, president and CEO of Daimler Trucks North America, at the Mid-America Trucking Show.

Here is a brief snippet of my conversation with both men:

**Jason Rhyno:** *There have been many changes in the trucking industry over the last few years. I'm curious, which ones were unexpected?*

**Andreas Renschler:** Basically it was here, in North America. We had an interesting discussion about engine technologies—SCR versus EGR. This was more of an argument, actually—you can always have arguments about engine technologies. But it was approached from a totally different circumstance from someone called Navistar. We were a

little bit surprised at the company thinking they had something better—I'm fine with that, competition is good—but to make the other look bad, that was unexpected and we had to fight back. This kind of way to argue, to fight, was unexpected.

**Jason Rhyno:** *Volkswagen has said that it wants to "dethrone" the market leader in Europe. I'm curious as to what that means for the person on the throne.*

**Andreas Renschler:** When it comes to trucks, they have a strategic goal to be on the same level as Daimler trucks; that will not happen in the next 20 years. They have to do a lot. To use common architecture, common platforms around the world needs a lot of time, a lot of money, and a lot of patience to come to this point.

We are never afraid of competition. It's very good to have competition because it forces you to have a target, and our target is in every region, to be the benchmark. We're very close here in the United States, and in Europe and Japan we have a little bit to do, but we are on the right track.

**Martin Daum:** The leading position is never on 'a throne.' A throne means 'I rest on my laurels, and everybody else tries to get close to me.' The leading position requires the most work. For me, sports is a far better way to explain it. The guys ahead of the competition, they work the hardest. They are not the guys who are lazy. There is a responsibility with it, and you have to work really, really hard to earn that place. To stay there, it's because you continue to work hard and never rest. They 'dethrone' us if we get complacent, and that's not going to happen. **TT**

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



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# logbook2013

## May

2-4

### Association du Camionnage du Quebec

Manoir Richelieu, La Malbaie, QC  
**Website:** [www.carrefour-acq.org](http://www.carrefour-acq.org)

6-8

### Transportation Maintenance and Technology Conference

Kingbridge Conference Centre & Institute, King City, ON  
**Website:** [www.cfmsonline.com](http://www.cfmsonline.com)

14-15

### Fleet Maintenance Conference

Edmonton, AB  
**Website:** [www.fleetmaintenanceconference.com](http://www.fleetmaintenanceconference.com)

25-26

### Road Today Truck Show

Brampton Soccer Center, Brampton, ON  
**Website:** [www.roadtodaytruckshow.com](http://www.roadtodaytruckshow.com)

27

### Private Motor Truck Council Spring Golf Tournament

Markland Woods Golf Club, Etobicoke, ON  
**Website:** [www.pmtc.ca](http://www.pmtc.ca)

## May 30 - June 1

### Great West Truck Show

Sands Expo & Convention Center, Las Vegas  
**Website:** [www.greatwesttruckshow.com](http://www.greatwesttruckshow.com)

## June

1-4

### Heavy Duty Distributors Council Annual Conference

Busling Truck Center, Markham, ON  
**Website:** [www.hddc.ca](http://www.hddc.ca)

7-8

### Atlantic Provinces Trucking Association Truck Show

Moncton Coliseum Complex, Moncton, NB  
**Website:** [www.apta.ca](http://www.apta.ca)

7-9

### British Columbia Trucking Association Annual Conference

Delta Grand Okanagan Resort, Kelowna  
**Website:** [www.bctrucking.com](http://www.bctrucking.com)

19-20

### Private Motor Truck Council Annual Conference

Kingbridge Conference Centre, King City, ON  
**Website:** [www.pmtc.ca](http://www.pmtc.ca)

## July

11-13

### Walcott Truckers Jamboree

Iowa 80 Truckstop, Walcott, IA  
**Website:** [www.iowa80truckstop.com/trucker-jamboree](http://www.iowa80truckstop.com/trucker-jamboree)

26-28

### Fergus Truck Show

Fairgrounds, Fergus, ON  
**Website:** [www.fergustruckshow.com](http://www.fergustruckshow.com)

## August

1-4

### Rodeo du Camion

Notre-Dame-Du-Nord, QC  
**Website:** [www.elrodeo.com](http://www.elrodeo.com)

9-11

### South Shore in Motion Truck Show

Bridgewater N.S.  
**Website:** [www.southernshoreinmotion.ca](http://www.southernshoreinmotion.ca)

22-24

### Great American Truck Show

Dallas Convention Center, Dallas, TX  
**Website:** [www.gatsonline.com](http://www.gatsonline.com)

## September

9-12

### Technology & Maintenance Council (TMC) of the American Trucking Associations

Fall Meeting & National Skills Competition, David L. Lawrence Convention Center, Pittsburgh, PA  
**Website:** [www.truckline.com](http://www.truckline.com)

## October

2

### Toronto Transportation Club Night At The Races/Dinner

Woodbine Racetrack, Toronto, ON  
**Website:** [www.torontotransportationclub.com](http://www.torontotransportationclub.com)

9-11

### National Trailer Dealers Association 23rd Annual Convention

Waldorf Astoria, Naples, FL  
**Website:** [www.ntda.org](http://www.ntda.org)

23

### Canadian Transportation Equipment Association 50th Anniversary Technical Conference

Delta Chelsea Hotel, Toronto, ON  
**Website:** [www.ctea.ca](http://www.ctea.ca)

# Get in the Game!

Do you have an event you'd like to see listed on this calendar or on the interactive [www.todaystrucking.com](http://www.todaystrucking.com) online calendar?

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# Trending

THE BEST FROM  
[TodaysTrucking.com](http://TodaysTrucking.com)

**In the News**

## Truckers Smuggling Smokes Busted at Border



**MONTREAL** — Time to butt out smuggling. Canadian border services officers have made three separate contraband tobacco seizures in the last three weeks from truckers crossing the border. And it's a serious crime with serious penalties, the Canadian Border Services Agency (CBSA) said.

Total market value of all three seizures is estimated to be over \$5 million. Possible fines that the drivers can face? \$20,000. And 14 months of jail.

## Bradley to Urge Hudak Not to Move on Biodiesel Proposal

**TORONTO** — The Ontario Tories' plan to introduce a provincial biodiesel mandate is not only modeled on largely failed program, but would be a waste of taxpayers money, the Ontario Trucking Association (OTA) said in a statement today. OTA president David Bradley says he plans to personally urge Progressive Conservative leader Tim Hudak not to move forward with the proposal.

Last week, Hudak and Rural Affairs critic Ernie Hardeman pitched a biodiesel initiative that would require a 2-percent biodiesel (B2) average be sold in the province.

For **MORE NEWS**,  
 Be Sure To Check  
[TodaysTrucking.com](http://TodaysTrucking.com)

**From the Blogs**

## Inspect My Truck: How Provincial Inspections Save Money

*Blogger Dan Dickey sees value in having his truck inspected more frequently. Here's an excerpt from his blog on inspections:*

I am convinced that these shortened intervals of required inspections saved me money and down-time. From the front axle bushings that were found on one inspection, to the broken piggy-back springs that were discovered in another, and more recently, the cracked weld on a steering shaft. The extra money and time that was spent on my truck 'unnecessarily' from the view of the jurisdiction I was licensed in saved me more than it might otherwise have cost me in the long run.

It didn't prevent an accident and it didn't prevent my truck from breaking. It did, however, give me, my family and the company I work for added security and certainty that everything was being done to keep me, and the highways, safe.

I know many who feel otherwise. "Why do you inspect your truck there? You don't have to, it's cheaper and less often if you get it inspected over here!"

My response has always been "Is it? Is it really? Or is it just putting off repairs that you know will be required, eventually costing you more money in the long run?"

There are enough things I have to worry about, enough danger and stress involved with the job —a job I have to do safely.

**What's Tweetin'?**

## Our Favorite Tweets This Month!

MP King @HeavyWrecker

Hotel booked and registered for #expocam thanks to @Todaystrucking ! I have a surprise for you guys!

David H. @crazycanuckdave

As always pls check out @Todaystrucking online edition. Great magazine. They even put up with me! Pg. 27 "Who goes there?"

Yako @truckeryako

Hit a small bird. Window open. Feathers in my Timmies coffee.

MichelinTruck @Todaystrucking



Editor @peter\_truck with the Michelin Man. Thanks for stopping by!

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# Heard on the Street

## Rick Valentine Spent 40 Years With Cummins

After a distinguished 40-year career with Cummins Eastern Canada, **Rick Valentine** passed away peacefully, with his family by his side in late December at the Toronto General Hospital at the age of 61. Valentine will be deeply missed by his beloved wife Paula; son Matthew; daughter Sarah and her husband Mark and the joy of his life, his grandson Ethan.

## Not your Grandpa's OTA

**Jeff Bryan** calls his snazzy '07 Corvette his 'four-wheeled bike'. It's white and loaded. It's his first Vette and the car comes storied.

He bought the vehicle with the proceeds from a '69 Charger that he landed when he was 16 and over the years refurbished to mint. He finally sold the Dodge for almost the price of the Vette.

Bryan will be driving the muscle car to the **Ontario Trucking Association's** (OTA) first-ever Cross-Ontario Motorcycle and Car Rally, scheduled for Sept. 12, at the Horseshoe Valley just north of Barrie. (Rain or shine.)

Bryan, 43, and the new OTA Chairman, says the rally is proof that "pretty exciting" changes are coming to the OTA.

"There was nothing wrong with the way the OTA was operating; we just thought we'd try out some new things," he said.

**Bryan Transport** runs about 45 trucks, which probably makes Bryan the owner of the smallest fleet ever belonging to an OTA Chairman.

He says he intends to make all OTA events as inclusive as possible.

"We want every event to be for everybody, right from the Schneiders and Challengers down to the guy running a couple of trucks."

For more on what the new-look OTA is up to, visit [www.ontruck.org](http://www.ontruck.org).



Jeff Bryan

## Manitoba Trucking Brass Shines

The **Manitoba Trucking Association** (MTA) elected its Board of Directors and Executive at its Annual General Meeting held on March 12, 2013.

### Elected to the Executive:

- **President:** Norm Blagden, *Bison Transport Inc.;*
- **1st Vice President:** Greg Arndt, *Jade Transport;*
- **2nd Vice President:** Gary Arnold, *Arnold Bros Transport Ltd.*

### Additional members to the Executive Committee include:

John Erik Albrechtsen, *Paul's Hauling Ltd;* Doug Witt, *Gardewine Group Inc.;* and Bernie Driedger, *Portage Transport Inc.*

## Manitoulin Picks up Packager

**Manitoulin Group of Companies** has acquired **Cratex Industries Ltd.**, the company announced today. Cratex is reportedly Alberta's largest crating, packaging and export services company. The company has been providing professional packaging for the shipment of manufactured goods since 1989, much of that to Alberta's oil and gas technology services sector. Manitoulin intends to retain all Cratex employees, with Ron Holdinga, its former owner, staying on as president. Cratex's customers will continue to have access to all of its offering, Manitoulin noted.

## Vitran's Gaetz Resigns, Deluce Appointed Interim CEO

**Rick Gaetz** has resigned from the position of president and CEO of **Vitran**, one of Canada's largest truck fleets. He was replaced on a temporary basis by longtime board member **Bill Deluce**, Vitran's chairman, Richard McGraw, said in a statement. Deluce has been a member of Vitran's board of directors since 2004.

## Bison's John Lilley named Highway Angel

Kelowna-based **Bison** driver **John Lilley** who helped tend the victims of a horrific two-car accident for about an hour until help arrived last December has been named a *Truckload Carriers' Association (TCA) Highway Angel*. The two-vehicle multi-fatality crash occurred on highway 1 between Revelstoke and Golden, and Lilley drew on 23 years of volunteer search-and-rescue experience to help the crash victims.

## How Swede It Is

Four **Volvo** service technicians from Prince George, BC are heading to Sweden in June to compete against the OEM's best techs from around

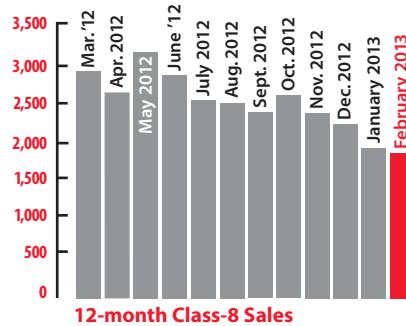


the world. **Tyler Kronebusch, Dan Orser, Matthew Giesbrecht** and **Clarence Oosterhoff** of **Babine Truck & Equipment** out-tech'd 208 other North American Volvo teams, securing themselves a spot to compete at the Volvo International Service Training Award (VISTA) World Finals this June.

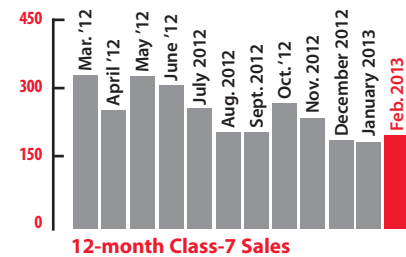
Canada – Truck Sales Index

February 2013

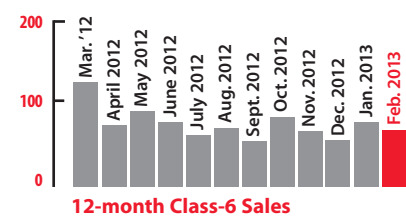
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	458	961	1223	25.8%	28.7%
Kenworth	360	730	889	19.6%	20.8%
International	250	588	669	15.8%	15.7%
Peterbilt	256	544	558	14.6%	13.1%
Volvo	219	340	336	9.1%	7.9%
Western Star	145	320	319	8.6%	7.5%
Mack	120	241	270	6.5%	6.3%
<b>TOTAL</b>	<b>1808</b>	<b>3724</b>	<b>4264</b>	<b>100.0%</b>	<b>100.0%</b>



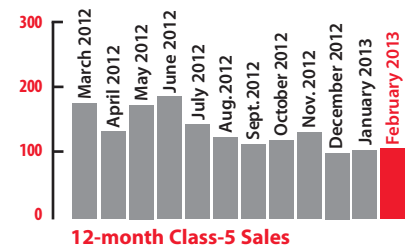
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	70	103	179	26.4%	38.8%
International	45	87	128	22.3%	27.8%
Hino Canada	27	73	40	18.7%	8.7%
Peterbilt	35	69	50	17.7%	10.8%
Kenworth	30	58	64	14.9%	13.9%
<b>TOTAL</b>	<b>207</b>	<b>390</b>	<b>461</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	35	49	127	38.0%	45.2%
International	10	41	114	31.8%	40.6%
Hino Canada	13	35	37	27.1%	13.2%
Peterbilt	0	4	3	3.1%	1.1%
<b>TOTAL</b>	<b>58</b>	<b>129</b>	<b>281</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	71	127	213	60.2%	60.0%
International	32	70	108	33.2%	30.4%
Mitsubishi Fuso	4	10	25	4.7%	7.0%
Freightliner	2	4	4	1.9%	1.1%
Kenworth	0	0	3	0.0%	0.8%
Peterbilt	0	0	2	0.0%	0.6%
<b>TOTAL</b>	<b>109</b>	<b>211</b>	<b>355</b>	<b>100.0%</b>	<b>100.0%</b>



**Cummins Eastern Canada**  
www.easterncanada.cummins.com

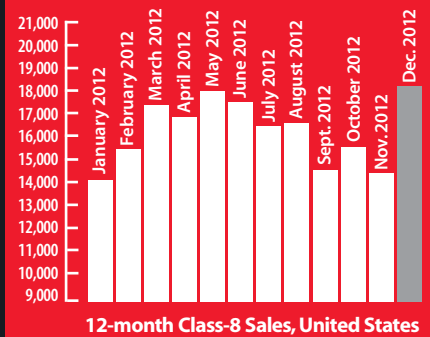
**Cummins Western Canada**  
www.westerncanada.cummins.com



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

U.S. – Retail Truck Sales\*

CLASS 8	Dec. 2012	YTD '12	Share '12
Freightliner	5486	63,975	32.9%
International	2668	34,824	17.9%
Kenworth	2807	27,778	14.3%
Peterbilt	2687	27,255	14.0%
Volvo	2400	20,921	10.7%
Mack	1802	17,327	8.9%
Western Star	279	2623	1.3%
Other	1	12	0.0%
<b>TOTAL</b>	<b>18,130</b>	<b>194,715</b>	<b>100.0%</b>



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	59	58	15	33	205	73	6	6	0	3	458
Kenworth	50	155	39	9	36	61	10	0	0	0	360
International	15	47	0	6	115	54	10	0	0	3	250
Peterbilt	28	93	17	26	24	56	7	5	0	0	256
Volvo	18	10	6	7	92	64	11	10	0	1	219
Western Star	17	62	5	4	25	20	3	7	0	2	145
Mack	13	27	13	11	24	24	3	4	0	1	120
<b>TOTAL</b>	<b>200</b>	<b>452</b>	<b>95</b>	<b>96</b>	<b>521</b>	<b>352</b>	<b>50</b>	<b>32</b>	<b>0</b>	<b>10</b>	<b>1808</b>
<b>YTD 2013</b>	<b>410</b>	<b>978</b>	<b>169</b>	<b>204</b>	<b>1094</b>	<b>678</b>	<b>113</b>	<b>58</b>	<b>0</b>	<b>20</b>	<b>3724</b>

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

\*U.S. Truck sales numbers were not available in time for print. We apologize for any inconvenience. Please check [todaystrucking.com](http://todaystrucking.com) for updates.



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# Street Smarts

**INSIDE:**

**25 Payloading it Forward**

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

**SUCCESS, BY GEORGE:** Skeeter their dog gives George and Cynthia a reason to go for walks at truck stops.



## 10,000 Steps to Health

**Drivers** *Bison drivers Cynthia and George Sutherland are rolling proof that serious weight loss is possible, with surprising little change in lifestyle. By Nickisha Rashid*

**I**n January on a trip to Jamaica, Bison driver Cynthia Sutherland went down to the beach to meet her husband George. He had gone deep-sea fishing earlier in the day.

When she was unable to spot him, she thought she had the time wrong. It took her a moment to realize that the guy standing in front of her laughing was in fact her husband of three decades. His own wife didn't recognize him.

And for good reason. He is literally half the man he was a year earlier. George Sutherland lost a whopping 170 lb.

His achievement, which many in the trucking industry would like to emulate,

began back at the Bison Transport yard in Winnipeg. He and Cynthia, who live in Bracebridge, ON., run team for the Winnipeg-based carrier; and George came across a flyer for the first Truckload Carriers Association's (TCA) Trucking Weight Loss Showdown.

The TCA partnered with Lindora Clinic, a weight-loss company based in California that created the Lean for Life On-The-Road program specifically designed to suit the life of a driver.

"The program stresses a low-carbohydrate, moderate protein, low-fat diet; exercise; nutrition education; and lifestyle changes," states Lindora Clinic.

Participants receive a weekly phone call from a Lindora nurse to boost morale, discuss challenges and record weight loss.

The competitors: drivers and other staff from 11 trucking companies—two Canadian and nine American.

The challenge: lose 10 percent of your weight in 10 weeks on the program.

The prize: \$15,000 worth of sports equipment to the winning company and \$2,500 cash prize to the first-place individual winner. (Or loser, in this case.)

More important are smaller waistlines and better health for the entire lot.

Weighing in at 394 lb, George suffered from dangerously high blood pressure. Even with the three meds he used to keep it under control, he remained at risk of losing his licence. CDL holders have to pass regular physicals.

For the sake of his life and livelihood he knew something had to change. He had already asked about gastric bypass surgery. But that would cost about \$15,000. And there's a two-year waiting list if you apply for financial aid to cover the amount.

"We didn't think he had two years," says Cynthia.

So the contest came at a perfect time.

Step one was a change in diet. "We started from scratch. We cleared out all the cookies, chips, crackers, pop from our cupboards," says Cynthia.

There was no special trick or magic pill. He ate small portions every two hours. He kept a log book of all meals. He weighed himself daily. He stopped eating processed foods. He started eating a lot more protein with vegetables and fruit.

He and Cynthia prepare all their meals for the week on Sundays. This was key in his fight against fast food, which is much too convenient to grab and go when you're on the road.

The one rule he followed with religious zeal was the daily carb-count, which tracks the amount of carbohydrates eaten in a day. Each food has a carb-value and George's limit was 60 per day.



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Daily trips to the gym were of course out because they're on the road Sunday to Thursday.

So at fuel stops, he walks their dog Skeeter. George stretches; does a lap or two around the truck; and whenever possible, goes for a quick 15- to 20-minute walk on the treadmill at Bison terminals along their route.

"At first I would run maybe two minutes on the treadmill and be soaking wet. But it was a start. You have to start somewhere," he says.

Walking is his biggest new activity.

The goal is 10,000 steps a day. A daunting number at first but George's commitment was unquestionable; he says he even took to chasing Cynthia around the truck at fuel stops. He easily got up to 14,000 steps on these days.

## HEALTHY TIPS

COURTESY OF GEORGE AND CYNTHIA

- 1) Make a commitment
- 2) Walk Walk Walk
- 3) The buddy system—if possible have a partner for support
- 4) Prepare meals ahead of time
- 5) Read food labels when you're grocery shopping
- 6) Portion control
- 7) Frequent meals
- 8) Drink a lot of water
- 9) Try and try again until you find what works for you
- 10) HAVE FUN!

Part of his success must be attributed to Cynthia as his partner. She also competed and when the results were in, of the 132 participants, Cynthia proudly placed ninth, with an Oprah-esque weight loss of her own: Cynthia shed 68 lb.

Funny enough, both of them entered the competition thinking they had nothing to lose.

The hardest part of any weight loss attempt is keeping it off. Instead of viewing it as just a competition, they used this opportunity to change their lives. Everything they did during the competition they still do today.


On February 12, the Ontario Trucking

Association (OTA) announced its 2013-2014 Road Knights Team; Cynthia and George are the second-ever driving team to be knighted. They will spend the next two years, along with the other eight drivers on the team, representing the trucking industry.

Garth Pitzel, Director Safety and Driver development at Bison, nominated the Sutherlands thanks to their incredible

year. He believes they will be "great ambassadors in promoting a more positive image of the industry."

The Sutherlands emerged as the leaders of the Bison group throughout the Lindora challenge.

"They're passionate about promoting healthy living on the road and the Road Knights gives them a bigger voice to spread that message," says Pitzel. 



# Fifth wheels made right.

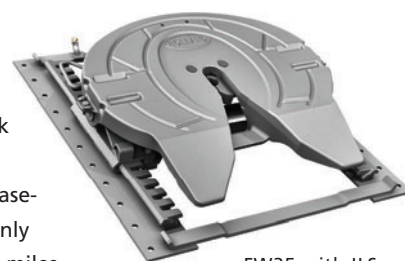


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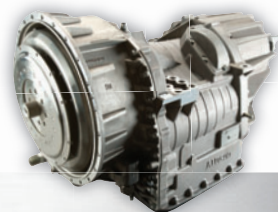
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# Payloading it Forward

**drivers** *Why a well-dropped trailer is every driver's best friend.*

By Steve Rock

**D**rop and hook: Three little words that often put a smile on a trucker's face. No hand-bomb, no waiting for shippers or receivers to do their thing. Just drop the inbound trailer, find the outbound one, switch and off you go.

Easy that is, providing that the outbound trailer has been dropped correctly to begin with.

Shuttling trailers between a warehouse and factory over the past couple of weeks has given me a new perspective on drop and hook.

I've lost count of the number of times that I've gone to back under a trailer only to find that it's been dropped too high.

Backing up slowly pays dividends here, as more than once did the pin ride right over the fifth wheel. The last thing a driver needs when the snow's blowing is to get out of that situation alone. If you can't find somebody around to help, a lever and block of wood will let you level the fifth wheel, enabling you to drive clear and try again.

Now that you have the tractor under the trailer, which is hovering several inches above the fifth wheel, it's time to start cranking the handle. This is not so bad if the trailer's empty, unless of course the legs are bent, but loaded it becomes a whole different ball game. For 'ball game', think along the lines of rugby: hard physical work with the risk of injury.



**DROP & ROLL:** It's easy to drop a trailer at the right height and it's a lift that just keeps on lifting.

Some time later with sweat running down your face and the air blue with expletives, the trailer will be in its rightful place resting on the fifth wheel, and the hooking up procedure can resume.

Scania have got it right. They have a suspension control box attached to a wander

**“Some time later with sweat running down your face and the air blue with expletives, the trailer will be in its rightful place.”**

lead, kept inside the driver's door near the floor.

The driver can stand outside his truck and lower both the front and rear suspension independently; this comes in handy when he has to throw a week's supplies into the truck. It's also a blessing for hooking low trailers or ones that have sunken into the ground.

The best bit, and I've saved

this for last on purpose, is that it will raise the rear suspension enough to take the weight of a high trailer. Once the trailer is supported, winding the legs up is easier than winding a clock. The trailer can then be set back down on the ground and the driver can hook up as normal. Unfortunately, we

don't have that kind of aid here in Canada, so I'd like to offer a few words of advice if I may.

There is a small switch in most truck cabs marked "suspension dump"—or something like that. And it appears that the switch is often neglected.

Next time you drop a trailer, wind the legs down until they are about an inch or two above the ground. As you pull away move just enough so that the jaws clear the pin, you'll hear them click as you move forward. At this point stop. Look

for the suspension dump switch, it's probably the one covered in cobwebs. Flick it and wait a few seconds. Listen carefully and you'll hear the air leaving the truck's suspension. Once it stops hissing, drive forward slowly from underneath the trailer. When you're clear flick the switch back so that the suspension returns to the normal ride height.

When the next driver comes to hook that trailer he'll be thankful for your professionalism as his truck will lift the legs cleanly off the ground. This will make winding them up much easier, especially if they've frozen into a puddle. Dropping trailers correctly is no mystery and if you take a little time to do it right, the guy behind you will love you for it. And what goes around... **TT**

**Steve Rock** is a driver trainer with Crossroads in Barrie, ON.



# Toying *with* Time



Toy Truck by Ewa Carter.

## What you have to know about the revised hours of service rules.

**By Heather Ness**

**D**o you often think that life would be so much easier for everyone if Canada and the United States would harmonize their hours-of-service regulations?

You're right. It would.

But it's rather unlikely that there will ever be complete hours-of-service harmony. And the next round of changes go into effect July 1. And you have to be ready.

Drivers must be familiar and in compliance with the hours-of-service rules in the country they're operating in.

If you're a veteran who's been operating in the United States for some time now, you're likely accustomed to tailoring your hours to meet U.S. regulations on a regular basis. Now's the time to learn about the two big changes coming in July: the mandatory break requirement and the 34-hour restart changes.

### **30-Minute Mandatory Break**

Starting in July, drivers of property-carrying vehicles in the United States cannot drive if more than eight hours have passed since the driver's last off-duty or sleeper break of 30 minutes or more. This rule is really quite straightforward. If a driver reaches the eighth hour into the work shift, and wishes to drive but has not yet taken a 30-minute break, he/she must take a break of at least 30 minutes. The rules do not specify when within the eight hours the 30-minute break must occur.

Timing will be key here in order to avoid multiple 30-minute breaks per day. For example, if the driver takes a 30-minute break after two hours, another 30-minute break would be required after 10 hours. Remember, these short, 30-minute off-duty periods will count against the driver's

14-hour limit in the United States and the 16-hour limit in Canada, if the driver will be returning to Canada during the run.

It's important to note that while in the United States, drivers can continue to work after the eighth consecutive hour into the work shift, they just cannot drive without having taken the 30-minute break.

### **Restart Rules**

Also in July, the 34-hour restart provisions are changing. In order for a 34-hour restart to be a "valid" restart, drivers using a restart must ensure that the period includes two back-to-back nighttime rest periods from 1:00 a.m. to 5:00 a.m. As you know, the restart in Canada is 36 hours for the 70-hour/seven-day cycle. In effect, if using a restart, a Canadian driver's restart is going to be at least 36 hours to meet the restart requirements in both Canada and the United States. In order for drivers to meet the back-to-back periods, the restart period may need to be several hours longer than the required minimum 36 hours.

The U.S. restart rules will also restrict how often a restart can be used; once per

◀ In order to help keep the rules straight between the two countries as the U.S. regulations transition into the new rules discussed here, we've created a side-by-side chart that compares the Canadian hours-of-service regulations with the U.S. regulations. The Canadian rules shown are for drivers south of the 60th parallel and the U.S. regulations reference property-carrying vehicles only.

week, or more specifically, only after 168 hours have passed since the beginning of the driver's last restart. If a driver restarts more often than what's allowed by U.S. rules, the driver must indicate on the log which restart will be the one that's being used as the "valid" restart. Restarts taken in addition to the "valid" restart no longer reset hours back to zero.

In Canada, no such restriction exists; drivers can restart as often as they wish. So, how's a driver operating between Canada and the United States going to handle this one? Well, there's really no one good way of handling it. Canadian drivers frequently operating between Canada and the United States may want to operate under the U.S. cycle restart rules, as they are more restrictive, but ensure that the restart is at least 36 hours to meet Canadian regulations (for the 70-hour/7-day cycle). If drivers restart within the 168-hour period since the last restart, they must remember to designate which restart is the "valid" restart. Drivers do have another option, though, and that is to keep track of the cycle hours and stay within the cycle limits. In other words, don't restart. Remember, restarting is optional in both the United States and Canada as long as day-to-day, drivers stay within the cycle limits. **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).

	U.S. Regulations (Property)	Canada Regulations (S of 60°)
<b>Driving time</b>	11 hours after 10 hours off.	13 hours per day or workshift after 8 hours off.
<b>On-Duty time</b>	No driving can be done after 14 consecutive hours.	No driving after 14 on-duty hours per day or workshift after 8 hours off.
<b>Off-duty time</b>	10 consecutive hours <b>July 2013:</b> 10 consecutive hours; 30-minute break required after 8th consecutive hour into workshift.	8 hours before driving, 10 hours per day; 24 consecutive hours within past 14 days.
<b>Length of workday</b>	No driving can be done after 14 consecutive hours.	No driving can be done after 16 consecutive hours.
<b>Duty cycles</b>	60 hours/7 days 70 hours/8 days	70 hours/7 days (Cycle 1) 120 hours/14 days (Cycle 2)
<b>Reset</b>	34 hours <b>July 2013:</b> 34-hour restart must include two consecutive periods 1 a.m. to 5 a.m.; restart restricted to once every 168 hours.	36 hours for Cycle 1 72 hours for Cycle 2 (upon reaching 70th hour in Cycle 2, driver must take 24 consecutive hours off duty)
<b>Split sleeper (Single driver)</b>	10 hours can be split into two periods, one period of at least 8 consecutive hours in sleeper plus a separate period of at least 2 additional hours off. Up to 2 hours in a moving CMV immediately before or after an 8-hour sleeper period can be logged off duty and excluded from the 14-hour window.	10 hours can be split into two sleeper periods of no less than 2 hours each.
<b>Split sleeper (Team)</b>	Same as above	8 hours can be split into two sleeper periods of no less than 4 hours each; drivers still need 10 hours off duty per day.
<b>Deferral</b>	Not allowed	Up to 2 off-duty hours can be deferred to 2nd day if conditions are met.
<b>Other employment</b>	All compensated time is "on duty"	Work for non-motor carrier is "off duty"
<b>Personal use of CMV</b>	Allowed if vehicle is empty and driver is relieved of duty. No distance limit specified.	Allowed up to 75 km per day. Trailer cannot be attached. Starting/ending odometer must be recorded on log.
<b>Routine stops</b>	Can be "off duty" if driver is relieved of duty.	Can be "off duty" if driver is relieved of duty.
<b>Logging in-vehicle time</b>	Time resting in a parked CMV can be "off duty". All time at driving controls is "driving".	May be logged "off duty" if vehicle is stationary and driver is relieved of all responsibilities, but not to accumulate 8 hours. Time at driving controls is "on duty" if vehicle is not moving.
<b>Logging short stops</b>	Stops of less than 15 minutes can be flagged. Rounding is not addressed. Multiple on-duty and driving periods in a city can be aggregated.	Stops of 8 minutes or more should be logged as 15 minutes; stops of less than 8 minutes should be flagged. Multiple on-duty and driving periods in a city can be aggregated.
<b>Logs</b>	Must include: grid; date; total miles driving today; truck or tractor and trailer number; name of carrier; driver's signature/certification; 24-hour period starting time; main office address; remarks; name of co-driver; total hours; shipping document number(s) or name of shipper and commodity; location of each change in duty status.	Same, except shipping document number/name of shipper/commodity NOT required and total miles driving can be total distance driving today. Also required: cycle; driver's name printed; start/end odometer readings for both business and personal use; deferral information; home terminal name and address; 14-day recap of on-duty and off-duty hours if no log required yesterday; reason for using adverse conditions or emergency exceptions.
<b>Log retention: Driver</b>	Previous 7 days, plus today Submit within 13 days	Previous 14 days, plus today Submit within 20 days
<b>Log retention: Carrier</b>	6 months	6 months



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Truck OEMs have greeted North America's building boom with a broad array of new vocational iron.

By Today's Trucking staff

**O**ne vocational, two vocational, three vocational—four! Five Vocational, six vocational... and on it went during this year's truck show season, with an onslaught of new vocational truck and product launches peaking at this year's Mid-America Trucking Show.

Navistar, Freightliner, Kenworth, Mack, Volvo, and Peterbilt; every OEM had a vocational offering, not to mention various suspension and axle manufacturers.

So what's driving the North American vocational market?

In two words? Housing. Construction. That's been the story developing since late last year when various trucking industry economists and advisors began sharing what they saw in their crystal balls.

"We've gone from having a two-year supply of too many houses to a one-year supply of insufficient housing," explained Kenny Vieth, president and senior analyst, ACT Research, to *Today's Trucking*. "We [Americans] have pent-up demand in housing right now. You have to give the OEMs some credit for knowing the hotspots of the market."

ACT Research publishes commercial vehicle industry data, market analysis and forecasting services for the North American market.

"Just think of all that's entailed when you build a house," Vieth says. "It's not just 'we're digging a hole', but the people that create the subdivisions with their medium-duty single-axle dump trucks, backhoes behind them. All the utility companies use medium-duty trucks; those guys do subdivisions and need capacity in their fleets."

Then you have the contractors, and the guys actually building the houses. "And once the house is built, you've got carpet companies coming out, and you have one-way rental trucks

# Build Them, They Will Come







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coming out because people are moving. Then you have to bring the washing machine, dryer and refrigerator in, so you've got the Lowes and Home Depots participating."

Vieth also pointed to improving government budgets. "I think that state and local government budgets haven't been a drag on the vocational market; there's got to be some demand for state and city type trucks," he says of the U.S. "I think the timing works very well with the economy."

That could be the same for Canada, too. The 2013 Federal Budget allocated over \$47 billion towards new infrastructure spending for provincial, territorial and local infrastructure.

Globally, there's increasing demand for vocational vehicles as the \$5-billion expansion of the Panama Canal nears completion, scheduled for Spring, 2015. According to recent studies by the Inter-American Development Bank, Central American countries need to improve their port and intermodal infrastructure to accommodate what's coming down the Panama pipe. As well, ports up the eastern seaboard are expanding to be ready for the new mega-freighter ship traffic.

But enough reasons why: Here's *Today's Trucking's* look at some of the new hows.

## VOLVO

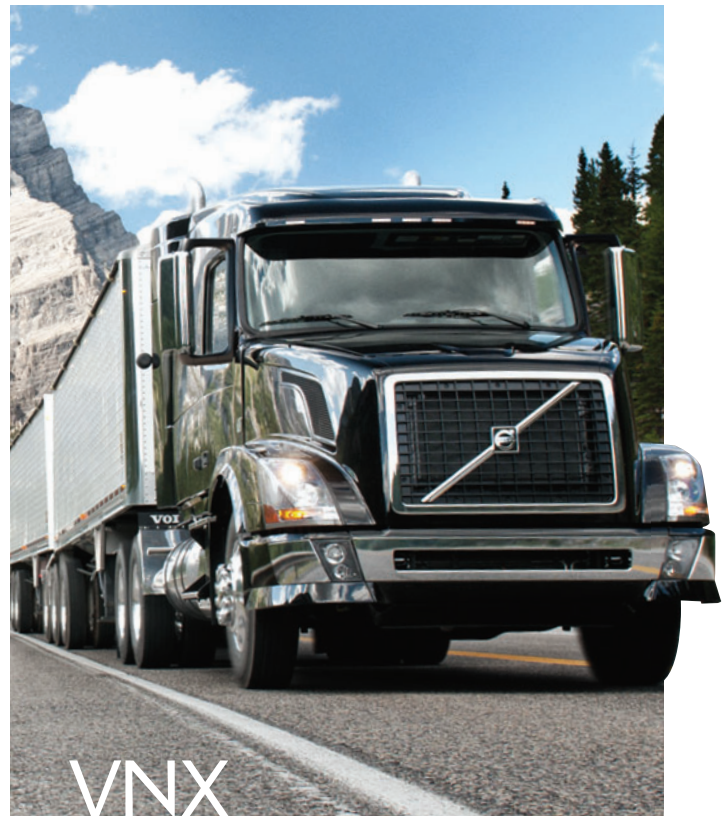
### 600-HORSE VNX HEAVY HAULER W/ D16 ENGINE

**Rundown** The VNX, designed for extreme-gross-weight applications, sports a Volvo integrated power-train featuring a newly introduced D16 engine with 600 hp and 2,050 lb ft of torque spinning through an I-Shift automated manual transmission. The 16-liter engine is new to North America but has been offered in European and other markets for some time.

**The Guts** Applications up to 225,000 lb GVW. Ideal for: lcv's, heavy-equipment hauling, aggregate, low-boy, logging, oil-field, and mining operations.

Available in 6x4 and 8x4 configurations.

Front axle ratings range from 16,000 to 20,000 lb with parabolic springs.



Available with 385 wide-base, 425 and 445 tires to match front-axle load capacity.

Rear-axle ratings range from 46,000 to 52,000 lb in regular, dual-track, and wide-track tandem configurations.

Dual steering gears and a 20,000-lb steerable pusher axle are also available as options.

A steel 'moose' bumper with center tow pin is also available.

Volvo's full-size daycab, constructed of high-strength steel, with "ample" storage room and trim levels ranging from vinyl to premium leather.

Standard safety-oriented equipment includes a driver-side airbag and Bendix 'Enhanced Stability' technology that helps the driver maintain control during emergency maneuvers and hard-braking events.

Volvo's Remote Diagnostics is also standard.



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## Build Them, They Will Come



## KENWORTH

### Rundown

Not a replacement for the T800, the new truck borrows from the T680 and offers a “nicer workplace” than the veteran T800, KW says, adding that the latter truck won’t be discontinued until the market decides it’s no longer useful. Kenworth’s vocational line-up also includes the T440, W900S and C500. Kenworth also unveiled a new 52-in. mid-roof sleeper for its flagship T680. It’s available with an aerodynamic roof fairing for customers who operate van body trailers or without a roof fairing for flatbed or tanker operators.

### The Guts

Standard engine is the 12.9-liter PACCAR MX-13, offering high-end ratings of 500 hp and 1,850 lb ft of torque. It can handle heavy-haul applications over 100,000 lb. The T880 is also available with the Cummins ISX15 engine with up to 600 hp and 2050 lb ft of torque.

Available with five new, factory-installed and lightweight Watson & Chalin lift axles, including a 10,000-lb offering for the first time and a 20K version with a 200-lb weight saving. Also offered are new steering gears for improved steering feedback and increased wheel cut for greater maneuverability.

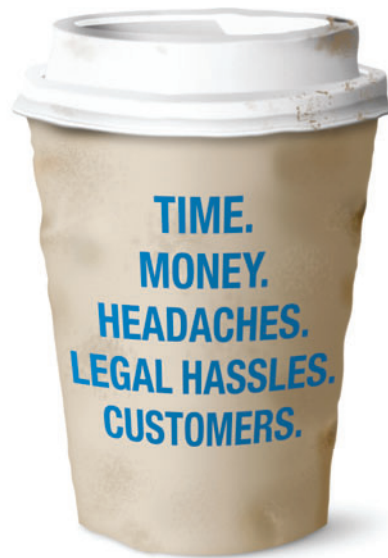
The new vocational hood is made of Metton, a lightweight, durable composite material with “excellent” impact resistance and finished surface. It’s offered in two configurations, both with bolt-on fenders. The T880 is available in a 116.5-in. BBC as well as a 122.5-in. BBC standard length.

Inside the cab, the Driver Performance Center uses a full-color, high-resolution, 5-in. Thin Film Transistor display screen, which includes current truck information, diagnostic data, and pop-up alerts.



Durable lightweight aluminum door can support up to 400 lb, according to Kenworth. A pressure-relief valve equalizes interior and exterior air pressure to make the door easy to open and close. The door is triple sealed against the elements and road noise.

Cowl-mounted mirrors for better visibility, increased durability and reduced adjustment. The cab is 83 in. wide with 23 in. of space between the seats.



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## Build Them, They Will Come



# 122SD

## FREIGHTLINER

### Rundown

Formerly the Coronado SD, Freightliner's 122SD has some decent enhancements, rugged components and is the cornerstone of the SD line of severe-duty vocational trucks.

Applications: A GVWR of up to 92,000 lb and a GCWR up to 160,000 lb. Ideal for: a variety of severe-duty applications like logging, oil/gas field services, concrete mixing, specialty/heavy-haul, crane, dump, vocational on-highway, and towing/recovery.

### The Guts

Comes equipped with the OBD13 certified/GHG14-compliant Detroit DD15 TC engine, which features an ideal combination of torque and horsepower for heavy-duty applications. Detroit DD13, DD16, and Cummins ISX15 engines—with ratings up to 600 hp and 2,050 lb ft of torque—can also be spec'd.

Chassis features a broad offering of vocational suspension choices and single-



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or double-channel frame rails with tensile strength of up to 120,000 psi and up to 5 million RBM.

Available with a variety of Eaton manual and automated manual transmissions, including the optional Eaton Cobra shifter, as well as Allison automatic transmission options.

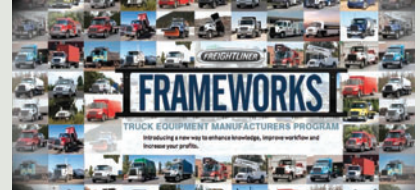
A non-corrosive aluminum SD cab reinforced with e-coated steel, which meets stringent A-pillar impact, rollover, and back-wall impact tests. "State-of-the-art" adhesives and Henrob rivets reinforce the cab's structure.

**F**REIGHTLINER wants to "get rid of the finger pointing" that happens between upfitters and the OEM when something goes wrong with one of their trucks. It's a new program called "Frameworks" for truck equipment manufacturers (TEMS), and includes specific training on Freightliner chassis for upfitters to help them understand the details that will help them save time later on. They'll also be providing 3D renderings from Freightliner to help improve accuracy of component placement, a "visibility package" so TEMS can plan their time and delivery process, technical vehicle sales training, and wholesale and retail finance support through Daimler Truck Financial. TEMS will also have the option to participate in joint marketing activities.

Much of what is included in the Frameworks program are services that Freightliner already offers, but now they're simply packaged together. And David Hames, general manager, marketing and strategy Freightliner, said they'll be adding more features over time.

"If we know what the upfit is going to be, we can minimize concerns and problems down the road," Hames commented. When something goes wrong, the end-user doesn't want to feel like he's dealing with two companies. Which is where the "finger-pointing" comes in.

Freightliner is working diligently to strengthen their vocational side. In 2012 in North America, for the first time the company claimed the largest single share of any OEM in the class 6 and 7 markets. The position has traditionally been held by Navistar.



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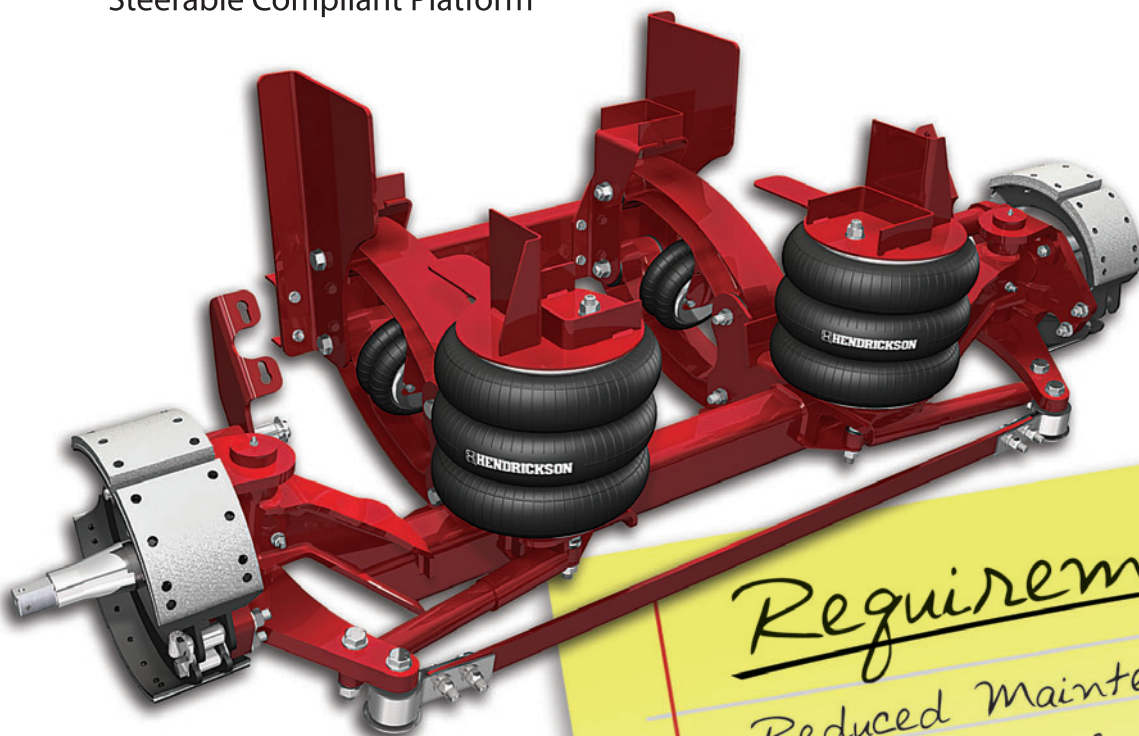


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- Weight Savings ✓
- Minimized Packaging ✓
- Compliant Tie Rod ✓

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Hendrickson's COMPOSILITE™ SC family of steerable lift axles new design provides a robust self-centering mechanism, and improves "driver feel" through the industry's first ever 'passive steer Ackerman'. The COMPOSILITE SC family design promotes reduced maintenance, decreased system weight and a minimized package space. In addition Hendrickson's patented Compliant Tie Rod (CTR) with PerfecTrak™ Technology is the first flexible tie rod assembly and dampening system designed to lower maintenance costs and increase uptime by providing an impact resistant tie rod assembly.



*Hendrickson requires the best because you deserve it!*

## Build Them, They Will Come



# MHD 4X2

## MACK GRANITE MHD 4X2

### Rundown

Mack MHD 4x2 is a lighter work truck offered in a heavy-duty or medium-duty configuration.

### The Guts

The MHD 4x2 is equipped with a Cummins ISL9 345-hp engine with a maximum torque rating of 1150 lb ft.

A clean back-of-cab design helps the truck accommodate a wide variety of body options. The short bumper-to-tire distance offers front-end swing clearance and superior wheel cut, says Mack, for navigating tight turns in municipalities and construction sites.

The galvanized steel cab of the MHD 4x2 is mounted on airbags and shocks so the driver stays comfortable during the workday. The Cornerstone chassis, built of high-strength steel alloy, is offered in four frame-rail thicknesses ranging from 7 to 11.1 mm.

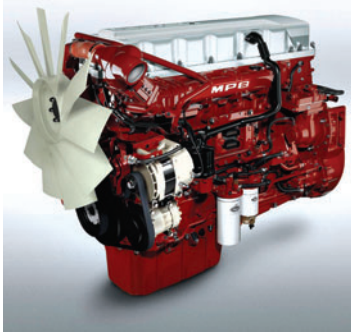
## MACK MP8 ECONODYNE+

### Rundown

Mack Trucks newest generation of the Econodyne engine aims at on-highway customers who want more muscle, and the 13-liter engine delivers 505 hp with 1860 lb ft. of torque when operating in either of the top two gears. It's available in Pinnacle models.

When climbing a steep hill, engine speed drops to around peak torque output. When the driver applies 100 percent throttle and the rpms reach 1300, Mack's intelligent torque-management strategy, called EconoBoost, kicks in, providing the driver with an additional 200 lb ft of torque, enabling the truck to remain in top gear longer until the hill is crested.

Drivers get more torque at lower engine speeds, allowing the vehicle to remain in higher gears for an extended period of time, resulting in greater fuel efficiency.



# Diesel

## Price Watch

# TOTAL

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	144.4	0.0	126.3
VANCOUVER *	141.9	-0.5	97.5
VICTORIA	136.9	0.0	100.2
PRINCE GEORGE	133.5	0.1	100.5
KAMLOOPS	133.2	0.0	100.2
KELOWNA	134.1	-1.1	101.0
FORT ST. JOHN	134.7	0.4	101.6
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	120.2	0.3	101.4
RED DEER	118.6	-0.3	99.9
EDMONTON	116.2	0.0	97.6
LETHBRIDGE	122.2	-0.3	103.4
LLOYDMINSTER	115.9	0.0	97.4
REGINA *	123.1	-0.4	98.3
SASKATOON	124.4	0.0	99.5
PRINCE ALBERT	124.9	2.3	100.0
WINNIPEG *	125.5	0.0	101.5
BRANDON	124.3	-0.2	100.4
TORONTO *	128.9	-1.0	95.8
OTTAWA	131.9	-2.0	98.4
KINGSTON	132.4	0.0	98.9
PETERBOROUGH	128.7	-1.2	95.6
WINDSOR	127.8	0.1	94.8
LONDON	127.9	-1.0	94.9
SUDBURY	134.8	-0.2	101.0
SAULT STE MARIE	133.7	-1.7	100.0
THUNDER BAY	136.4	-0.1	102.4
NORTH BAY	131.6	-2.1	98.1
TIMMINS	138.4	0.3	104.2
HAMILTON	130.2	-0.2	96.9
ST. CATHARINES	128.4	-1.0	95.3
MONTRÉAL *	144.4	0.0	102.4
QUÉBEC	140.9	-1.0	99.3
SHERBROOKE	139.9	-1.5	98.5
GASPÉ	141.4	-0.5	103.6
CHICOUTIMI	139.6	-1.3	102.0
RIMOUSKI	139.9	-1.5	100.4
TROIS RIVIÈRES	139.9	0.0	98.5
DRUMMONDVILLE	140.9	-0.8	99.3
VAL D'OR	139.9	-1.0	102.3
SAINT JOHN *	136.3	0.6	97.4
FREDERICTON	136.7	0.6	97.8
MONCTON	137.0	0.7	98.1
BATHURST	139.5	1.0	100.2
EDMUNDSTON	137.5	0.6	98.5
MIRAMICHI	138.1	0.4	99.0
CAMPBELLTON	138.2	0.6	99.1
SUSSEX	136.4	0.3	97.5
WOODSTOCK	138.6	0.3	99.4
HALIFAX *	130.0	-0.1	93.6
SYDNEY	133.3	0.0	96.5
YARMOUTH	132.4	0.0	95.7
TRURO	131.9	0.5	95.3
KENTVILLE	131.4	0.0	94.8
NEW GLASGOW	134.7	2.3	97.7
CHARLOTTETOWN *	141.2	0.0	99.7
ST. JOHN'S *	135.8	-3.8	99.7
GANDER	134.6	-4.5	98.6
LABRADOR CITY	147.0	0.1	109.6
CORNER BROOK	136.5	-3.8	100.3
CANADA AVERAGE (V)	130.6	-0.3	99.0

Updated prices at www.nijevin.com • Prices as of April 9, 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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# NAVISTAR

## TERRASTAR 4X4

### Rundown

The new 4x4—dubbed the DuraStar’s “smaller sibling” by Navistar President Jack Allen, North American Truck and Parts—“will deliver additional commercial duty capability for a wide range of customer needs, including construction, utility, landscape, and other off-highway applications.” A 4x2 TerraStar was originally launched in 2010.

### The Guts

300 hp, 6.8-liter Maxx-Force engine, with 660 lb.-ft. torque. Navistar opted for the Allison Optimized 1000 Series transmission, which, when bought with the TerraStar, comes with a five-year warranty.

A double-sided, galvanized high-strength steel commercial cab increases visibility and interior space. Available in both crew and extended configurations.

International’s Diamond Logic electrical system allows the engine, transmission, instrument panel and other components



## TERRASTAR 4X4

to communicate electronically, and monitors critical vehicle functions that are relayed to the driver. It’s customizable, too.

Fabco TC-28 gear-driven transfer case.

International Ride-Optimizes Suspension (IROS) air suspension system.

Longer 138- and 150-inch CA offerings w/ standard cab to accommodate 18- and 20-foot bodies.

Aluminum step package and stainless steel fuel tank straps.

Commercial style tilt-away hood for easy access to engine compartment.

80,000 PSI frame rails and huck-bolted frame ensures maximum strength commercial grade cab designed to be more durable and resist cracking under heavy loads.

A close-up, blue-tinted image of a hand interacting with a Navistar truck's infotainment system. The screen displays various icons and text, including "Inbox", "Fuel Data", "Fuel Cost", "LOGOUT", and "Active Trip: Dispatch 1000". Below the screen, there are several physical buttons and a rotary dial. The background shows the interior of the truck's cab, including the steering wheel and dashboard.

# THE POWER TO



# PETERBILT

## MODEL 567

### Rundown

Peterbilt says its new Model 567 is designed with versatility in mind, noting the highly specialized jobs in vocational. It's available with the PACCAR MX-13 engine or the Cummins ISX15, providing up to 600 hp for heavy haul applications.

### The Guts

Two BBC configurations—the 121-in., or 115-in.,—in a day cab or with a selection of three sleeper sizes—44-in., 70-in., or 80-in.

An angled steering gear increases wheel cut by up to nine degrees over other designs, reducing curb-to-curb turning diameter by up to nine feet, Peterbilt said.

You can order it a single, tandem or tri-dem with a wide variety of lift axles.

Chassis has been designed to reduce weight, and improve stiffness and maneuverability. The chassis system routing has also been given some attention: new air and fuel hard lines and the separation of



key air, fuel, diesel exhaust fluid and electrical systems routings in an effort to make service, repair and body installation simpler.

Inside, there's a 5-in. color driver-information display. Switches are backlit for enhanced nighttime visibility and LED lighting throughout the cab extends bulb life 10 times greater than incandescent

lighting and significantly lowers power consumption.

The Metton hood opens 90 degrees for easier access to key service points so technicians can reach the cab electrical and air connections, air intake filter, A/C service ports, and cab fresh air filter, which are all firewall mounted for convenient access. **TT**



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**STOCKROOM FRIENDLY:**  
Both axles use the same R-Series spindle with common hubs, bearings and seals for easier parts management.

## A Fuel-Efficient and Safer Axle?

**Axles** *Why Meritor's SmarTandem 6x2 is as much an electronic traction control system as drive axle.* By Jim Park

**T**alk to any older driver about trucks that spun out on the infamous Montreal River Hill, or North Bay's Thibeault Hill. One guy goes sideways and the hill would be shut down for hours, sometimes days. Drivers that couldn't keep the wheels from spinning were a real impediment to commerce in the days before traction control and cross-locking differentials.

The traditional 6x4 tractor with four wheels sharing the driving duties are de rigueur in Canada. The 6x2 is a rarity indeed, and for assumedly good reason. Now, Meritor is offering a truly viable alternative to the heavier and less fuel-efficient tandem drive axle. Meritor claims its

new SmarTandem single-drive-axle tandem axle configuration offers nearly all the tractive properties of a twin-screw drive, without the weight, and the potential for driver-abuse.

The weight and fuel-saving potential of a single-screw drive with a non-driving tag axle are real, while perceptions of diminished traction and poor tire life may be just that: perceptions. Meritor is also betting that traditional barriers to resale on 6x2 tractors will change with the times, as second buyers set their sights on fuel-efficiency rather than vocational flexibility.

Meritor estimates that using one drive axle instead of two will improve fuel economy by as much as two percent but we've

heard user testimonials claiming as much as half a mile per gallon. The single axle eliminates two of the three gear sets found in a twin-screw tandem (they need inter-axle differential gears, drop gears and a second ring-and-pinion set), and the newly designed ring-and-pinion gears offer a significant reduction in gear-mesh friction, Meritor claims. The SmartTandem also weighs about 400 lbs less than a similar twin-screw setup.

The increased tire wear often seen on the drive axle of a 6x2 is typical of any single-axle drive setup, as only two wheels are driving versus four wheels on a twin-screw. The cost of the increased wear can be partially offset by the lower cost of the tag axle tires. Trailer tires are suitable at that position, which cost less than drive tires. Additionally, the electronic controls of the SmarTandem micro-manage load distribution across the four wheel positions, all but eliminating uneven wear caused by weight imbalance.

That leaves one outstanding concern: traction. And Meritor may have put that

to rest as well. In mid-February, I spent a morning at the Smithers Winter Test facility in Brimley, Mich., just a few miles from Sault Ste. Marie, evaluating SmarTandem's handling on snow and ice and mixed surfaces. As any driver will tell you, icy surfaces make life more interesting than it needs to be. I found Meritor's new traction technology performed as well as any cross-lockable 6x4 setup—and better in some cases, and way better than a twin-screw setup with only inter-axle diff locks.

### The Trouble with Traction

As Bridgestone's Guy Walenga noted brilliantly in a recent tire column I penned about low-rolling-resistance tires, "Traction is a funny thing: we know when we don't have enough of it, but can we quantify how much we need or how much is enough? More might be better and less might be worse, but we don't know what's ideal."

So it is with a single- versus a twin-screw drive-axle grouping. Normally, all four wheels in a 6x4 share the tractive

## WHAT IS SMARTANDEM?

**S**marTandem is a 6x2 single-screw tandem axle with electronic controls to manage weight distribution and wheel slippage in loss of traction events. It features the model 17X axle carrier that launched in Europe in 2009. The 17X axle is combined with the same square-section tag axle used on the Meritor's Fuelite 6x2 system. The axle has a 2,050 lb-ft torque rating, and can be used on vehicles with a gross combination weight up to 110,000 lb. It's a dual-track configuration for easy conversion from wide-base single tires to dual wheels, it's currently available with axle ratios as low as 2.5:1—taller ratios are in the works, we're told.

Both axles use the same R-Series spindle with common hubs, bearings, and seals. The hub on the tag axle is available with a sight-glass hub cap so fleets can use oil-bath wheel seals, just like trailer axles.

duties on good surfaces. Likewise for a single drive axle. On less than ideal surfaces, if one of the four wheels in a 6x4 loses traction, the vehicle won't move until inter-axle diff is locked. However, if the truck is on a split surface; i.e., ice on one side and pavement on the other, locking the IAD won't help. There, you need a cross-lock differential—and it's the same with a single drive axle.

Meritor's SmarTandem levels out that little playing field.

The SmarTandem actually improves the single-screw's tractive properties in a couple of ways, and it virtually eliminates the possibility of a driver wrecking a differential by engaging the locks while a wheel is spinning.

"The SMARTandem is an electronic control system as well as an axle system,"

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says Charlie Allen, general manager of Meritor's Customer Technical Support. "It monitors wheel speed and wheel slip to determine wheel slippage. With that information, the system brings several levels of intervention to the traction problem."

First, Meritor's SMARTandem controller system will automatically shift the load from the tag to the drive axle to bias the load for the greatest tractive effort.

Allen says the weight transfer stays within the mechanical rating of the drive axle, "and within the bridge formula, so it's not running overloaded."

With the second level of intervention, the electronic controls sense wheel slippage off the ABS exciter ring, and automatically engage the cross-locks on the differential to get torque out to the non-slipping wheel.

"If shifting the load to the driving axle isn't enough, the system can automatically lock the differential so 100 percent of the available torque can be applied to one wheel end," says Allen.

As an additional proactive function, the driver can manually lock the diffs and shift the weight onto the drive before wheel slippage occurs. The system automatically disengages at 25 mph or with a 90-degree turn of the steering wheel, so there's no possibility of forgetting to disengage the system.

And to protect itself from damage, the diff lock uses a face-clutch mechanism rather than a full spline lock. The clutch allows for safe, smooth engagement even if a wheel is already spinning on ice, but the system will not engage the cross-lock if there is a great difference in wheel speed.

"The face-clutch vs. splined coupling—as found on the FuelLite's 160-series axle—makes the difference," Allen says. "With the 160 series you have to be almost stopped to lock the diffs. SmarTandem has a face clutch that can be engaged with a greater speed differential between the wheel-ends. The control system manages the engagement and lockup almost immediately upon sensing slippage, so it's very proactive, as opposed to a driver's reaction, which would normally be after the fact and only at very slow speeds."

### But Does it Work?

Unequivocally, yes. Over the course of two decades and two million miles, I've found myself stuck more than once. A common winter hazard is warm tires parked on hard-packed snow. They melt themselves into little cups in the ice that might as well be wheel chocks. That actually happened to the engineering crew that brought the truck from Troy, Mich. up to the Smithers facility for our test drive. They had parked it the night before on a hard packed surface, and next morning found it sunk almost an inch into the ice.

The driver, Mark Kleckner, a development and test engineer in Meritor's Advanced Engineering & Electronics department, engaged the system and rocked the truck gently back and forth a few times and out she came. Test number-one: Pass.

I drove the truck about 20 miles from



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### Customer Appreciation Days

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**May 29** Calgary, AB  
**May 30** Edmonton, AB  
**June 6** Mississauga, ON  
**June 7 & 8** Moncton, NB\*  
**June 12** Saskatoon, SK  
**June 13** Regina, SK  
**June 19** Montréal, QC  
*(\*at the Atlantic Truck Show)*

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the hotel to the track on some little northern Michigan two lane roads and noted no shortage of traction, even in sharp turns where the grade of two intersecting roads was uneven.

At the track, we ran the truck over several different surfaces from glare ice to hard-packed snow and even loose and broken icy snow. We also ran it over some mixed coefficient-of-friction pads with hard snow and dry pavement, ice and dry pavement, and ice and hard snow. Tests two, three and four: Pass.

The transfer of weight from back to front was very fast. It took between five and eight seconds for the pressure in the suspension to go from about 50 psi in each axle to about 75/25. And it returned to normal equally quickly. Amazingly, I never

**POWER ON DEMAND:** On different surfaces, the differential locks automatically sending 100-percent of the available torque to the non-slipping wheel.



heard any grinding sounds when the cross-locks were engaging—contrary to my previous experience with locking inter-axle diffs. Test five: Pass.

I have never had to use cross-locking diffs before, so I can't provide a 6x4 vs. 6x2 perspective, but this truck had very little difficulty launching on any surface. Naturally, with both wheels on glare ice there was a bit of slippage even with the differential locked, but the traction control gently applied a little brake to the wheels to minimize the spinning. Test six: Pass.

After a few hours on the track, I concluded that about the only situation where the SmartTandem might be at a disadvantage compared to a 6x4 setup would be on dramatically uneven ground, where the drive axle was left, literally, dangling in the air. Were you to, for example, back the tractor up onto a curb, it would take a few seconds for the pressure in the tag axle to bleed off and the pressure in the drive axle to push the wheels onto the

pavement. I suppose the height of the curb would be a factor in the effectiveness of the system, but what's a driver doing backing over a curb to begin with? Test seven: Conditional pass.

I'm sure some driver will find a way to get stuck with the SmartTandem, but in my short time on some really dicey surfaces, I don't think there's any situation where a full 6x4 could do any better than

this 6x2. And I'll even say that the SmartTandem would do a better job in some situations—one being its ability to protect itself. Allen says it will not do anything beyond its design envelope, and as soon as the truck reaches 25 mph, or the steering wheel is turned beyond one-quarter turn from straight ahead, the system completely disengages. Final verdict: Pass. **TT**



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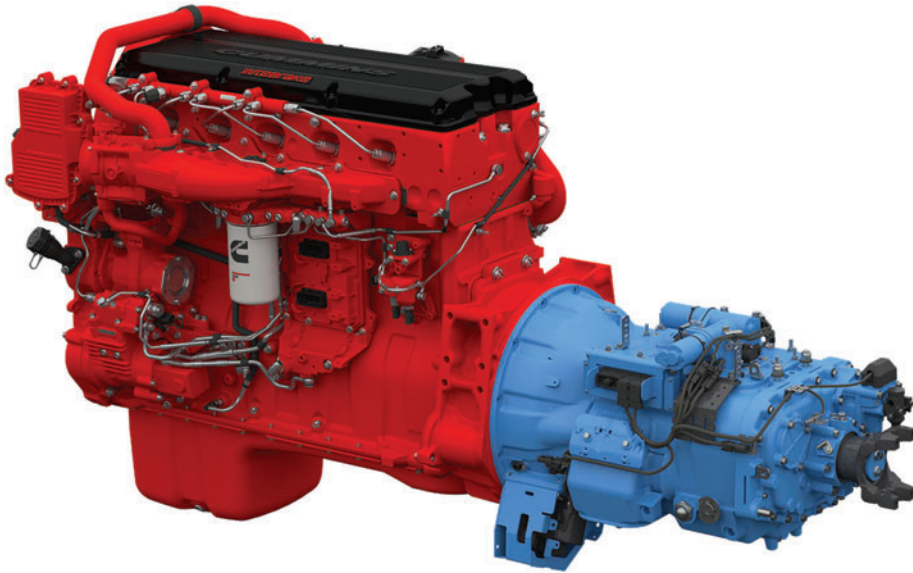
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## CUMMINS, EATON OFFER INTEGRATED POWERTRAIN

**CUMMINS** and **EATON** have combined forces to produce a powertrain package that will combat the idea that only fully integrated manufacturers can link engine and transmission efficiently.

The two companies recently unveiled a new engine/transmission combo, saying it's expected to deliver a 3 to 6 percent fuel economy improvement, lower preventive-maintenance costs, and total-lifecycle cost improvements. The new product combines an Eaton Fuller Advantage Series automated mechanical transmission with new Cummins ISX15 SmartTorque2 ratings. You'll be able to order it soonish, and it will be in production this fall.

One of the key questions in this mix has to do with how well an independent

company's component can mesh with others, especially in electronic terms. For its part, Cummins people have long said that it's perfectly possible to engineer engines so that they mate "perfectly" with an Eaton or Allison or whatever other transmission electronically. And with the truck at large.

The opposite situation is evident in Volvo's XE13 integrated powertrain and the Mack Super Econodyne equivalent. Both capitalize on intimate knowledge of in-house componentry to provide customers with improvements in fuel economy. Daimler is able to do the same, of course, making

**The new product combines an Eaton Fuller Advantage Series automated mechanical transmission with new Cummins ISX15 SmartTorque2 ratings.**

everything from the engine on back.

Now, the Cummins and Eaton folks are talking about their long standing collaboration. And they're not blowing smoke. They really have been closely aligned over the years.

"Cummins and Eaton have had an extensive technical and business relationship over the years," said Lori Thompson, Cummins vice president - truck and bus OEM business. "This latest chapter in our partnership combines some of the best technologies from both companies, and makes them smarter."

The Eaton Fuller transmission will be offered as a small-ratio-step overdrive model with new Cummins ISX15 SmartTorque2 ratings: the ISX15 415 ST2, with torque of 1450 to 1650 lb ft, and the ISX15 450 ST2, with torque of 1550 to 1750 lb ft.

Through both hardware and software enhancements, the powertrain package brings integrated power, fuel, and shifting strategies and is claimed to provide a fuel economy improvement up to 6 percent for linehaul and regional-haul applications.

The new Cummins ISX15 SmartTorque2 ratings are the next generation of today's

SmartTorque ratings, and they precisely match power and load demand. Vehicle Acceleration Management is a patented Cummins electronic feature that manages vehicle acceleration for smoother shifting. This feature contributes to fuel-efficiency benefits in stop-and-go duty cycles found in

regional haul applications, says Cummins.

The powertrain package is currently undergoing field testing with fleets of various sizes, and initial testing and customer validation results are said to be confirming the 3 to 6 percent fuel economy improvement.

See [cumminsengines.com](http://cumminsengines.com) and [www.eaton.com](http://www.eaton.com)

## PETERBILT EXPANDS 579 LINE

MID-LENGTH TRACTOR COMES AS DAYCAB OR WITH DETACHABLE SLEEPERS

**Peterbilt** has introduced a mid-length BBC configuration to the Model 579 product line. The new lightweight 117-in. BBC offers excellent maneuverability and visibility, the company says, aiming the truck at weight-sensitive customers such as regional and bulk-haul applications.

It can be configured as a day cab or with the full range of detachable Peterbilt sleepers, including a new 80-in. model—the largest in Peterbilt’s history.

The 117-in. BBC hood features a low-cost-of-repair three-piece design. It’s dramatically sloped for enhanced



aerodynamic efficiency, and when combined with the 579’s panoramic-style windshield, is said to offer “exceptional” forward vision.

The mid-length Model 579 will be available with the 2013 PACCAR MX-13 engine in June.

Peterbilt has also introduced a new cab interior for the Model 587. Among other features, it sports new gauges positioned to maximize usability. The new 5-in. Driver Information Display communicates critical vehicle operational information to the driver. Also, there’s an efficient new pedal design with floor-mounted feel and actuation, as well as a new air-over-hydraulic clutch system that reduces pedal effort by 50 percent. And there’s now all-LED interior lighting, which dramatically extends bulb life and reduces battery power requirements.

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

## MACK, VOLVO IMPROVE UPTIME

UNIQUE QR CODES WILL SPEED SERVICE RESPONSE TIMES

Both **Mack** and **Volvo** have announced that all their new trucks will soon feature a unique QR code to speed service response times. QR codes, standing for ‘quick response’, are matrix bar codes that supply rapid information retrieval when scanned by a tablet or other mobile device.

The two truck-makers are now installing QR codes on every vehicle’s door frame. When the truck arrives at the dealership service advisors scan its unique code, allowing access to the truck’s VIN, owner information, and dealer service history. That automatically launches Mack’s service management system powered by MVASIST, or Volvo’s equivalent ASIST tool. This electronic process eliminates the potential for errors that can occur with paper-based service write-ups.



The service advisor can also launch required inspections through the mobile device used for the initial scan, saving technicians time in completing and accurately documenting inspections.

Mack and Volvo are currently working with dealers to retrofit QR codes on existing trucks.


See [www.macktrucks.com](http://www.macktrucks.com) and [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

## FACT #2 (of 6)

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## ANDROID WEIGHING APP

CAT SCALE TO LAUNCH WEIGHING APP FOR SMARTPHONES

**CAT Scale Company** has developed an application for Android smartphones that will allow drivers to weigh their truck without leaving the cab.

The new Weigh My Truck application allows drivers to weigh their truck, pay for the transaction via PayPal, and get the weights displayed right on their smartphone. The app will also email a PDF copy of the scale ticket or a weight-information text file to up to five e-mail addresses as specified by the driver. If a driver needs a hard-copy scale ticket, he can still pick up a printed ticket at the fuel desk within an hour after weighing using the new application.

Drivers will be able to create an account online that will store basic truck information and e-mail preferences as well as keep a record of past weigh transactions.

The new application will be available in June. An iPhone version will also be developed.

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

## FOUR FIRESTONE TIRES

BRIDGESTONE OFFERS NEW ALL-POSITION RADIAL AND THREE FUEL-SAVING DESIGNS

**Bridgestone** has launched four new Firestone tires, including an all-position radial for on/off-highway use. The Firestone FS820 is designed for steer, drive, and trailer positions and comes in three sizes.



The company also unveiled three new Firestone-brand commercial truck tires for regional to long-haul with emphasis on fuel-saving designs and a lower cost per mile. The new tires—FS591, FD691, and FT491—meet EPA SmartWay and California Air Resources Board (CARB) fuel-efficiency requirements without sacrificing removal miles, says Bridgestone.

Designed to protect against casing damage, the FS820 has stone-rejector platforms to protect belts from potential damage. It comes in three sizes: 11R22.5

(16 PR) and 11R24.5 (16 PR) available now; and 315/80R22.5 (20 PR) available later this year.

The three new fuel-efficient tires have patented NanoPro-Tech polymer technology that limits energy loss for improved rolling resistance with shoulder and tread designs for irregular-wear resistance.

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

## VOLVO AIR SUSPENSION

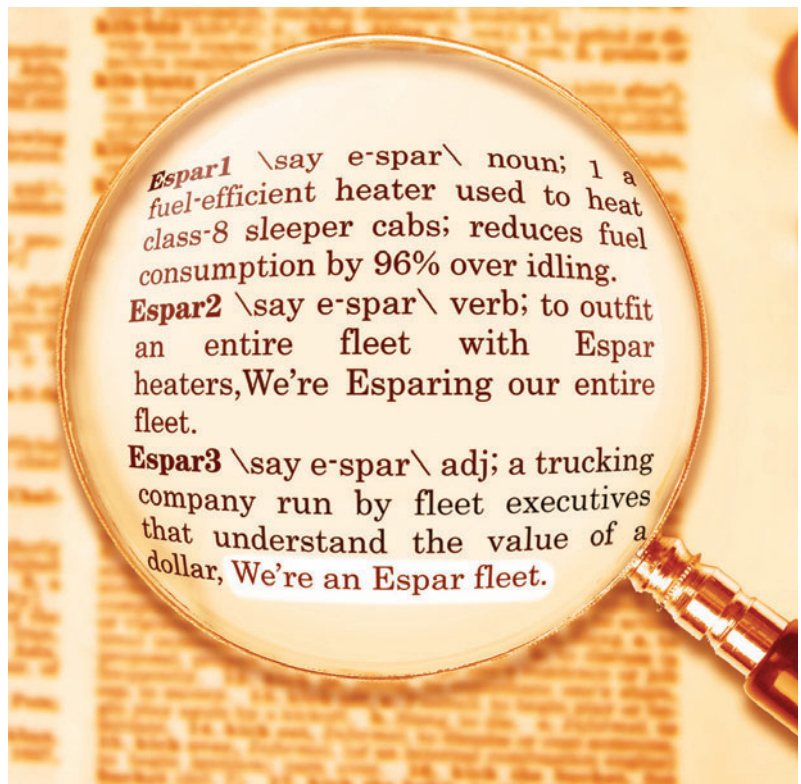
NEW 'BLADE' SUSPENSION ON VNL AND VNM MODELS SAID TO IMPROVE RIDE, HANDLING, AND DRIVER COMFORT

**Volvo Trucks** says its new 'Blade' air suspension, available on VNL and VNM models, was designed to improve ride, handling, and driver comfort.

It features paired high-strength steel

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**SPECIAL EVENT**

blades for each wheel end attached to the axle using the upper and lower axle seats. The design, explains Volvo, acts to control windup for smoother and more effective braking and improved traction especially at startup.



The Blade suspension prevents excessive axle windup and resulting vibration, creating a more comfortable ride for the driver. And because it's less torque-reactive, the suspension allows input torque ratings up to 2,050 lb ft in higher gross-combination-weight ratings.

The blades of the new suspension are stiff vertically and flex laterally, allowing them to track and reduce tire scuffing, improving tire wear. Customer field tests reported up to a 25 percent improvement in tire wear because of this alignment feature, claims Volvo, adding that the suspension is also lighter and requires less maintenance than trailing-arm suspensions. Huck U-bolts are used to connect the axle seats to the axle housing that never require re-torqueing. There are no wear pads to wear out or bushings that need lubrication or maintenance.

See [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

## DELO 400 XLE SYNBLEND

CHEVRON'S LATEST PRODUCT CAN IMPROVE FUEL ECONOMY BY AS MUCH 3.6 PERCENT

**Chevron** says its new Delo 400 XLE Synblend SAE 10W-30 oil can deliver as much as a 3.6 percent fuel economy improvement in class 6 trucks compared to SAE 15W-40 diesel motor oils. The product is formulated for use in modern on-highway low-emissions engines as

well as older diesels. It will also provide exceptional performance in modern off-highway engines, says Chevron, where a 10W-30 viscosity grade is recommended.

The oil is described as a premium synthetic

blend for mixed-fleet use, recommended for engines in which the API CJ-4 or SM service category and SAE 10W-30 viscosity grade are recommended. It's formulated for 2010-compliant low-emission diesels with selective catalytic reduction (SCR), diesel particulate filter (DPF), and exhaust gas recirculation (EGR). It's also compatible with previous engine models and previous API service categories.

Delo 400 XLE Synblend SAE 10W-30 shows up to 3.6 percent better fuel economy in short-haul, class 6 vehicles and up to a 1 percent improvement in long-haul, class 8 trucks compared to SAE 15W-40 oil. Those figures come from SAE J1321 fuel consumption tests, says Chevron.

The new engine oil is now available in drums and bulk form, in jugs by June.

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



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Launched at Mid-America, it's the first-ever OEM-designed and integrated in-cab exercise and flexibility product. The **Freightliner In-Cab Training (FIT) System** provides drivers with full body-strength and conditioning workouts in the comfort of their own cabs.

Developed in collaboration with Rolling Strong—a leader in driver wellness programs, we're told—the FIT System provides a simple and convenient exercise solution that encourages physical activity.

Freightliner says recent studies revealed that something like 90 percent of truck drivers in the United States are overweight or obese, and many also suffer from chronic health conditions such as high blood pressure, diabetes, and sleep apnea. It can't be too much different in Canada.

Teams from Daimler and Rolling Strong worked together to develop and test the system. They added options and refinements based on feedback from truck drivers who put the system to use.

It features a triple-grip handle, which enables users to interchange three bands to change resistance levels. The system uses existing seat-tether and bunk-restraint mounting points for installing custom brackets, which makes it easy to attach and use.



Truck drivers also have access to health, wellness and nutrition information, as well as a personal trainer, via the FIT Channel on [www.rollingstrong.com](http://www.rollingstrong.com) and through blogs, videos and forums located on the Freightliner Trucks online community [www.teamrunsmart.com](http://www.teamrunsmart.com). The trainer helps keep drivers motivated, and provides new exercises that can be incorporated into fitness routines.

The system is available as a factory-installed option in all Freightliner Cascadia and Coronado sleeper cab models and for retro-fitting in Century Class and Columbia sleepers. To purchase the FIT System, log on to [www.rollingstrong.com](http://www.rollingstrong.com).

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## YOU CAN'T GET THERE FROM HERE

### And the winner is... Big Joe Mufferaw

Last month's mystery statue is on every Trans Canada Highway driver's GPS screen because the lumber-hewn lumberjack stands in Mattawa, ON. This month's is several time zones west and if you are among the first 10 people to I.D. this place, we'll send you a terrific **Today's Trucking Cap**. Think you know? Contact Jason Rhyno at [Jason@newcom.ca](mailto:Jason@newcom.ca) or call 416-614-5827, leaving all your address details.

By press time, here's the list of some of the eagle-eyed people who recognized the Mattawa statue:

- Rex Palmateer, *Campbellford, ON.*
- Eugene McDonald, *Charlottetown, PE.*
- Jerry Chenier, *Timmins, ON.*
- Barb Johnson, *Kelowna, BC.*
- Warren Zdyrko, *Ottawa, ON.*
- Donald Fournier, *Quebec City, QC*



**April Answer:**  
BIG JOE  
MUFFERAW.  
Mattawa, ON



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By Peter Carter

# Of Mothers and Truckers

## Why she's got your whole world in her hands.

“Soooo,” I asked the guy beside me on the plane, “do Mormons really get a bunch of wives?” I know, I know. We’re not supposed to be talking religion or politics. But they, along with wives, are my favorite things to talk about.

Besides, I’d never met a real live Mormon before.

So as soon as the gentleman opened his laptop and revealed a screen shot of the Mormon temple in Utah, I had to ask.

He laughed and said he’d only had the one. We agreed that that is the right number. He also told me he was in the trucking business. (I wasn’t yet. I was on assignment for another magazine.)

At that moment our plane was flying over Manitoulin Island, in Lake Huron. I used to live there.

Peering out the window, I’d asked if he’d ever heard of the Manitoulin Transport Smiths. Of course he had. Everybody in trucking seems to know everybody else.

It’s important to remember that.

And I was reminded of it once again, five years later, in another amazing small-world coincidence; this one of global proportions.

That encounter, too, involved planes. I was waiting for one at the Sapporo, Japan, airport.

I, along with a bunch of other journalists, had been touring some Isuzu facilities and we were about to fly home.

I went poking around the departure lounge and ran into three American women; two about my age; the third looked to be their mom.

“What,” I asked, “are you doing here?”

They told me they’d been on a ship headed to China for a vacation but heard that one of the husbands back in the States had taken ill. They had to hurry home. (I was right. They were sisters and a mom.)

Here’s the clincher: Turns out years ago the mom’s late husband had launched a carrier that eventually grew into pretty much a household name back in the United States. These women knew trucks.

Also, after talking for a few minutes, we realized that it had been their brother—the elder woman’s son—I had met on the plane all those years earlier.

And here we were in Japan, talking Mormons, husbands and diesels.

I shared a joke involving truck doors and Jehovah’s Witnesses. They liked it.

“You gotta,” I said, “be the only women on this island who’d find that funny.”

With that, it was time for my plane to leave.

I was all excited about sharing my new connection with my journalist pals.

“That woman I was talking to?” I exclaimed, “Turns out her family founded \_\_\_\_\_!” (I’m not sharing the name of the company because when I was talking to her, I wasn’t exactly on the job as a reporter.)

They looked at me like I was reporting a Sasquatch.

“Those three women have forgotten more about trucking than all you yahoos put together will ever learn.”



Trucking, like few others enterprises save maybe farming, is a family affair. You and I both know ain’t no way their huge fleet could have blossomed without the support and advice that came from the three women I met in the airport.

It’s the same with small single-truck outfits. It’s often the person left behind to do the books who really drives the company.

Anybody with a moment’s experience with drivers knows if you need to get a driver’s attention, go through the home front. Want a driver to participate in a fuel-bonus-reward plan? Let his family; a.k.a. his wife, know. He’ll buy in. Works every time.

And the other lesson?

The trucking world is not small, it’s microscopic.

So don’t try to get away with anything because you won’t. You’ll get caught.

And if nothing else, remember that, especially on Sunday, May 12. No matter what you’re doing or where she is, your mom knows what you’re up to. **TT**

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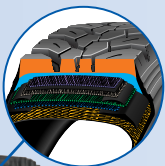


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