



# HIGHWAY STAR OF THE YEAR

HERE'S WHAT TERRIFIC DRIVERS ARE MADE OF, PG. 33

Brian Bertsch



# Today's Trucking

The Business of Canada's Trucking Industry



# SMOOTH OPERATIONS

June 2013

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- ▶ Tricks to attract a takeover, **PG. 32**
- ▶ Aerodynamics that really work, **PG. 42**

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- ▶ WESTERN STAR'S NEW 4X4!, **PG. 47**

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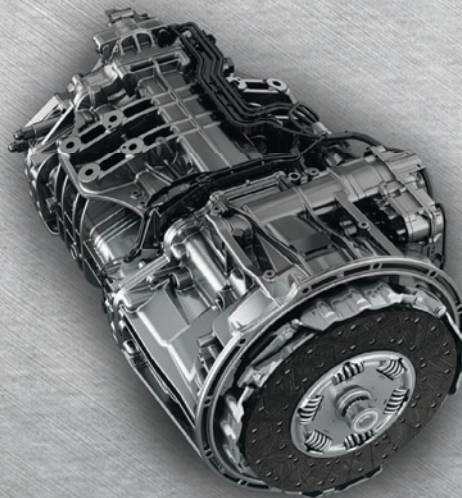


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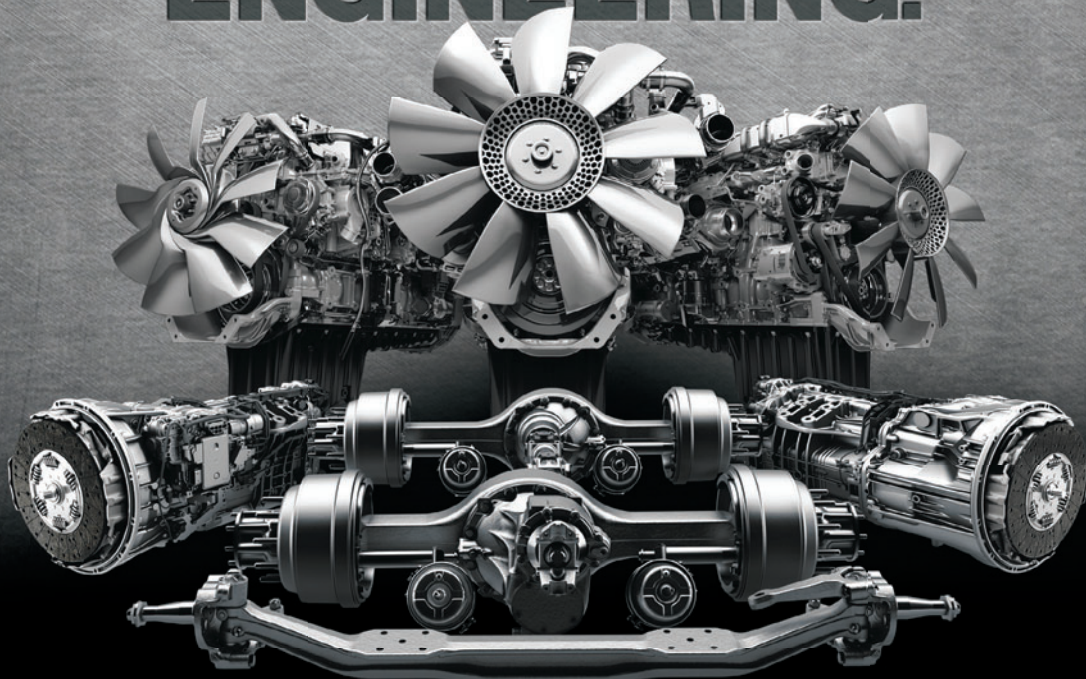
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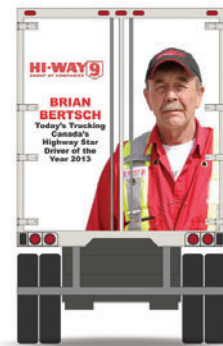
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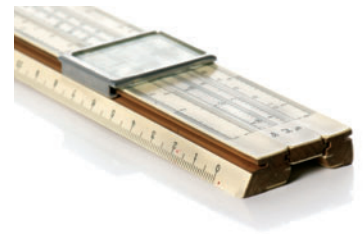
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**CHARLIE DORNER'S MASTERPIECE:** This '66 Mack is being rebuilt in honor of two Waylons.



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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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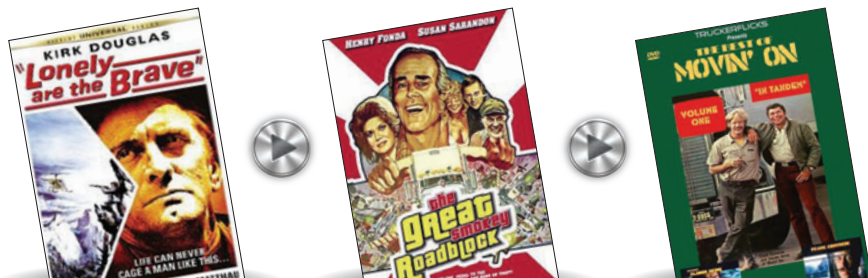
## 6 Flicks With Trucks

Re: "10 Top Trucking Movies," by Octavian Lacatusu, Jan. 2013

Here are a few suggestions to add to your list of great trucking movies:

- "Lonely Are The Brave," with an amazing cast that includes Carroll O'Connor, Kirk Douglas, Walter Matthau, and Gena Rowlands, among others.
- "The Great Smokey Roadblock," with Henry Fonda. It was the pilot for the "Smokey and the Bandit" series.
- "Movin' On" with Claude Akin. (This is actually a TV show but deserves mention.)
- "I am a Fugitive from a Chain Gang" came out in 1932 and the Internet Movie Data Base (IMDB) rates this black-and-white classic eight out of 10.
- "Smokey and the Bandit 2" and "Smokey and the Bandit 3."

— **George Robert Knowles, Calgary, AB**



## Stick-Your-Foot-Out Law Enforcement

I read with amazement your recent comment on Out-of-Service quotas set by the Ontario Ministry of Transportation. ("*Quota Unquote*," by Rolf Lockwood, April 2013.)

Any mandated OOS quota, let alone one as high as one in five, is deceitful, damaging, and the worst sort of government arrogance and ham-fistedness. Traffic police charges involve an actual traffic-act infraction and perhaps a dangerous road safety hazard.

This OOS quota is mandated stick-your-foot-out interference for government revenue production and nest feathering.

Imagine the fury, losses and chaos should inspectors descend on Canadian airports and ground one in every five aircraft on the ramp. Air traffic would come to a standstill, domestic carriers would collapse and foreign carriers would justifiably stay away in droves. There'd be riots.

My only theory on the difference in "attention" is that trucking offers the government many more numerous and available domestic targets than airlines do.

Mending this damage and creating a more realistic and trusting relationship will be an uphill battle against a public motherhood issue. ("How can you be against truck safety!?"

Perhaps more fleet bankruptcies and empty shelves may be one way. Painful indeed, but Shakespeare's Hamlet said it best when he said: "The insolence of office..."

— **Kent Smerdon, Barrie, ON**

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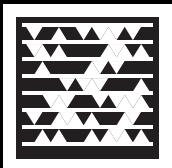


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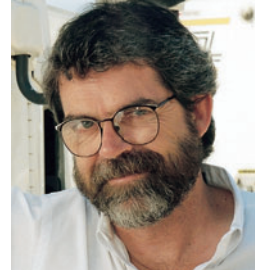
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By Rolf Lockwood



# Gripes of Wrath

## So if the MTO is needlessly putting 20 percent of your trucks out of service, where's the outrage?

Two issues ago I wrote about the Ontario Ministry of Transportation's utterly insidious quota system for truck inspectors, and I feel obliged to comment further here (see 'Quota Unquote' in the April issue, page 9). Having obtained two internal MTO documents that demanded its officers achieve a minimum 20 percent out-of-service rate in their examinations of our trucks and trailers, we finally had proof of what we've always suspected. Quotas are real.

Makes no difference how good we actually are. No matter what, our collective pass rate cannot exceed 80 percent.

I'd guess that at least some other jurisdictions have quota systems along the same lines, though I've yet to uncover proof.

What does that 80-percent maximum success rate do for our public image? What impact does it have on the insurance industry's view of us? Or on the new recruits we so desperately need?

Why would anyone want to work as a driver—or even as a rate clerk, for that matter—if they perceived that 20 percent of the machinery they depend on was formally labelled unfit to be on the road?

But why no outrage? Why haven't I seen the industry up in arms?

I've had emailed letters on this, of course, including one from a veteran player who asked exactly those questions. But the correspondence has come mostly from drivers and small-fleet operators who've been at the sharp end of this shameful system. We get such letters all the time anyway—and I mean all the time—but now they're soaked in even more frustration.

Like this example: a driver who'd been stopped at a scale was fined more than \$300 and put out of service for 72 hours because one of his fuel receipts had a different name for the town where he'd filled his tanks than the one he'd put in his log book. He went with what his GPS told him instead of looking at the actual receipt, which was from three days prior. The inspectors went over his truck for an hour but couldn't find anything wrong—but after all that effort they had come up with something, so they nailed him for a very, very questionable log infraction. Another driver apparently suffered more or less exactly the same fate at about the same time at the same scale.

Now, my correspondent does a daily dedicated run that's only 330 miles and he was just 45 miles from home at the time. So it was quite obvious that he was neither tired nor cheating on his log.

"Unbelievable," he concluded. I'd say worse.

Let's go back to outrage. Is there anything else you do in your work or private life where you'd be satisfied knowing that the most you could achieve was 80 percent? OK, maybe golf. And fishing.

But seriously, would you see a doctor if you thought he was officially only 80-percent good at what he does? Sure, 100 percent in anything is not a common score, but some people do get there sometimes, and we all have to think it's possible. We need that target as motivation to be better. Who's going to get excited about achieving 80 percent?

**The inspectors went over his truck for an hour but couldn't find anything wrong but after all that effort they had come up with something.**

I could go on and on about the ways in which such a quota does serious harm to an industry that, for the most part, has been busting its hind quarter in recent years to be compliant with a vast and expanding array of safety rules and regs. If you own or manage a fleet of any size at

all, you don't need me to tell you what compliance costs. Just a decade ago you wouldn't have considered needing to have a vice president of compliance on staff. Now you do.

So, am I wrong in thinking outrage is the right response here?

**ONE FINAL NOTE:** I want to acknowledge the recent passing of a true gentleman and strong advocate of trucking, Dennis Vincent, at the age of 82. He was a very active president of the Alberta Trucking Association in 1983 and 1984 and later chairman of the Canadian Trucking Association, while also a senior executive with Trimac Transportation in Calgary before his retirement in 1995.

I knew Dennis the way a journalist knows people, meaning we usually get only so close. But we were friends, and we met often enough that I could readily see the strength and passion behind his calm and perfectly civilized exterior. He was immensely likeable and when I first arrived on the trucking scene nobody welcomed me more warmly.

It's commonplace to say that the recently departed contributed greatly to their corner of the world. Dennis really did. **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

## PLACE — YOUR — BETS



In the trucking business, the only certainty is uncertainty, Navistar President and COO **Jack Allen** told the Alberta Motor Transport Association's (AMTA) annual general meeting in Banff this spring.

Fuel prices and options, freight levels and patterns, drivers and equipment—you name it, the games are a-changin'. Thing is, what's the right bet? And how much should you put in?

Allen, looking at the global transportation picture, shared some of his insights and where he's placing his bets.

— **By Jason Rhyno**

### Game #1

#### **FUEL PRICES**

Stabilizing or Are They Going to Keep Fluctuating?

Allen is betting they'll stabilize.

"With petroleum exploration techniques emerging in North America and right here in Alberta, there's a significant growth of domestic supply of oil today. In fact, the Keystone XL pipeline project could play a significant role in this."

**Ante up:** Natural Gas

"We might be on the cusp of one of the most significant changes the industry has seen in decades. In the 1950s, the commercial vehicle industry switched from gasoline to diesel power and many believe this may be a similar transition."

**Reasons to go all in:** Cost and supply, and improving fracking technologies. "There's ample supply in the U.S. and Canada and because of that, supply should cost less. But there's another important factor: this is a domestic solution. This should translate into more stable natural gas prices, and as an alternative to diesel, it will help moderate diesel prices."

**Wild Cards:** Natural gas trucks are still too expensive when compared to diesel trucks. Customers need a decent payback. Plus, there's that whole fuelling infrastructure issue, added Allen. "The jury is still out on how big that market is, but I'm placing my bet that it's here to stay."

# ches

*“Drivers are going to have an increasing influence on trucking. Fleets are going to have to address the fundamental deterrents to driving trucks, including quality of life.”*

— Jack Allen, Navistar President and COO

## Game #2

### **DRIVER AVAILABILITY**

It'll continue to be difficult to recruit and train drivers, and, stressed Allen, you can be sure that whatever solution is out there will come at a price.

“Driver safety records and health records are reducing the pool of drivers. There's also a social issue here; driving a truck doesn't have the same appeal to the younger generation today than it did in previous generations.”

Fleets will have to address driver issues, he says. “Drivers are going to have an increasing influence on trucking. Fleets are going to have to address the fundamental deterrents to driving trucks, including quality of life.”

“I'd also bet that given the shortage of drivers and high turnover that our customers experience, manufacturers are going to press forward to make trucks easier to drive, and shorten the time it takes to train drivers and increase productivity.”

#### **INTERNATIONAL HARVESTING:**

Allen says “Canada, the U.S., Mexico, even the emerging markets, thrive on trucks.”

## Game #3

### **REGULATIONS**

Bet on more, Allen said. In fact, go all in. You'll need the money to comply with the regulations. “More regulations are going to come; it's not if, it's when. And the customers, unfortunately, are going to pay the price.”

“When it comes to trucking, the leaders in Washington and Ottawa have a strong regulation mindset; that's just the business they're in. Many regulations at this point have been focused on vehicle sub-systems—the engines, the brakes—but we think the next frontier of regulations will look a little different and it might force us to think more holistically about the vehicle.”

**Side bet:** More stringent fuel economy standards are a sure thing, Allen said.

## Game #4

### **LENGTH OF HAUL**

Bet on the length of haul decreasing, Allen said.

There are a number of factors driving that change: the growth of rail and the growth of intermodal, as well as the expansion of the Panama Canal. That expansion is going to have a dramatic impact, Allen explained, “changing freight patterns throughout North America. New ports will open on the east coast as larger container ships and more freight is going to arrive where the goods are closer to their final destination.”

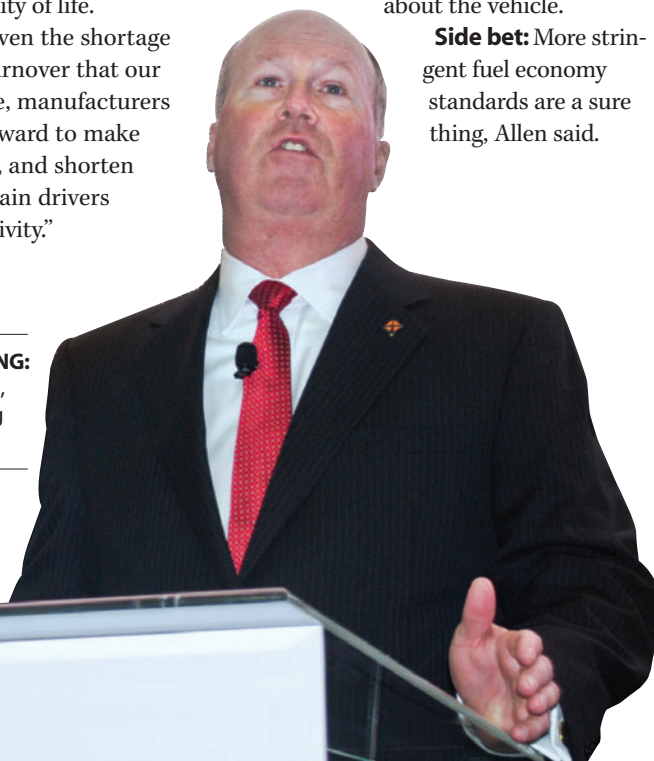
## Game #5

### **THE NEED FOR TRUCKS**

Bet on trucks being around for a long time.

“I know that trucks aren't going away and this economy—from Canada, the U.S., Mexico and even the emerging markets—thrives on trucks. There are opportunities everywhere we look, in every country, in every part of the world. Commerce cannot happen and will not happen without trucks.”

“This is a tremendous responsibility that we all bear,” he said. “For over a century, manufacturers, suppliers and the technology providers, truck dealers and customers collectively have embraced that responsibility: to keep our economy moving and to keeping our trucks on the road. And when the industry changed, well, so did all of us.”





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## Kick Out the Jams

*The 10 Worst Traffic Jams in North America*

Vancouver is not only the most congested city in Canada; it's the second worst on the continent, behind only the infamous City of Angels.

What's more, Toronto and Montreal also make the list of the 10 worst cities for congestion, as compiled by TomTom, the Dutch GPS company.

TomTom has been comparing urban traffic patterns since 2007 and annually releases a list of the worst.

It's called the TomTom Congestion Index.

To nobody's surprise, Los Angeles is the most congested on the continent.

According to TomTom's measure, "on average, journey times in Los Angeles are 33 percent longer than when traffic in the city is flowing freely and 77 percent longer during evening rush hour."

And the runners (rather walkers) up are:

3. Honolulu (30%)
4. San Francisco (29%)
5. Seattle (26%)
6. Toronto (25%)
7. San Jose (25%)
8. Washington (25%)
9. New Orleans (25%)
10. Montreal (25%)

**SAFETY**

## Hey, Ontario: You've Got Time

*Annual safeties not more stringent. Yet.*

The Ontario Ministry of Transportation (MTO) extended the transition period for fleets to bring their annual vehicle inspections in line with the (quite rigorous) National Safety Code. The original deadline was July 1; and it has been extended to January 1.

But comply you must, regardless of whether you think the National Safety

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Code goes too far. As the Ontario Trucking Association's (OTA) Manager of Maintenance and Technical Issues Rolf VanderZwaag told the recent Canadian Fleet Maintenance Seminar in Toronto, "We're not talking about safety; we're talking about compliance."

The reason for the deadline isn't generosity.

The National Safety Code is undergoing a revision and the MTO decided to wait for the updates rather than introduce two different versions within a short period of time.

All Motor Vehicle Inspection stations have been notified. **TT**

**CARGO THEFT**

**5 Ways to Keep Your Cargo Safe**

*Schneider National shares its security secrets*

Schneider National reported a 40-percent drop in full-truckload thefts and a hefty 50-percent reduction in total value per load stolen.

What's more is that it's the sixth year the company has reported a drop in cargo thefts.

Pretty good results in the face of what has been a decade of rising cargo crime rates, according to FreightWatch International (last year saw a 0.5-percent decrease in the overall number of U.S. nationwide stolen freight incidents... but that's not much of a drop).

The secret Schneider solution?

There is no secret, said Schneider's Director of Safety and Enterprise Security, Walter Fountain. And he should know: Fountain recently served as the chairman of the American Trucking Associations' Supply Chain Security and Loss Prevention Council.

No secret, but there is a tried-and-true-method:

**1. Be Proactive**

"I've always believed our proactive planning makes Schneider's security program a success story year after year," Fountain said.

**2. Train Your Drivers**

Schneider drivers receive security-based and situational awareness training—frequently. Arming drivers with

knowledge and training is key to protecting loads, Schneider said. And on high-value loads, Schneider will use team drivers.

**3. Work Closely with the Customer**

Security processes are developed with the customer before the cargo gets on the road. Communication and adding layers to your security procedures thickens protection.

**4. Low-tech and High-tech**

Low-tech devices are just as important as the high-tech ones.

**5. Fit to Protect**

Don't be afraid to create your own in-house solutions for your own needs. Schneider recently began work on designing a custom lock for their loads. **TT**

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**BIG BOOTS TO FILL:** Trajkovski is stepping into the job of Itamar Levine, who has joined the sales and marketing division of Hendrickson.

**INTERVIEW**

## An American In Winnipeg

*Chris Trajkovski is the relatively new VP Fleet Maintenance at Bison Transport. Interestingly, Trajkovski, along with his wife Susan and two teenage boys, made the move to Bison's Winnipeg base from Texas. And Trajkovski isn't coming from a small operation, either. He left his role as National Sustainability Manager at Frito-Lay to take on the role at Bison. **Today's Trucking** caught up with the new VP to talk about his reasons for coming to Bison, what his goals are, and how he's adjusting to Canada. — By Jason Rhyno*

**Jason Rhyno:** *Dying to ask: Why move from Texas to Manitoba?*

**Chris Trajkovski:** (laughs) I'm not a native of Texas. I lived in Texas for the last six years and I've moved several times over my career. Originally, I'm from just outside of Chicago.

**JR:** *Either way, it's a big move from*

*Frito-Lay to Bison, Texas to Manitoba. I'm curious as to what your reasons were.*

**CT:** It was interesting because my wife and I were looking for a new challenge and a new opportunity. We had been looking originally in the Great Lakes area and were looking to get further north geographically.

I had 15 years with PepsiCo and they were a phenomenal organization; I had a very good position and certainly the right opportunity, but it was time to branch out, it was time to learn something new and lead a different team. In my research—and we had been looking for almost two years for the right opportunity and several came along—it was the only one that fit the bill in terms of what we wanted to do longer term. And that was working for, number one, a privately held company that was well established, and one with a good track record and certainly a reputation to go with it. As I did my industry homework and as I interviewed people and suppliers—OE

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suppliers and different fleets—the feedback was overwhelmingly consistent that Bison was a high-quality organization.

So we started talking in the first part of the second quarter of 2012. They had a lot of questions for me and I had a lot of questions for the team at Bison. As I spoke to them and eventually met face-to-face, it further validated that it was a direction we wanted to pursue, not only from a career standpoint but from a personal perspective as well.

**JR:** When you say “career standpoint”, what specifically were you looking for?

**CT:** In my last position at Frito, my role was as a Fleet Sustainability Manager, specifically on natural gas. While that was certainly a challenge and progressive from an alternative fuel standpoint, it was just one segment and I was looking more, in terms of a leadership perspective, for something that dealt with the whole function. So purchasing and acquisitions, specifications, engineering, maintenance, shop maintenance, talent acquisition, talent retention—the whole operation of fleet. That wasn’t something that was there at Frito—certainly attainable, but very far down the horizon.

**JR:** What are a few of your top responsibilities as VP Fleet Maintenance?

**CT:** Number one is to provide safe, reliable cost effective transportation for operations. They are our internal customer. So preventive maintenance, safety, certainly having the forum and open conversation between the driver group and the maintenance group—that’s number one.

Number two is having infrastructure in place to be able to maintain the fleet. There are pockets where we have to outsource, but it’s really leveraging our internal expertise. That’s technical expertise, troubleshooting expertise, diagnostics, it’s being able to get the asset utilization harvested and harnessed, and optimize the equipment utilization.

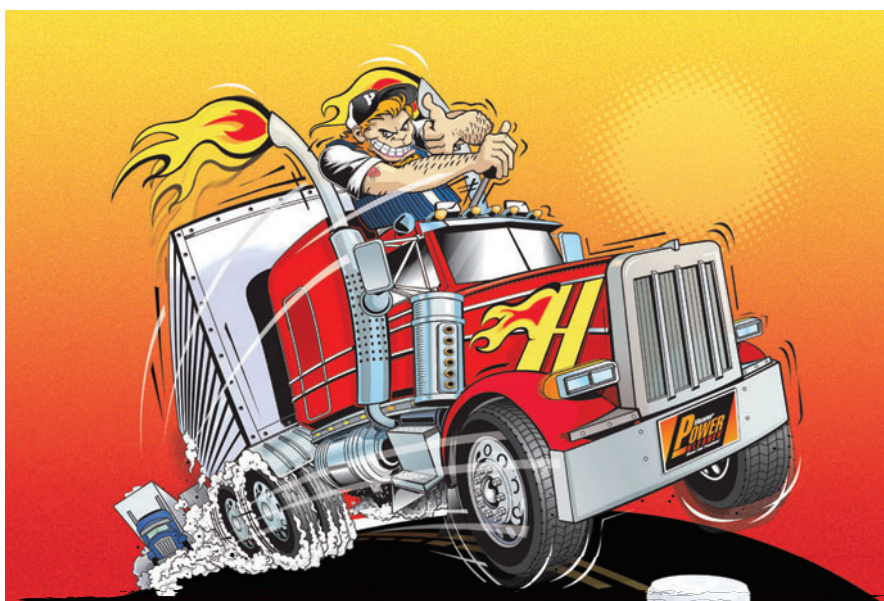
The third would be, certainly from a career perspective—not my career—but taking the talent that we have, the human talent we have and cultivate that to the next level. So that means enriching them and providing them with new opportunities as our family and business

grows, as our infrastructure grows—it allows them to grow with the organization. So providing career challenges and career growth for them.

Putting all those components together is what gives a competitive advantage to Bison Transport. It pushes us far and above not only the competition in Canada, but in all of North America—in making us the premier carrier.

**JR:** What’s the most “foreign”—and foreign in quotation marks—Canadian thing that you have ran into so far living in Canada?

**CT:** The diversity of the people. The culmination of different cultures, languages, backgrounds, different beliefs all coming together. And I came from a diverse background in the United States; here it’s that to the next level. **TT**



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# logbook2013

## June

1-4

### Heavy Duty Distributors Council 29th Annual Business 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 100th AGM and Management 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.southshoreinmotion.ca](http://www.southshoreinmotion.ca)

22-24

### Great American Truck Show

Dallas Convention Center, Dallas, TX

Website: [www.gatsonline.com](http://www.gatsonline.com)

# 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?

Contact **Nickisha Rashid** at [Nickisha@newcom.ca](mailto:Nickisha@newcom.ca) or 416 614-5824

## September

9-12

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

Fall Meeting & National Technician 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)

21-23

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

Delta Chelsea Hotel, Toronto, ON

Website: [www.ctea.ca](http://www.ctea.ca)

# No Ordinary Joes

His name is **Joe Uhlman** and he is a crazy man.

Of course we mean high-energy, fast-talking, never-sit-still kind of good crazy.

To whit: Not long ago, Joe took a former colleague for a last ride in his Peterbilt. In an urn. The man had passed away.

"I placed the urn on the seat beside me and put the seatbelt on and everything."

Joe describes his comrade-in-business and sister-in-law Starlene Conrad thusly: "She's some good-lookin' woman. When we're getting the show ready and them trucks are backin' in, the drivers tell me 'you know that sister-in-law of yours is an awful jayzuz distraction. How the hell are we supposed to concentrate with the likes of her runnin' around?'"

We asked him if he was going to get in trouble with his wife Jane for talking like that. He said not.

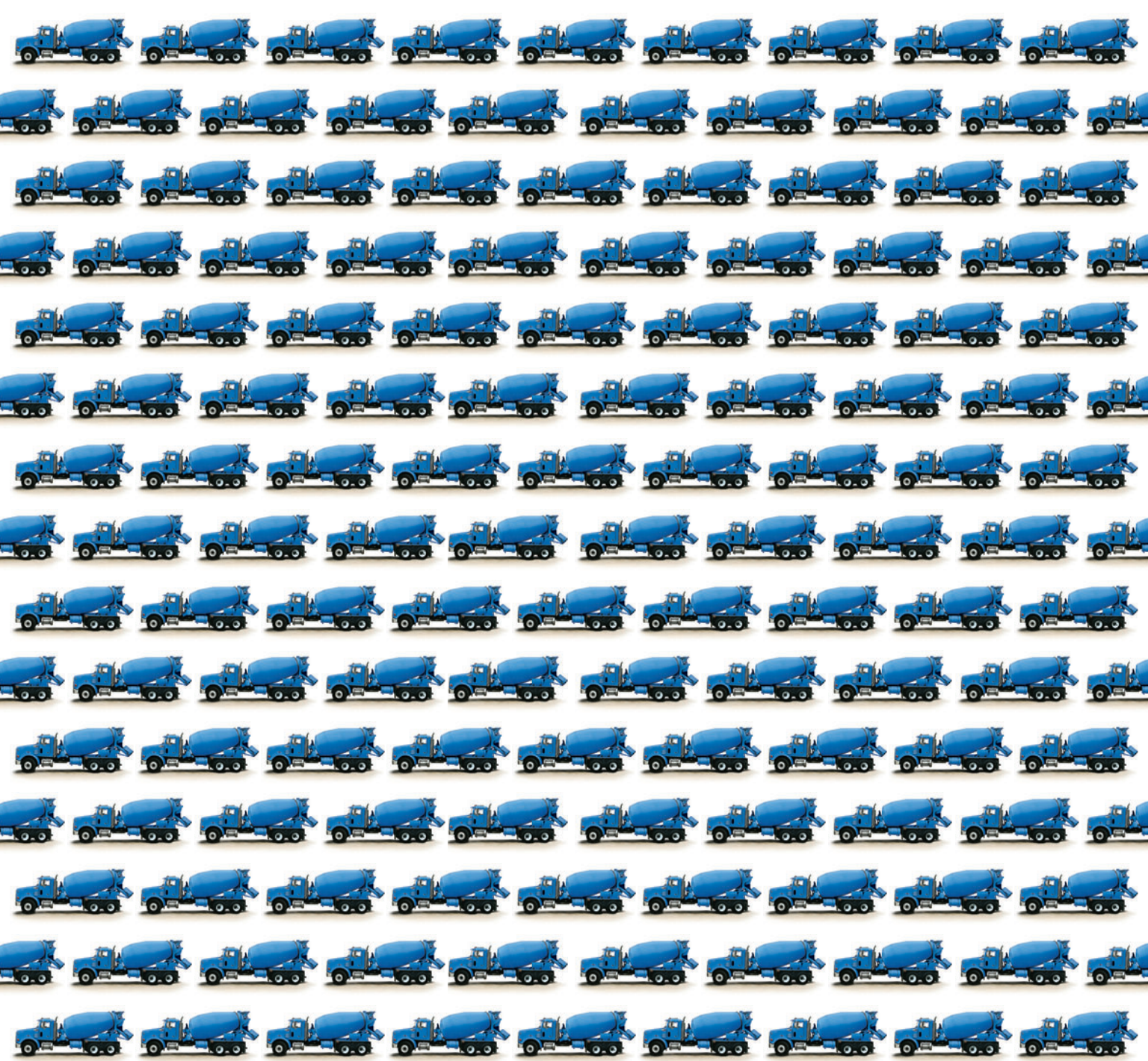
Uhlman rang in January to ask if we could list the Bridgewater, NS., South Shore in Motion week-end bash, in our calendar. It runs Aug.9 to 11.

From Cape Spear to Tofino, truck-show season starts now. And it weren't for guys like Joe Uhlman, truck-show season would be sad indeed. The Joes of this country—at zero personal gain for themselves—keep the fun in trucking. **Today's Trucking** salutes and thanks them all.

Some other upcoming shows:

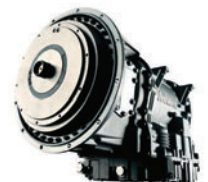
- Canadian All Truck Nationals, **June 22-23**, Burl's Creek, Oro, ON.
- Clifford Antique Truck Show, **June 28-30**, Clifford ON.
- Cocagne Show & Shine, **August 23-25**, Cocagne, N.B.

For more, check out the calendar on [www.todaystrucking.com](http://www.todaystrucking.com)



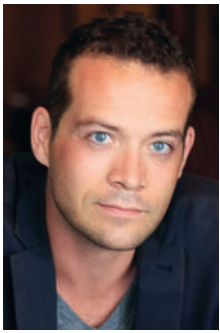
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# Keep Driving Safe, Truckers. Someone has to.

**Between the Lines** Here's a modest proposal for keeping road users from crashing into each other. By Jason Rhyno

I was driving southbound on Bathurst St. in Toronto when I moved to pass a streetcar. As I passed, a woman yelled at me.

And by “yelled,” I mean screamed and waved arms and swore. I thought, for a brief fraction of a second, that I had hit someone.

(Streetcars are pretty much only a Toronto thing—aesthetically I love ‘em, but man, navigating around them really tests your driving skills.)

I did a quick inventory: Were the streetcar's doors closed? Yup. Was the streetcar still moving? Yes. Did I signal my lane change? Yes. Was I going the speed limit? Yup. Did she walk out into traffic? You betcha.

That day I was a driver, but I'm a pedestrian, too—a commuter. And I often see my fellow streetcar passengers sauntering out into traffic before the vehicle comes to a complete stop, before the doors open. You should at least wait until the doors open to walk onto the road. Even then: look both ways. They teach you that when you're real young—along with “don't take candy from strangers.” Basic stuff.

But, as most truckers will attest, it's the “basic stuff” that's missing on the road.

When it comes to road safety, the general public is quick to blame truckers. That's mostly because the image of truckers in popular media hasn't changed: truckers are still the big bad guys on the road.

In the span of a week, *The Globe and Mail*, CTV, and *The Toronto Star* each came out with stories that brought, once again, attention to tractor-trailers on our city streets.

The British Columbia CTV news story had video of trucks running reds, etcetera. The *Globe* story picked up on Transport Canada ditching a study on side-skirts as

cyclist-savers, and the *Star* had a short piece on a young cyclist who was injured by a semi and was gathering witnesses to plead her case that she was in the right. (She wasn't, police officers said.)

The *Globe* story asked why Transport Canada abandoned a study on side skirts that when “attached to trucks to reduce fuel costs, could also prevent cyclists from getting crushed under the big rigs,” raising



the issue of mandating side-skirts—a politically fueled campaign in Toronto.

That's another editorial, so I won't touch it now, but it got me thinking about all the money spent on regulations that came to life based on a politician wanting votes and the consequences of a misinformed public.

It's a lot of money: money for the studies themselves, money to pay government employees, the engineers working on this stuff... then the cost to industry... all of which comes back to hit the consumer's wallet.

I wonder what would happen if the government put that money for testing side-skirts into a massive, extended road awareness campaign targeting everyone. Some trucking companies could even join the campaign, along with cycling groups and pedestrian groups.

The woman who rushed out towards the streetcar on Bathurst wasn't thinking

of all the other people using the road at that time. All that mattered was getting a seat and getting home.

But she could've been driving with that mindset. Or cycling. Or driving a truck. The vehicle doesn't matter; the attitude and behavior of each and every one of us is what matters. Truck versus car, truck versus cyclist, car versus cyclist, cyclist versus pedestrian—it's all

just noise, a distraction from the real issue often used by politicians to drum up support and make the daily paper.

Those divisions between trucker and passenger car, cyclist and trucker... they don't exist. At some point in our lives, we are a cyclist, a pedestrian, and a passenger vehicle driver.

But not everybody is a truck driver, and that's the problem; the general public doesn't understand the trucking industry, and it doesn't look like they will anytime soon.

In the meantime, carriers need to keep hiring and training safety conscious drivers—and drivers, well, keep being the professionals you are. Someone has to be. **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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# Trending

THE BEST FROM  
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**In the News**

## Why Truckers and Huskies Face Hard-Sledding

**NEENAH, WI.** — What do truck drivers and dog sled drivers have in common? If you were expecting a cheap joke like “not mush,” you’ve come to the wrong story.

In reality, at least according to *The New Yorker* magazine, truck drivers and dog sled drivers share lots of attributes.

In an extremely in-depth story called “The White Wall,” in the April 22 issue, *New Yorker* writer Ben McGrath takes readers behind the scenes of the famous Iditarod dog-sled race and into the life of its youngest and perhaps most famous winner Dallas Seavey.

And why, you ask, are you reading about this on a trucking magazine website? Because Seavey is sponsored by the Neenah-based trucking consultants J.J.Keller.

And *The New Yorker* story elaborates on why Keller is involved.

Turns out the CEO Jim Keller met Seavey a few years ago when he was celebrating a 30th wedding anniversary on an Alaskan cruise ship.

“We just liked the cut of this kid’s jib so much,” is how Keller put it to the *New Yorker*. “He was in the transportation business and dog sleds, after all, were ‘one of the earliest forms of transportation,’” as he put it.

“Truck drivers, like mushers, work long days and fight boredom through sleepless nights.”

Also, *The New Yorker* tells readers, “Keller’s company had eleven hundred customers in Alaska. Why not enlist Seavey as a motivational speaker?”

Last year, Keller published Seavey’s autobiography “Born to Mush.”

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

**From the Blogs**

## Breaking from Braking

— *By Dan Dickey*

As the weather improves, many people feel it’s a license to exceed posted speed limits, and disregard marked warning speeds for curves and acceptable following distances.

I am also noticing increased levels of unnecessary service brake usage: Service brakes are not for controlling speed; speed is to be controlled with the transmission and engine.

Let me explain.

Many of my colleagues feel it is necessary to brake for nearly every corner and down every hill. It’s a common practice that needs to stop. I challenge you: try not using your brakes by slowing down.

If you own the truck, you’ll enjoy the decreased wear and tear on your equipment. If you just drive the truck, those who pay the bills will notice the difference and likely comment. Those who drive around you will notice, too, and likely treat you differently on your route (assuming you travel around the same group of trucks on a regular route).

Those waiting at home for you will also notice a marked difference in your level of fatigue.

**What’s Tweetin’?**

“SHE WANTS TO BE ON OUR COVER!”  
 and other  
 quotable tweets

@JacquieMeyers

I wanna be a billionaire so bad. Buy all of the things I never had. I wanna be on the cover of @Todaystrucking magazine.

@crazycanuckdave:

Starting him young. ;-)



@HeavyWrecker

It must be spring time. Flowers are out and so are MTO. Your latest article really sheds new light on many troubles with MTO.

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# Heard on the Street

## Wizards turns 50

**Trailer Wizards** is celebrating 50 years of business with customer -appreciation events across the country. The company started with a single trailer on April 30, 1963 and has grown to include over 300 employees, 16 Total Customer Care Centers and over 20,000 trailers, making the company Canada's largest and only one-stop-trailer-shop, coast to coast.

## Randeep's Turban is "In the Ring"

**Randeep Sandhu**, president of Guelph, ON-based carrier **Load Solutions Inc.**, will be the Progressive Conservative candidate for Brampton West, in the next Ontario election. "Like Roosevelt's hat," Sandhu says, "my turban's 'in the ring.'" Sandhu made news last year in his efforts to rein in "fly-by-night" load brokers. Other trucking issues that would be on his radar if elected include Ontario's Bill 119, which mandates owner-operators purchase Workplace Safety and Insurance Board coverage (Sandhu's against the bill) and commercial-truck licence-fee rate increases. "People are starvin' out there. These new taxes are far too steep."



## Frontier Final

Pete fans in Alberta and Saskatchewan might have thought they've been dealing with **Frontier Peterbilt Sales** for the past year but in fact, since April of 2012, Frontier has been part of a larger, Calgary -based corporation called **Cervus Equipment Corp.**, which bought Frontier from its founding family in March, 2012. Cervus, traded on the TSE, built its reputation with John Deere dealerships and until now, has kept the Frontier name on the truck outlets. That is about to change. The re-branding was announced in February. Says Cervus' President and Co-founder **Graham Drake**: "Of course one of the things we believe we're going to do is keep the decision making as close to the customers as possible." Customers will benefit because with the larger company comes superior inventory management; back-office efficiencies and, Drake adds, better training for managers and technicians alike. Cervus is latin for deer.

## Calm Dennis Vincent "left his mark."



**Dennis Vincent**, who in 1983 and 1984 served as the president of **Alberta Trucking Association** and in the '80s chaired the **Canadian Trucking Association**, passed away April 5. He was 82.

Vincent, a former senior executive with **Trimac**, will be remembered as a strong voice for Alberta's transportation industry. He was a passionate leader who left his mark on the changes that propelled the trucking industry to a new

level. "The vibrant trucking industry we have in Alberta today was forged through the mettle and vision of men like Dennis Vincent," says AMTA Executive Director Don Wilson. "The work he did during his time at the association is still felt today."

"Calm, well-spoken—a voice of reason," is how John Finn former owner of Exalta Transport and president of AMTA in 2002-2003 describes Vincent. "He was a consensus builder, and a remarkably good leader."

## Wajax Pumps Up Volume

**Wajax Industrial Components** has recently opened its 66th dealership, this one in Redcliff, Alberta. Meantime, Wajax has announced a strategic alliance with **Kaman Industrial Technologies**, strengthening the services offered to customers having assets in the U.S., Canada, and Mexico. While Wajax and Kaman will remain as separate and independent entities, they will join forces to compete for business-to-business and supply agreements with customers in multiple jurisdictions, providing an alternative to country-based supply agreements. The alliance will be known as "Sourcepoint Industrial".

## BCTA Jazzed for 100th

The **British Columbia Trucking Association** (BCTA) has existed in one form or another since 1913 and now they're getting ready to celebrate their 100th anniversary. The association is holding its Centennial bash in beautiful Kelowna, June 7 to 9, at the Delta Grand Okanagan Resort.

This year's BCTA annual conference will feature special celebrations, a gala dinner with live music, a vintage truck display and lots of historic trivia. The event kicks off with a golf tournament and climaxes Saturday at the Diamond Anniversary Celebration featuring a high-energy live show called Century of Music.

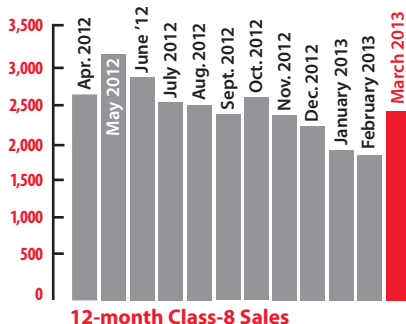
## From Horses to Horsepower

One hundred years ago, **James "Scotty" Hamilton** opened a moving company in Stratford, ON. Hamilton used horses and carts to haul coal and lumber to homes in the area. In late May, with his great grandson **James Steed** now at the helm, **Steed Standard Transport Ltd.**, celebrated the carrier's 100th anniversary. The late Scotty would be very proud of what his family has accomplished because earlier this year, Steed Transport was named one of the best fleets to driver for by the Truckload Carriers Association (TCA).

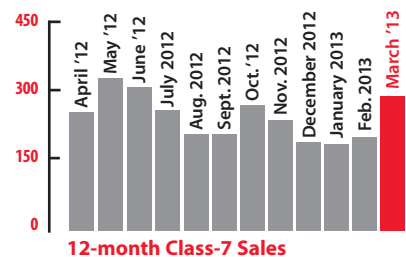
Canada – Truck Sales Index

March 2013

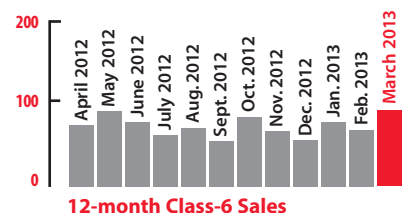
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	630	1591	2002	25.8%	27.8%
Kenworth	553	1283	1470	20.8%	20.4%
International	344	932	1131	15.1%	15.7%
Peterbilt	308	852	888	13.8%	12.3%
Volvo	239	579	765	9.4%	10.6%
Western Star	185	505	502	8.2%	7.0%
Mack	183	424	441	6.9%	6.1%
<b>TOTAL</b>	<b>2442</b>	<b>6166</b>	<b>7199</b>	<b>100.0%</b>	<b>100.0%</b>



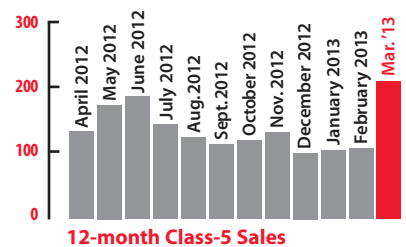
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	73	176	236	26.0%	30.2%
International	59	146	208	21.6%	26.6%
Hino Canada	51	124	96	18.3%	12.3%
Peterbilt	50	119	91	17.6%	11.6%
Kenworth	54	112	151	16.5%	19.3%
<b>TOTAL</b>	<b>287</b>	<b>677</b>	<b>782</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	42	77	68	36.0%	16.9%
Freightliner	27	76	135	35.5%	33.5%
International	13	54	194	25.2%	48.1%
Peterbilt	3	7	6	3.3%	1.5%
<b>TOTAL</b>	<b>85</b>	<b>214</b>	<b>403</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	160	287	316	68.5%	59.4%
International	31	101	163	24.1%	30.6%
Mitsubishi Fuso	15	25	40	6.0%	7.5%
Freightliner	1	5	6	1.2%	1.1%
Peterbilt	1	1	2	0.2%	0.4%
Kenworth	0	0	5	0.0%	0.9%
<b>TOTAL</b>	<b>208</b>	<b>419</b>	<b>532</b>	<b>100.0%</b>	<b>100.0%</b>



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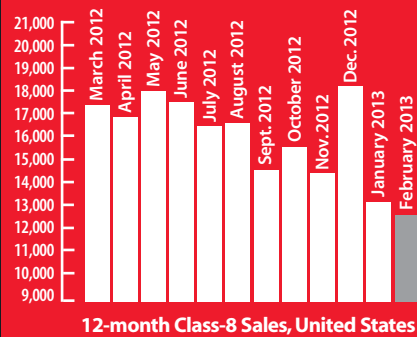
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- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales\*

CLASS 8	Feb. 2013	YTD '13	Share '13
Freightliner	5406	11,274	43.9%
International	1851	3810	14.8%
Peterbilt	1638	3218	12.5%
Kenworth	1442	2976	11.6%
Volvo	1266	2303	9.0%
Mack	781	1641	6.4%
Western Star	162	479	1.9%
Other	0	3	0.0%
<b>TOTAL</b>	<b>12,546</b>	<b>25,704</b>	<b>100.0%</b>



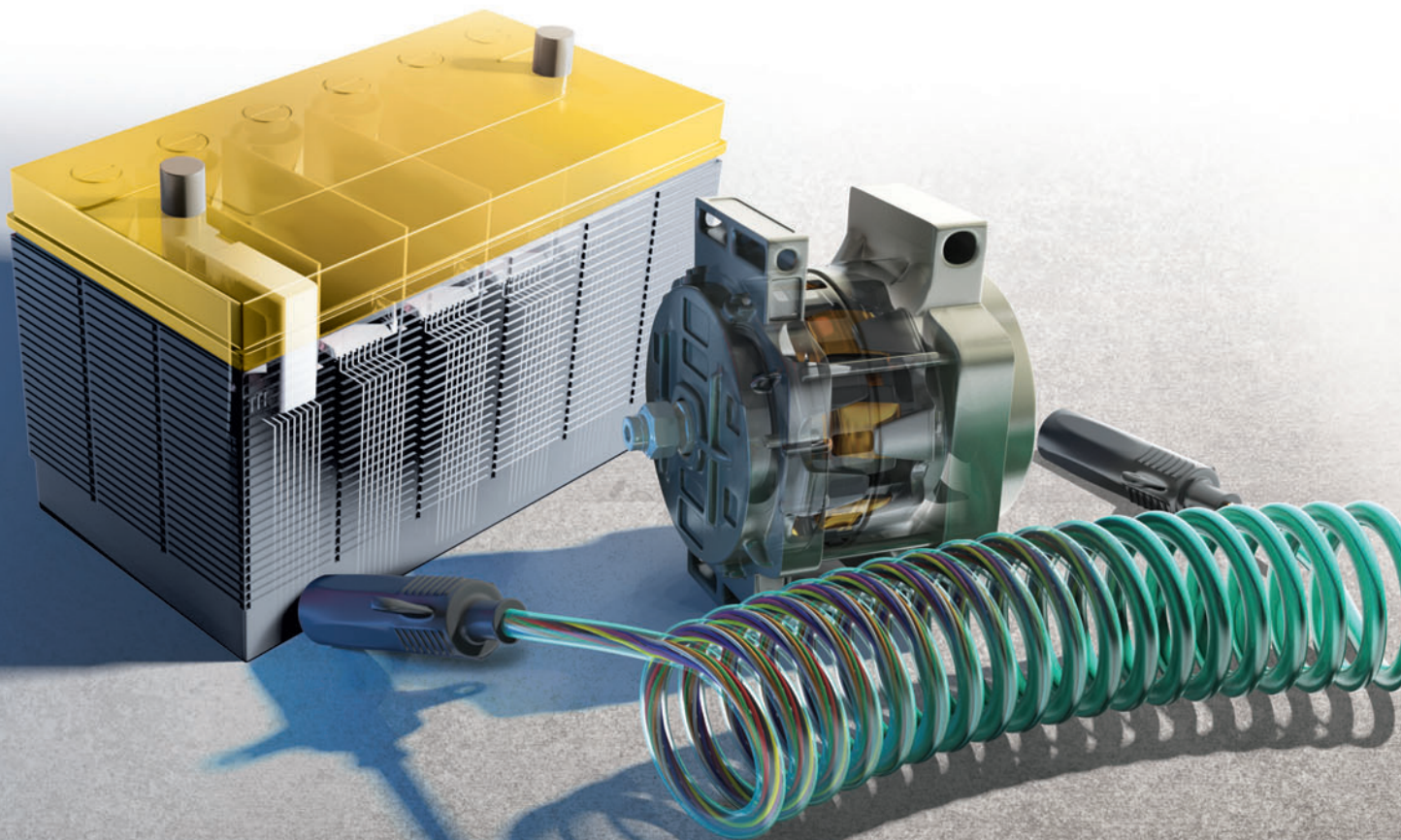
Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	63	55	12	26	277	151	27	16	1	2	630
Kenworth	164	165	46	7	78	79	14	0	0	0	553
International	13	58	7	7	139	97	11	6	3	3	344
Peterbilt	59	96	22	13	51	47	14	6	0	0	308
Volvo	26	17	10	18	99	49	16	4	0	0	239
Western Star	45	50	6	4	33	32	5	10	0	0	185
Mack	14	27	14	4	79	35	10	0	0	0	183
<b>TOTAL</b>	<b>384</b>	<b>468</b>	<b>117</b>	<b>79</b>	<b>756</b>	<b>490</b>	<b>97</b>	<b>42</b>	<b>4</b>	<b>5</b>	<b>2442</b>
<b>YTD 2013</b>	<b>794</b>	<b>1446</b>	<b>286</b>	<b>283</b>	<b>1850</b>	<b>1168</b>	<b>210</b>	<b>100</b>	<b>4</b>	<b>25</b>	<b>6166</b>



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# Street Smarts

**INSIDE:**

**31 A few considerations**

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



## Smile! You're On In-Cab Camera

**Drivers** *A driver's-eye view of how dash-cam monitoring can improve a trucker's lot.* By Alf Meyer

**S**he came out of nowhere, dashing out of the darkness into the glare of my headlights and stopping directly in the path of my truck, wearing only a T-shirt.

She was aiming for SBT, or "suicide by truck," and I was the unlucky candidate who would be the instrument of her self-destruction. By the grace of God, my good driving and the fact that my trailer was empty, I was able to bring my rig to a dead stop inches from her face.

Within five minutes we were surrounded by OPP vehicles. By that time she was seated in my cab, modestly covered by the shirt off my back. I had forcefully instructed her to get into my truck so she couldn't reattempt another suicide bid. Fortunately

at the time I too was wearing a T-shirt or the circumstances may have become awkward and proven to be difficult to explain.

On another occasion I was driving in unfamiliar territory when an errant driver merged off a short ramp directly in front of me and immediately hit the brakes. I had no time to stop, and I rear-ended the vehicle.

The driver and her two children were unhurt. She came off the ramp too quickly, saw brake lights well up ahead of her, panicked and applied her brakes too hard. She even profusely apologized to me admitting her error until she was

**"It also shows whether I'm paying attention to the road, watching my mirrors or reading a map while driving."**

instructed by a family friend to "lose the English."

When the police arrived, she suddenly spoke only Spanish. I was charged with following too closely.

Both of these events happened long before the advent of cell phones or dash cameras.

In the first case, nothing bad resulted, but the poor misguided young woman could well have accused me of inappropriate behavior and it would have been my word against hers.

In the second case, if I had a camera like I do now, the cops would have learned that not only had I done nothing wrong but that the woman spoke fluent English.

Have any of your owner-operators or staff ever received an unjust ticket; been wrongly charged for an accident or falsely accused for failing to maintain control or falling asleep behind the wheel? We all know the answers. Would the situation have been different if they'd had a camera? Of course it would.

I do know a couple of drivers at ERB—where I'm leased on to—who have had positive results with dash cameras. On one occasion another owner-operator I was running with caught on video

three irresponsible truckers recklessly speeding and illegally passing us. When he showed the footage to one of our safety directors, the director brought it to the attention of that other company's safety director, a personal

friend. They were most appreciative and took appropriate action.

I did my research and invested in a dual camera system for under US\$300. My system doesn't involve any mirror-mounted cameras or monitor. I merely hook it up to my TV in the back of the bunk and take quick glances at it from time to time; no different than checking my blind spot when driving my car.



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The camera is affixed to the windshield and takes video of both outside and inside the cab.

I get good footage of what happens in front of me including a clear view of the hood's nose-mounted rear-view mirror. In a critical situation I suspect the view of that mirror can be enhanced to give better definition of what occurred on the right side of my unit. I don't have a left side nose mirror.

My system records date, time, GPS location, G-force shocks as well as capturing what transpires inside the cab of my truck; all on a 32 GB microSDHC card, good for up to 27 hours of recording.

Recording yourself makes you a little self-conscious at first; but here's the real benefit. It also shows whether I'm paying attention to the road, watching my mirrors and instruments, if I'm fidgeting with any gadgets like a cell phone or laptop, if I'm reading a map or magazine while I'm driving. My driving habits are improving.

I even take the time to clean my windshield and mirrors more thoroughly. I do have to remind myself to close the curtains when I get changed.

Obviously you get what you pay for. This

## A FEW CONSIDERATIONS

I've seen cameras ranging from \$99 to a \$1,500 system that utilizes six units; one mounted on each rear-view mirror looking backwards, a dash camera, a fifth you can attach to the rear bumper of the trailer and a video monitor.

Night-vision cameras are available.

My on-dash camera sees both outside the front windshield and in the cab. It also records audio and I let it run continuous day and night.

It seems to loop after a few hours. The length of recording before looping depends on the storage capacity of the micro-card. I bought the biggest cards I could find; they cost about \$35.


At the end of each working day, I give the pictures from the day a cursory view then erase the files because frankly most of it, well, I've seen before.

— A.M.

system will not eliminate every potential liability or variable that will cross my way but I see it drastically reducing them. It can be a witness for me or against me, depending on my driving habits. I do have the option of turning off the inside camera, but that would defeat the purpose and advantage of having such a system.

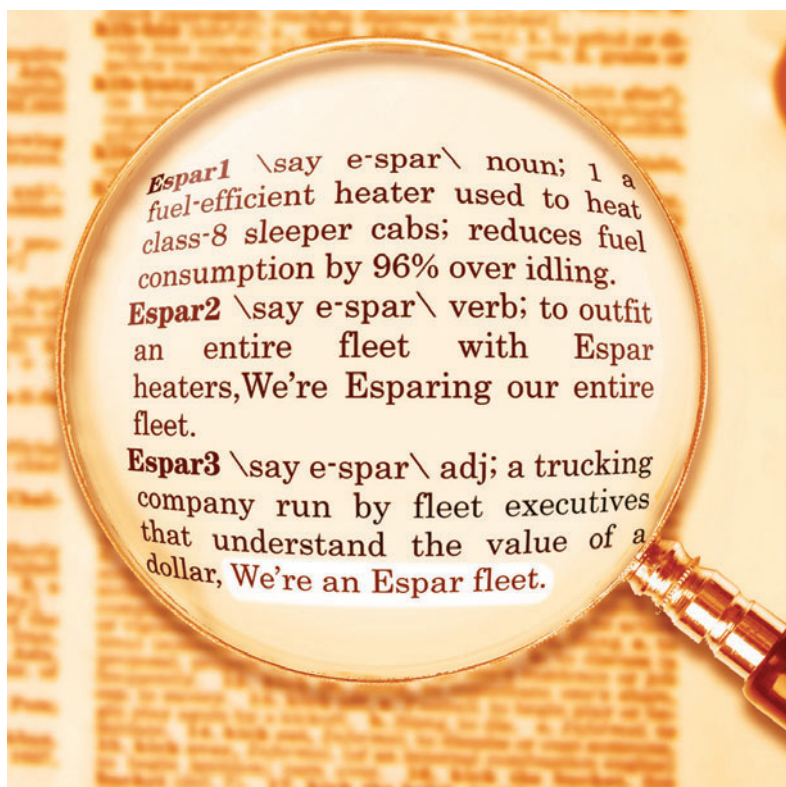
It doesn't tape adequately during night driving but it does capture the inside of

the cab well enough to demonstrate that I'm awake and alert. I leave it on when I'm parked, sleeping or inside the truck stop eating, having a workout or a shower. If somebody hits my truck, I'll have both witness and evidence; no longer having to rely upon other drivers who may or may not want to get involved.

For my money, it's a great system and I highly recommend it. 

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# How to Sell your First Born

Drumheller-based Hi-Way 9's founders are moving on, having sold their beloved family firm to Mullen. Here's how they knew when it was time to sell and who to sell to.

**By Jason Rhyno**

**W**hen Hi-Way 9 President Dean Kohut realized that they were going to sell the family business, the first 48 hours “were a blur.” Mullen Group had come calling. It wasn't the first time the family-run Drumheller, AB.-based carrier had a suitor at the door but this time family-health issues pushed that discussion a little further.

“What it came down to was health,” explained Dean. “My eldest brother, John Jr., had some health issues, mom and dad are 73 years old, but it was also family dynamics; my sister was at a point where she wanted to back off.”

With three of the six Kohuts not tending to the business but still living off its profits, plus sister Heather looking to move on, that left Dean and brother Darrell “looking at each other and saying ‘should we pay these guys off or should we just do the inevitable and move on?’”

Decision made.



**TAKING THE HI-ROAD:** Dean Kohut says when it comes time to sell, “attention to detail is critical.”

On day one of making the decision, and encouraged by Mullen to shop around, they sat down with accountants and decided to take the company to market to flush out other offers, excited by how much they could sell for.

Hi-Way 9 had all the goods Mullen looks for in a company, explains Chairman and CEO Murray Mullen. “First of all, it was a well-known company. The average age of all the companies that we have acquired over the last 20 years—since we’ve become a public company—has been around 45 years. So Hi-Way 9 fit the mold: it’s been around a long time, has a well-established market share, good employee base, and they obviously know how to stay in business.”

Walter Spracklin, equity research analyst at RBC Capital Markets, has spent much of his time talking with guys like Murray Mullen, Contrans’ Stan Dunford and TransForce’s Alain Bedard, among others. “Really, when I talk to the acquirers here in the market, there are really some thematic drivers that come out,” he says.

One of the big lures for companies like Mullen, Spracklin explains, is if the carrier they are looking to purchase has “business that earns a decent rate of return and hasn’t been brought on because it’s been priced low and therefore become a commodity. With that comes the service standpoint, so you have a level of uniqueness or a niche service that you offer to your customer that stops them from making your business a commoditized business.

“It just boils down to that: get good customers, service them well, and create your own barriers to entry as a result.”

That’s what Hi-Way 9 had, but it wasn’t, obviously, easy.



### Hi-Way 9's Highway Star

One of the first things you must know about 2013 Highway Star Award Winner **Brian Bertsch** is that his wife, Debbie, never knows when he'll be home because "he always stays late to help the other guys finish up."

"He just says, 'well, that way we can all go home together at the same time,'" she told *Today's Trucking* editors at the awards ceremony luncheon at ExpoCam in Montreal this past April.

It was just one of many reasons Highway Star judges picked Brian Bertsch as this year's winner of \$10,000 in cash and prizes.

Bertsch has driven for Hi-Way 9 Express Ltd. out of Drumheller, AB, for 35 years, but his love of all things freight started when he was a boy following his uncle and father, both of whom worked for CN in the '60s and '70s.

The number of customer testimonials that accompanied Bertsch's Highway Star application was outstanding, and most of his customers consider Bertsch a friend. Even the most difficult customers Bertsch can win over with humor, respect and top-notch service, his employers noted.

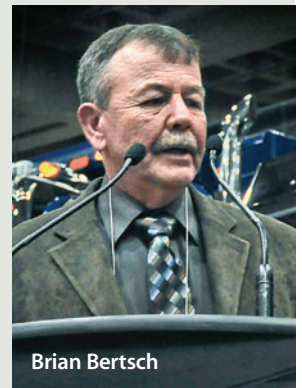
Regular customers can set their clocks by him, said Reg Trentham, vice president, Hi-Way 9.

The safety-conscious, two-million-accident-free-miles Bertsch will also let dispatch know if he thinks one of the other drivers headed out should wait until the roads are cleared.

The Highway Star of the Year Award is sponsored by Newcom Business Media Inc.—which owns *Today's Trucking*, *Transport Routier*, and truck shows ExpoCam and Truck World—Freightliner Trucks, Cummins, Espar, Meritor, Chevron, and the Owner-Operator's Business Association of Canada.

The winner gets a \$10,000 cheque, a trip to Montreal for two, a special-edition Chevron jacket, an Espar heater system, a road-ready laptop from OBAC, and other gifts.

In this case, the winner also got his name and accomplishment emblazoned on one of his boss's trailers.



Brian Bertsch



### Taking Control, Growing the Company, and The Importance of BBQs

I sat down with brothers Dean and Darrell Kohut on a warm and sunny spring day at their Calgary terminal to talk about their sale to Mullen. Their father started Hi-Way 9 in 1969 with \$1500, but it wasn't until the mid-90s that Dean, Darrell, sister Heather and eldest brother John Jr. took the reigns of the business.

One week after our conversation, the Kohut family would officially be gone from Hi-Way 9.

Or rather, they will no longer be employees of Mullen. The sale of Hi-Way 9 was initially inked back in June of 2011. The brothers stayed on to make sure the company is in tip-top shape, the people, customers and vendors are taken care of. Heather had stayed on, too, but officially left in December 2012.

Vice President Reg Trentham is on hand today, too. He's not family, but after 25 years with the company, he may as well be. It would soon be just him along with five other members of the executive.

In 1996, the Kohut siblings took stock and made a pact that would set the course for the next 18 years. "The pact we made between us was to make it successful," explains Dean. "We took full control and said if this thing is going to be successful, we have to own this thing."

They let go of people who were causing them "grief", each sibling taking a piece of the business. "We stepped up and said we aren't going to rely on people for that critical side of the business anymore because that's where a lot of people get caught off guard and don't realize their business is failing until it's too late."

Darrell was always the mechanic and knew equipment inside



## How to Sell Your First Born



**RECIPE FOR SUCCESS:** Darrell Kohut says he's keeping their secret for success a secret.

and out. Heather began taking care of administration—"attention to detail is critical," Dean adds. "My oldest brother, he was the general manager of the company for nearly 15 years. His strength was definitely marketing, sales and the vision."

They stayed on the path. What followed were a couple of decent contracts, boom years and continuous yearly growth. From 2003-2008, the company was growing by 25 to 30 percent on an annual rate. During that time, they also started to do some purchasing of their own.

"We were famous for buying up a lot of single, multi-lane carriers and that's part of how we built our entire network." Dean estimates they did 25 transactions.

He explains that their philosophy has always been "small town Alberta." That local presence has been their backbone, he says. "When we bought out those carriers, we got involved with property in the community, employing people from the community, and we've supported any community events. My father used to do about 50 BBQs a year, running around to all these small communities," he says proudly.

They had to pull back on some of that during the downturn, he admits. But they came out of 2009 stronger and smarter.

### Transitioning, The LTL Recipe, and The Big Black Binder

"The brand. They bought a brand," Dean says when asked what Mullen Group found attractive about them.

Exactly, said Mullen. "That's really what we do at Mullen, is invest in quality companies, brand name companies. What we do is the transition from the entrepre-

most expensive but by being smarter. And our quality program is our little secret—I don't want to give you all the details. That's our secret to these guys' success and to the future," Darrell says pointing in Trentham's direction.

Darrell and Dean have put that secret recipe into a binder. "That binder is three and a half inches thick and is, as far as I'm concerned, the recipe to run a successful LTL operation," Dean says. "They've got the recipe, they've got a team, and now they have to stay focused with a common goal and just go do business. If it says bake the cake at 350, then bake the cake at 350.

## Buying Frenzy

**H**oping some big company is going to come along and ask for your hand in marriage? Watch the deals in your area, advises former Exalta Transport owner John Finn. Exalta was acquired by Manitoulin Transport in 2011, the same year Mullen purchased Hi-Way 9.

"What I've seen happen in several instances is that sets off an acquisition frenzy," he explains.

"After it happened with us, Mullen stepped in and bought Hi-Way 9—a major competitor in our area. Then within the year, TransForce bought Peterson Transport, primary an intra-provincial carrier but also a major player as an interline carrier in Southern Alberta that all of the big players used."

Carriers recognize that the marketplace has changed, he explains, and "if they don't make an acquisition of one of the carriers in there, they are going to be shutout."

(Conversely, warns Finn, if more large carriers move in, "the market has now changed and you're not competing with carriers of equal size." So you may want to sell.)

"You always want to sell on an uptick," he advises, "not when things are on the way down. Sell on optimism."

He also stresses getting professional help when you do decide to sell. "All of us are good at running trucks. But I've never sold a major business. It's an emotional thing and it's worth the money to pay a professional accounting firm because they guide you through it rationally, objectively and will hold your hand going through it."

neurs to a professionally managed business. And that's the kind of transition that's going on now. Our job is to have a good transition and identify good management and train that management so they can be the next very good leaders. "

There's a Hi-Way 9 recipe. Dean and Darrell both reference it often when they're talking business and what made them an attractive buy for Mullen.

"Hi-Way 9 is known for being safe, for being profitable. Mullen won't forego safety for profits. Our company has been very successful, very profitable throughout the years, and that's not by being one of the

Don't try it at 400."

Part of that recipe, however, is knowing your business. "It's accounts, it's trends in the industry, trends in your province and your market area," Darrell stresses.

Both are stubborn on keeping the business lean from an operational standpoint. No trendy tools that require more layers and more people. "The more of these complications and levels you build into this thing, you lose the principle of what you did: pick-up and deliver freight." And more often than not, you can't charge the customer more for those added layers, Darrell points out.

## The Second Day, Holes in Heads, and The Fruits of Labor

“This company is successful because of these guys, because of this family,” Trentham, a man of few words, says bluntly. “I stayed here for 25 years because of this family.”

That probably explains what happened on day two after the Kohuts decided to sell: the family took a step back, gathered some focus and came up with what Dean called “three goals: number one, protect the brand; number two, protect the people, and three, to look after our family.”

With those goals, there was no need to hit main street and start showing some business leg to all the other suitors. To this day, the Kohuts have no idea how much they could have gotten if they shopped around.

“We talked about those goals and there was only one place, and that was Mullen.”

Twenty-three months since the sale of Hi-Way 9 to Mullen. Suppliers weren’t changed, services weren’t affected, and prices have stayed steady.

That sunny, spring morning, Dean attended a meeting with Mullen Group HQ in Calgary. Chairman and CEO Murray Mullen told Dean that some owners didn’t show up the day after a deal was inked, then thanked them for sticking to their word.

“One of the risks that you have when you buy somebody is they become totally disengaged as soon as they get the money,” Mullen explains. “They’ve lost their interest. That’s one of the high risks of doing transactions, so you have to be awfully careful.”

“In this case, Dean and Darrell and Heather made a commitment that they would stay and help with the transition, which made our investment in them that much easier.”

Adds Dean: “I needed to make a four-in.-thick binder like I needed a hole in my head, but I want these guys to succeed.

“It feels good to step aside and let these guys grab the company; here’s the recipe, now they can go do it and enjoy the fruits of their labor—it’s the right thing to do.” **TT**



## Why Hi-Way 9 and Everybody Else Shone at ExpoCam

**T**he presentation of the Highway Star of the Year Award to Hi-Way 9’s Brian Bertsch was just one of the highlights of this year’s highly successful ExpoCam. If you were among the 250-plus exhibitors at the 2013 show, you already know that another climax of the three-day event was the tsunami of visitors amassing outside the gates Saturday morning.

You could hear the crowd assembling from two floors above.

Overall, the 250-plus exhibitors watched as more than 15,000 attendees toured the miles of aisles and brilliantly colored displays.

For the three days that ExpoCam ran, Montreal’s Place Bonaventure was clearly the epicenter of the Canadian Trucking Industry.

“The Montreal show surpassed even our most optimistic expectations,” commented Joe Glionna, Director of Newcom Media Quebec Inc. “Talking to our exhibitors and visitors, I really got a feeling that this industry is in a much better mood.”

Newcom also owns Truck World. The 2014 version of Truck World is scheduled for Toronto’s International Centre from April 10 -12.

OEMs leapt at the chance to trot their latest iron down the ExpoCam runway. Here’s what attendees got to see:

### Navistar:

- International 9900
- PayStar 5900
- ProStar with MaxxForce 13 with SCR
- ProStar with ISX-15
- LoneStar

### Hino:

- 195 Crew Cab with aluminum dump
- 195 Hybrid
- 195 with Air Suspension (new option)
- 195 with 20-ft dry freight body
- 358 with 26-ft dry freight body

### Mack:

- Granite Medium Heavy Duty (MHD)
- Pinnacle Rawhide 70-in. midrise sleeper
- Pinnacle 70-in. high rise sleeper
- Granite twin steer dump

### Western Star:

- 4700 Set-back Twin Steer
- 4900 Set-forward Logging Tractor
- 4900 Set-forward Highway Tractor

### Freightliner:

- Cascadia EVO MidRoof XT
- 122SD 58” XT
- 114SD Dump Truck
- Coronado SD Dump Truck

### Volvo:

- VNX 300
- VNL64T 780
- VNL64T 670
- VHD64

### Peterbilt

- 567 Daycab
- 348 Dump
- 579 Sleeper
- 386 LNG Sleeper

# A 10,000-ft. VIEW

Does your operation measure up? Here's a chance to see how your trucks are doing compared to others in the game.

By Rolf Lockwood

**T**rucking, unlike so many other industries, shrinks and grows almost instantly, depending on the economic times. As of 2012, the average number of owner-operators contracted to *Today's Trucking* magazine's top 100 for-hire carriers was 196, up from 185 in 2009. It was the highest count in the last decade.

In the difficult year of 2009, owner-operators showed an 11.5-percent drop over 2008, a reflection of the fact that they're always the first trucks to be idled—long before company-owned vehicles—when the economy goes sour and freight becomes scarce.

They also sit on the balance sheet differently, depending on what part of the country you're in. Nationally, the top three expenses are salaries/wages/benefits, followed by payments to owner-operators and fuel.

In British Columbia and the territories, those three are almost equal (at 22.0 percent, 21.5 percent, and 19.3 percent, respectively), indicating the region's relatively high dependence on contracted or lease operators.

Things are quite different in Quebec. There, salaries eat up 27.4 percent of the expenses total (highest in the country) while owner-operators (14.8 percent) are overtaken by fuel expenditures at 19.5 percent.

Clearly, owner-operators are a smaller component in the Quebec industry, that 14.8 percent figure being the smallest of all provinces and regions.

Quebec carriers spend more on maintenance and repairs than carriers elsewhere in the country (9.2 percent of all expenses) but the range across Canada is not wide, the low count being 7.5 percent in Ontario.

The operations side of small fleets is significantly different from large carriers. As a percentage of all expenses, they spend more than twice as much on fuel (29.3 percent vs. 14.0 percent) and nearly double on repairs and maintenance (12.6 percent vs. 7.0 percent).

Predictably, for-hire carriers and owner-operators saw fuel expenses rise substantially between 2009 and 2011, by 38.9 percent, even though miles driven and fuel consumed rose by much, much less. During that period they saw average fuel economy sink from 5.4 to 5.2 mpg, partly explaining the expense hike.

The nature of the hauling done by for-hire carriers has been changing in recent years as they've been doing progressively more local work, that share rising from 16.4 percent to 19.6 percent from 2004 to 2010.

More significant changes can be seen in terms of domestic vs. international hauling. While the number of shipments hauled in both categories changed little in that period, domestic rising slightly, international falling slightly, the revenue picture is very different. Carriers earned about 12 percent more on domestic hauling but a dramatic 25 percent less on international carriage. Canadian fleets dominate the cross-border arena with a share estimated at 75 percent.

The drop in revenue arising from international movements likely indicates increasing competition as all carriers suffered in a market defined by over-capacity during the recession and its aftermath.

In examining the products hauled by for-hire carriers in 2010, as measured by percentage of all for-hire revenue nationally, "not climate-controlled packed goods"—freight in dry vans—had the largest share at 26.1 percent, followed by dry bulk at 16.7 percent and liquid or gaseous bulk loads at 10.1 percent.

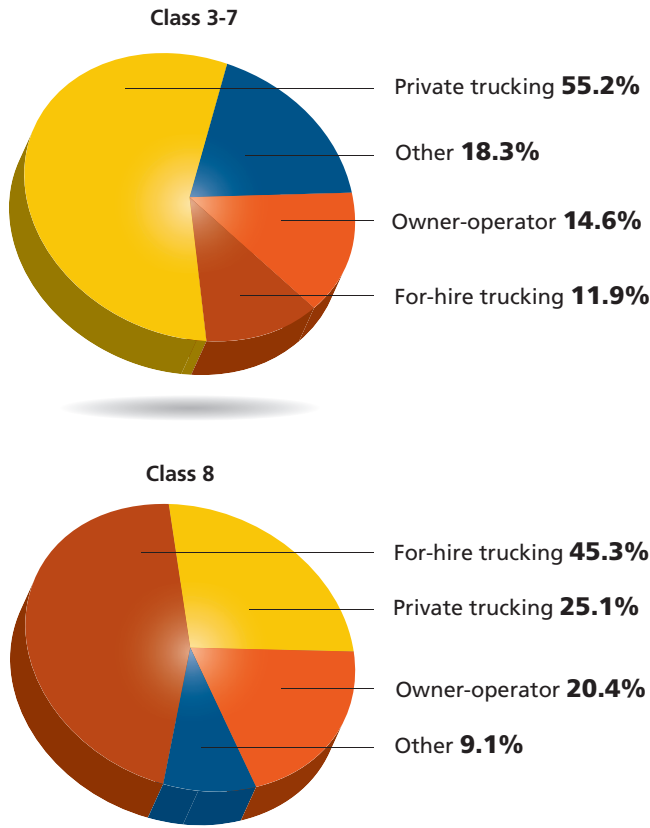


The "all other goods" category is substantial at 26.1 percent, an undefined mix that includes flatdeck loads of all sorts, which traditionally make up about 20 percent of the total, highest in the western provinces.

When examining the type of service or the product hauled in provincial and regional terms, there are wide divergences. Measured by revenue, the Prairie region had a 64.5 percent share of bulk liquids and bulk gases, Ontario is a distant second at 13.9 percent. The Prairies also led in live animals at 49 percent, Ontario second again at 35.4 percent. **TT**

Excerpted from **The Canadian Medium and Heavy Truck Market - 2013** published by Newcom Business Media Inc., 451 Attwell Drive, Toronto ON, 416/614-2200.

1 Industry Makeup by Truck Count, 2009

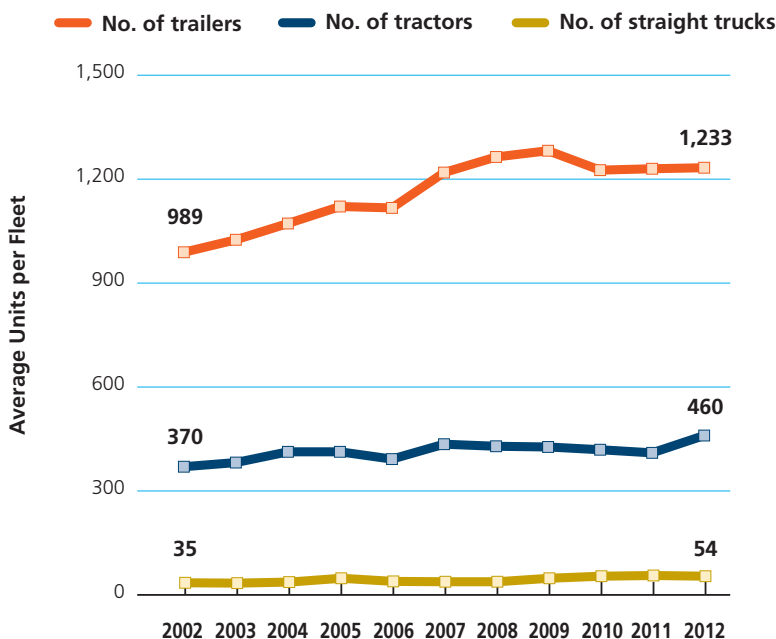


Notes:

1. Figures do not include territories; 2. 'Other' means government, utility, farm, construction, etc

Source: Statistics Canada

2 Top 100 Carriers, Equipment Growth



Source: Today's Trucking

How Owners Operate

**CHART 1:** Based on the value of goods hauled, private and for-hire trucking remain more or less equal, but there are big differences in the trucks they employ. Private carriers operate more than half of all class 3 to 7 trucks but only 25 percent of class 8 vehicles. "Other" truck operators are for the most part government, utility, and farm fleets, which represent nearly a fifth of the medium-duty market, and less than 10 percent of class 8. Owner-operators account for a solid share in each category.

The Big Get Bigger

**CHART 2:** The average vehicle count for Canada's 100 largest for-hire carriers has risen substantially in the last decade, by about 25 percent. The straight-truck count, although considerably less in total than tractors and trailers, is up significantly—by 54.3 percent—since 2002. Trailer numbers have risen by 24.7 percent, peaking in 2009 and dropping slightly since. Average tractor numbers fell gently, steadily, between 2008 and 2011 but have jumped sharply in 2012, moving from 370 in 2002 to 460 in 2012, an increase of 24.3 percent. The number of owner-operators contracted to these carriers has risen at a slightly slower pace than the industry average, and they now represent a slightly smaller percentage of the total workforce. That's a deceiving statistic, however, because that percentage in 2012 is exactly the same as in 1995. And the actual average number of owner-operators contracted to big fleets in 2012 was 196, the highest ever, up from 161 in 2002, a 21.7 percent increase. The total workforce employed by the biggest for-hire carriers hit its high point in 2010, dropping slightly since, but has grown by 27 percent.

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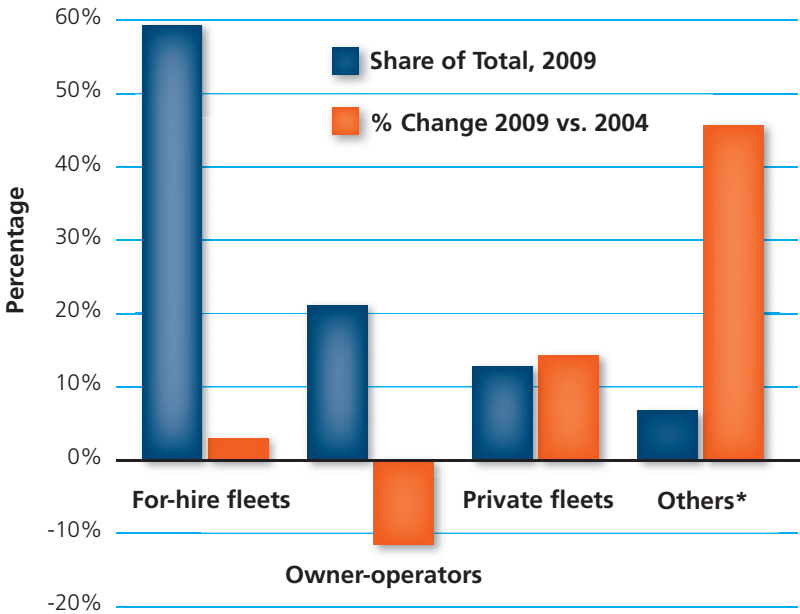
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3 Industry Makeup by Class 8 Miles Driven



Source: Statistics Canada

Hire Power

**CHART 3:** In the class 8 world, for-hire carriers run about 60 percent of all miles driven while making up just 45.3 percent of the truck population. Private carriers turn that around, operating about 25 percent of all class 8 trucks but only 13 percent of total miles driven. In the difficult year of 2009, the last for which data is available, private carriers fared a little better than for-hire carriers, registering a 14.3 percent gain in miles driven compared to three percent. Owner-operators show an 11.5-percent drop, a reflection of the fact that they're always the first trucks to be idled—long before company-owned vehicles—when the economy goes sour and freight becomes scarce.

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## By Peter Carter

**O**n Sunday, Sept. 2, 2012, country-and-western music fan and truck-repairman extraordinaire Charlie Dorner was in his own version of heaven.

With wife Brenda and sons Waylon and Charlie (Chaz) Jr., Dorner was at the Stockyards Music Festival in Fort Worth, TX., enjoying sizzling Texas sunshine, icy beer and some A-level country music. On the bill: David Allan Coe, Hank Williams Jr., and Merle Haggard, among others.

Two months later—on November 30—back home in Chatham, ON., Dorner found out what hell is like.

Waylon, the younger of his two boys, died in bed of a heart attack, at 32. The death came as a complete surprise. Waylon leaves one daughter, Jaelyn, 8.

“He was more than a son to me,” his father says, wiping his cheek with the back of his catcher’s-mitt-sized hand. “We were buddies. He was my partner.”

housed in the abutting property.

And since he opened for business, Charlie Dorner has loved fixing up the assortment of tractors, trailers and farm equipment that came through his door. And after the other guys in the shop had gone home, Charlie worked on his countless restoration projects. His property is a virtual museum of automotive and truck history.

But these days, Charlie will tell you, he is so deeply devastated by Waylon’s death, that on many days, he doesn’t want to go to work.

The only thing that gets him out of bed is a certain truck restoration project that got its launch—almost miraculously—back in Fort Worth, at that terrific concert.

Among the performers at that show was Shooter Jennings, son (and virtual clone) of the late superstar Waylon. Charlie Dorner might be Canada’s biggest Waylon Jennings fan.

He knows more Jennings trivia than probably some members of the singer’s family. One of the walls inside one of Dorner’s many workshops is papered in Waylon Jennings memorabilia.

# Charlie’s *PRIDE*

When Charlie Dorner works at restoring this 1966 Mack, he’s rebuilding a lot more than just an old truck.

Almost 1,000 visitors filed through the funeral home where Waylon was waked the following week and on the day of his funeral, a 20-rig convoy accompanied Dorner on his last ride, which went from the funeral home to Maple Leaf Cemetery.

For the past quarter century, Dorner Sr. has operated Charlie’s Place, a truck and farm-equipment repair shop in the heart of Ontario’s rich vegetable country. Waylon Dorner’s truck fleet was

After the concert was over, the Dorners were in the White Elephant, a musician’s hangout that Willy Nelson sometimes drops into.

“All of a sudden,” Dorner says, “My wife goes ‘Look! Isn’t that Shooter Jennings over at the bar?’”

Dorner and Waylon went over and introduced themselves. At one point, the younger Dorner told Jennings: “I was named after your dad.”



**LABOR OF LOVE:** Charlie Dorner’s Chatham, ON, garage overflows with rescued machines and artifacts, most lovingly restored to original—or better—condition.



**WAYLON DORNER:** A good hearted trucker and much loved by his good-timing friends.

Shooter was with his uncle Bo, Waylon’s youngest brother. The four men hit it off.

Talk turned to trucks and then to one rig in particular: the 1966 Mack that Waylon Jennings used to haul his equipment.

“I remember seeing it on the road back when I was driving,” Dorner says. “He [Jennings] had two Macks and three buses.”

The truck in question had a double-integral sleeper berth. The front part was for the driver. The rear was preserved for





**REFLECTING SIGN:** Dorner observes with a smile that this warning arrow accurately reflects the route his life has taken lately.



**BACK TO ITS ROOTS:** Every component is being stripped to its core before Dorner rebuilds the vehicle. He is media-blasting the rust and paint off the cab before painting and reassembling.



**A TRUCK NAMED MISS JESSI:** The Mack as it was delivered from Texas to Chatham. Jennings' wife Jessi Colter gave the singer this vehicle as a birthday present.

the precious steel guitar belonging to Jennings' steel-guitar wizard Ralph Mooney.

Dorner asked if Bo knew the whereabouts of the old Mack.

"I," Jennings said, "have it."

How much would he take for it, Dorner asked.

It wasn't for sale. Jennings said he had already turned down an offer from Jay Leno.

The following day, the two men met again and compromised. Jennings com-

missioned the Dorners to restore the Mack to mint condition.

So it followed that the Dorners returned to Texas a few weeks later to strap the Mack on to a flat bed and truck it back to Charlie's Place.

The deal was all done with a few signatures on a small scrap of paper.

Dorner says Bo Jennings' lawyer advised his client that there's little point drawing up a complicated business contract because,

as Dorner tells it, "he said 'once that truck's across the border and into Canada, it's as good as gone.'"

And then, Jennings' lawyer told Dorner: "I can't believe that truck is going to Canada. He [Jennings] don't trust nobody."

Bo Jennings, meanwhile, says "you get a good feeling about folks when you meet them and I got a good feeling about Charlie when I met him."

And just like Dorner's a big fan of Waylon's, Bo Jennings said if the musician were still alive, "He'd think the world of Charlie. Waylon would love this project. He'd be right up there in the shop in Canada watching."

Because this project is being done in honor of the two Waylons, the revitalization of the old Mack is the most painstakingly meticulous restoration Dorner has ever undertaken.

For instance, Dorner is repainting the original gold trim on the sleeper by his own hand. The original was 14-karat. And with every gentle stroke of the slender gold-tipped brush he thinks about his late son Waylon.

As Dorner says, "I've done a lot of restorations, but I never did one out of love before."

And finally, he said, "I've come to realize that if you don't love what you're doing, you shouldn't be wasting your time doing it. You never know when things might change." **TT**

**CHASING AWAY THE ANGLES:** All but gone today are the angular battery boxes and square-ish body panels that stick out into the wind and screw up airflow over the truck. The trend going forward will be toward smoother surfaces, with fewer obstructions. With Peterbilt, for example, door latches, grab handles, etc. are being molded into the body to reduce drag.



**MODEL TRUCKS:** Wind tunnels provide validation of the computer modeling and simulations. Even before the truck is built to full scale, clay and wood models give engineers clues about where to tweak the design to optimize aerodynamics. Western Star's 4900 FE shows decent airflow characteristics for traditional cab design.



# SMOOTH OPERATORS

*“Anything that kills bugs kills fuel economy.”*

Here are some bug-saving devices that will save you money.

**By Jim Park**

**W**ith most of the low-hanging aerodynamic fruit long ago plucked from the engineering tree, truck makers and their design teams are now actively exploring options that a decade ago started as scribbles on the proverbial bar room napkin.

It's all about the cost of fuel. With customers clamoring for ever more efficient trucks, few aerodynamic stones are left unturned. The slope-nosed aero trucks have been around for nearly 20 years, and each OEM offers variations on that theme—tempered more or less by the brand's signature shape. But an absolutely ideally optimized tractor frontal profile isn't likely to appear in an OE stable for many years, if ever, because you wouldn't be able to tell a Freightliner from a Kenworth.

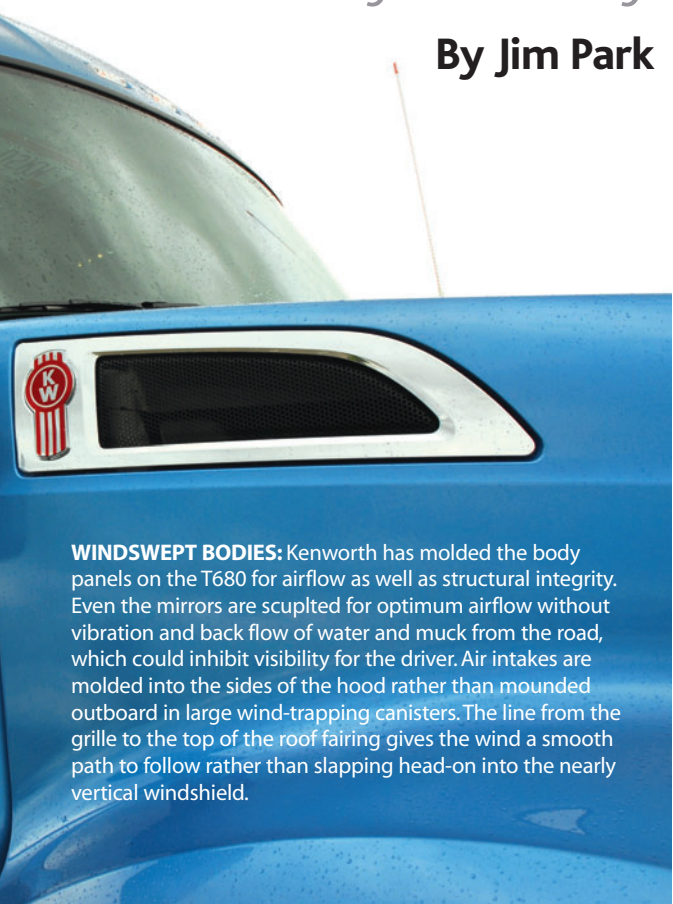
So the engineers hunker down over their CAD tablets and desktops, tweaking the corporate shape to the extent the brand managers will let them, and refining the basic shape of bumpers, mirrors and fenders to get the air sliding over the body with the fewest number obstructions.

As illustrated in our sidebar, “The Shape of Things to Come,” there's a clear relationship between the cost of fuel and the extent to which truck makers and truck users will tolerate or accept radical changes. Historically, the appearance and adoption of aero-add-ons such as slope-nose tractors, tractor side skirts, trailer skirts, etc. follows a trend-line very similar to the cost of fuel.

Truck operators take various approaches to improving fuel economy through aerodynamic improvements, and some leave a lot of money on the table by not taking a holistic approach to the spec'ing exercise. However, to some carriers, there are legitimate reasons not to adopt one enhancement or another, such as operating conditions, driver skill level, cost, maintenance issues, etc. Not everything will work perfectly for every application.

An owner-operator named Henry Albert, who is a fuel-economy fanatic (he regularly manages better than nine mpg (US) with his truck pulling 70,000-lb GVW loads) explains aerodynamics in a way few engineers would, but in terms anyone can understand. “Anything that kills bugs kills fuel economy.”

Keep that in mind next time you're spec'ing a truck.

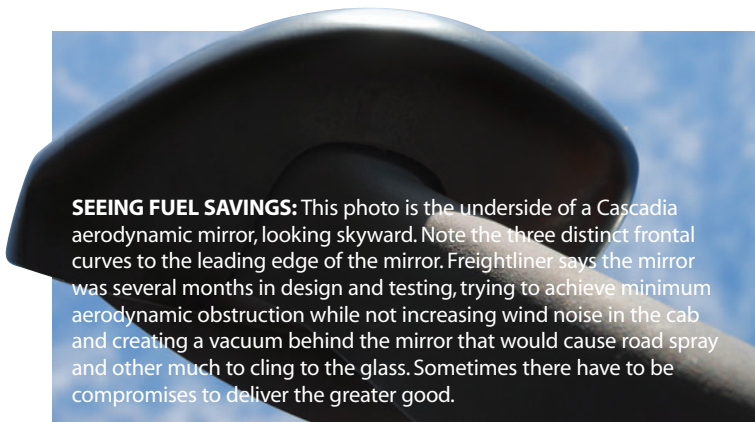


**WINDSWEEP BODIES:** Kenworth has molded the body panels on the T680 for airflow as well as structural integrity. Even the mirrors are sculpted for optimum airflow without vibration and back flow of water and muck from the road, which could inhibit visibility for the driver. Air intakes are molded into the sides of the hood rather than mounded outboard in large wind-trapping canisters. The line from the grille to the top of the roof fairing gives the wind a smooth path to follow rather than slapping head-on into the nearly vertical windshield.

## Smooth Operators



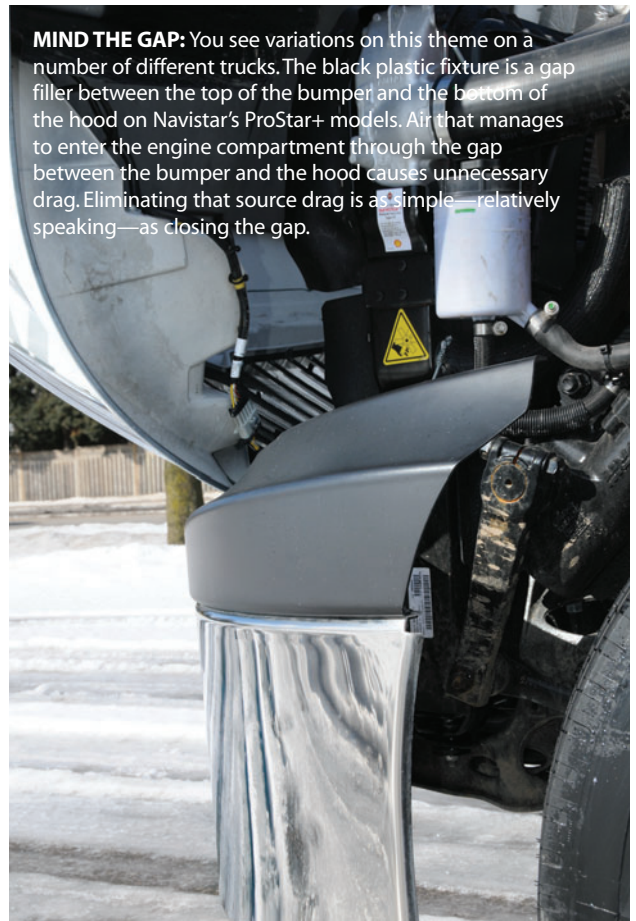
▲ **STREAMLINER:** Kenworth's Advantage tractor-trailer is a working concept vehicle engineered to produce optimum aerodynamics. This photo shows five design enhancements to the basic vehicle design: wheel covers, trailer side skirts, optimized cab-fairing extenders, trailer nose fairing, and optimized gap between the tractor and trailer. At the rear of the trailer is a trailer-tail drag reduction device. Also mostly unseen in the photo is the T680 tractor, which Kenworth claims is its most aerodynamic truck ever.



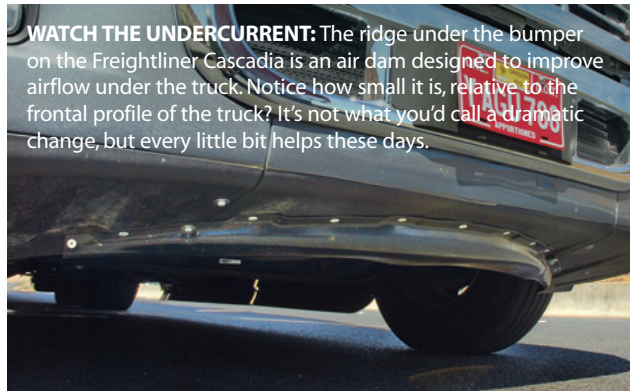
**SEEING FUEL SAVINGS:** This photo is the underside of a Cascadia aerodynamic mirror, looking skyward. Note the three distinct frontal curves to the leading edge of the mirror. Freightliner says the mirror was several months in design and testing, trying to achieve minimum aerodynamic obstruction while not increasing wind noise in the cab and creating a vacuum behind the mirror that would cause road spray and other much to cling to the glass. Sometimes there have to be compromises to deliver the greater good.



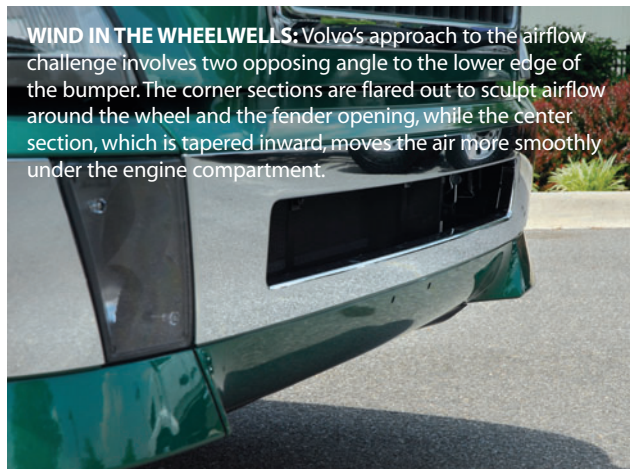
**WHAT THE WIND SEES:** The frontal profile of any truck is a combination of brand distinction and optimized aerodynamics. The wind doesn't distinguish between Mack or Volvo or Paccar. It sees an 8-ft wide, 12-ft high object coming at it at 65 mph. The truck designer that can get its truck moving through the air with the least amount of resistance wins.



**MIND THE GAP:** You see variations on this theme on a number of different trucks. The black plastic fixture is a gap filler between the top of the bumper and the bottom of the hood on Navistar's ProStar+ models. Air that manages to enter the engine compartment through the gap between the bumper and the hood causes unnecessary drag. Eliminating that source drag is as simple—relatively speaking—as closing the gap.



**WATCH THE UNDERCURRENT:** The ridge under the bumper on the Freightliner Cascadia is an air dam designed to improve airflow under the truck. Notice how small it is, relative to the frontal profile of the truck? It's not what you'd call a dramatic change, but every little bit helps these days.



**WIND IN THE WHEELWELLS:** Volvo's approach to the airflow challenge involves two opposing angle to the lower edge of the bumper. The corner sections are flared out to sculpt airflow around the wheel and the fender opening, while the center section, which is tapered inward, moves the air more smoothly under the engine compartment.

# THE SHAPES OF THINGS TO COME

Van-type semi-trailers are about the most inefficient aerodynamic shape imaginable—short of a parachute—yet there are some very compelling reasons to not mess with our brick-shaped bodies. Shippers like big rectangular boxes to fill with similarly shaped freight, so we'd have a fight on our hands if we tried something different.

But don't tell that to the Brits. At least two trailer manufacturers in the U.K. produce trailers with radically different shapes than the traditional van body. They claim the aerodynamic bodies yield a 10- to 11-percent improvement in fuel efficiency.

You see, truckers in the U.K. pay the equivalent of \$2.20 per liter, or almost \$8.40 per U.S. gallon for diesel fuel. While the aero design is radical by any standard, they got shippers to accept the change because the status quo was too costly. And, they actually gave shippers more interior space.

According to Richard Owens, group marketing manager for Don-Bur (Bodies & Trailers) Ltd. of Staffordshire, U.K., (see photo below) the "teardrop" roof profile of the trailer required some compromises, namely a lower rear floor and front section. The overall interior capacity is actually greater than a standard van.

"As we can't reduce rear opening, we need to get the rear floor down as low as possible to maintain the ideal shape," he says. "Most trailers in the U.K. run on



385/65R22.5 tires and we can get as low as [42 inches] off the ground. Fortunately, most dock heights are [47 inches] high, so the use of a standard suspension raise/lower valve can compensate for the difference."

Owens says in some cases, dock leveler ramps are needed, but he notes that it's a minor inconvenience given the savings accrued with the more aerodynamic shape.

Another design, The Cartwright Group, of Cheshire, U.K., patented the Fastback Cheetah model, slopes the

rear third of the roof downward in combination with fairings and flow shapers to sculpt airflow around the base of the trailer.

Owens says the door opening is the only restriction on what can go into the trailer. And since the door is the same size as a standard van, there's no penalty there. However, you can't load a full-height stack of freight on the back because the roof is a bit lower. "Any 'loose loaders' will benefit from the additional cubic capacity, such as clothing or parcels," he says. "On a few,

we even put a secondary deck inside [for a short section] so you can double stack pallets."

Owens says there has been considerable interest in the trailers globally, including an initial enquiry from Walmart (through Exel Canada).

They say necessity is the mother of invention. In this industry, it's cost. When the price of fuel gets high enough—say \$2.00 to \$2.25 per liter—we'll probably start seeing all sorts of changes to traditional trailer designs.

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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



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on the web at [todaystrucking.com](http://todaystrucking.com)



## SMARTWAY-VERIFIED RETREAD

MICHELIN HAS LAUNCHED THE X LINE ENERGY D PRE-MOLD RETREAD FOR FUEL EFFICIENCY

**Michelin Retread Technologies** says its new X Line Energy D Pre-Mold retread is SmartWay-verified. It's a drive-axle tread for linehaul applications, said to deliver "exceptional fuel economy with breakthrough levels of tread life and outstanding traction." And it's backed by a guarantee of 25% more mileage versus other SmartWay-verified drive retreads, the company says.

The new retread follows the August 2012 introduction of the X Line Energy D tire for highway applications and is the company's first dual casing retread offering. Its 'Michelin on Michelin' designation signifies "a premium retread that utilizes Michelin's most advanced designs and compounds," only available for retreading on Michelin brand casings.

Michelin has 10 total SmartWay-verified retreads to be submitted by the third quarter of 2013.

The Dual Compound tread has a top layer of tread rubber that's said to deliver enhanced wear resistance while the bottom layer incorporates a cool-running tread rubber that minimizes internal casing temperatures for low rolling resistance and extended casing life.

It's the first Michelin linehaul Energy drive dual retread to use Michelin's Matrix siping technology. The zigzag, grooved walls of the siping provide biting edges with interlocking action that are claimed to produce improved traction and even wear. The full-depth, teardrop siping feature extends late-life traction and improves tear resistance, the company says.

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



## GO-ANYWHERE WESTERN STAR

WESTERN STAR INTRODUCES 4700SB  
ALL-WHEEL DRIVE MODEL

**W**ESTERN STAR has introduced its new 4700 set-back all-wheel drive truck. Now available to order, the 4700SB AWD is made for construction and utility applications requiring a lightweight truck with off-road traction abilities.

Maintaining key attributes of the basic 4700 model, the new AWD truck features a 110-in. BBC—said to be shortest in its class—and a 42-degree wheel cut to enhance maneuverability on tight job sites.

The truck is engineered with premium, lightweight components suited for the rigors of vocational applications, the com-

pany says, including 16,000-lb front axles and 40,000-lb rears. It can also be spec'd with a half-inch, 3.2-million RBM single-channel frame rail that reduces weight while providing long-term durability.

The 4700SB AWD also features Western Star's body-builder-friendly design for ease of upfit and reduced body installation time.

Powered by a Cummins ISL engine, the 4700SB AWD features up to 380 hp and 1300 lb ft of torque and is equipped with an Allison 3000-series transmission. It can be spec'd with front or rear power take-off.

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

# HERE TO WORK AS LONG AS YOU DO



You deserve a vocational truck that puts in the same long hours as you do. According to Kevin Medford of Medford Trucking, drivers who get behind the wheel of the Cat® Truck with its CX31 automatic transmission quickly appreciate its shift-long comfort and productivity. "If they drive the truck, they'll like it and they'll buy it," he says. "We'll probably put six more or so in our fleet in the near future." That's because the Cat Truck combines ease of operation with the rugged durability you expect from Caterpillar—keeping your performance high 24/7.

**Learn more—and see how the Cat Truck is hard at work  
for Medford Trucking and others—at [DriveCat.com/testimonials](http://DriveCat.com/testimonials).**



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## PATENTED SEAT CUSHION

THE WONDERGEL CUSHION IS FOR PEOPLE WHO SIT A LOT, IN A DESK CHAIR OR TRUCK SEAT

No ordinary seat cushion, the WonderGel product uses patented 'Cell Buckle Gel' technology (CBGT), proven in the medical field and commonly used in trauma and burn units. New to Canada, it's distributed by **WellGel Products Inc.** out of B.C., operated by a former OTR driver, Stacy Hill. The American WonderGel company has been making Gel products for over 16 years, including Dr. Scholl's insoles, he says.

Made from an ultra-modern copolymer, the WonderGel cushion is said to provide comfortable support—for hours —while eliminating pressure spikes. It uses the principle of column buckling. As pressure increases, WonderGel columns buckle, distributing the weight to neighboring columns. This virtually eliminates uncomfortable pressure points, it's claimed.

It also provides immediate, continuous cushioning with no need to wait for foam to heat up or conform to your body every time you change position.

Four cushion models are available, ranging in thickness from 1 to 2.5 in. and in suggested retail price from \$49.99 to \$129.99. The 2-in.-thick 'Extreme' model at \$99.99 is said to be a favorite with drivers. Check the website for trucker specials.

Uniquely, in Canada the cushions come with a two-year warranty on manufacturing and workmanship defects and one year on the cover.

See [www.wellgel.ca](http://www.wellgel.ca)

## MACK TRANSMISSION FLUID

MACK LAUNCHES BULLDOG MDRIVE TRANSMISSION FLUID

**Mack Trucks** has introduced the Bulldog mDrive transmission fluid, SAE 75W-80, for its mDrive automated manual transmission. It's a fully synthetic, heavy-duty lubricant, formulated to meet the Transmission Fluid 97318 specification.

Mack says its key benefits include the 75W-80 viscosity grade that maintains the fuel economy benefits of the transmission through reduced viscous churn, smoother gear meshing, and easier

pumping and filtering. The high viscosity index is said to bring low-temperature fluidity for quicker starts, easy shifts, and reduced wear during cold start-ups while providing strong lubricating films at higher temperatures.

The lube is also said to have exceptional shear stability to maintain that viscosity and "outstanding" thermal durability and oxidation resistance to

protect against deposit formation, contributing to long seal life and extended oil-drain and service intervals. It's approved for up to 500,000-mile drain intervals.

The new transmission fluid is available in both five-gallon pails (P/N 9853-120550) and four, one-gallon jugs (P/N 9853-120551).

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


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## Product Watch

### HAZMAT HANDBOOK, ONLINE TOOL

J. J. KELLER UNVEILS NEW HANDBOOK AND AN ONLINE TOOL THAT HELPS IMPROVE HAZCOM/GHS COMPLIANCE

**J. J. Keller's** latest publication—*Hazmat Handbook: The Complete Guide for CMV Drivers*—is now available. Created exclusively for hazmat drivers, it provides answers to key safety and compliance questions.

As well, in order to eliminate confusion and make it easier for those dealing with chemicals to stay informed and compliant with the recently updated

U.S. standards, the company also created the HazCom Label Manager at [manage-hazcom.com](http://manage-hazcom.com).

Written by hazmat experts to serve as a take-along resource, the handbook covers essential information that ensures the safe transportation of hazardous materials. It provides best practices, practical how-to information and plain-

English explanations of complex and confusing hazmat regulations. It contains a complete overview of driver responsibilities and serves as both a training guide and a reference for every step from pick-up to post-delivery. The book includes FAQs in every chapter covering commonly asked questions.



The new Label Manager is a response to OSHA's alignment of the HazCom Standard with the Globally Harmonized System of Classification and Labeling of Chemicals (GHS). It means big changes for hazard

classification, labels and Safety Data Sheets, says Keller.

This new online tool offers: a free information center providing plain-English explanations of the latest HazCom news on regulatory changes; label wizards guiding users through the creation of compliant GHS, NFPA and HMIS III labels. Users can purchase

blank label stock from J. J. Keller to print labels on their office computers, or submit labels online for Keller to print and ship to them.

See [www.managehazcom.com](http://www.managehazcom.com) and [www.jjkeller.com](http://www.jjkeller.com)

### TRANSMISSIONS BY EATON, NAVISTAR

THE TWO COMPANIES PARTNER ON NEW ULTRASHIFT PLUS LINEHAUL TRANSMISSIONS

**Eaton** has launched a new family of UltraShift Plus transmissions designed exclusively for Navistar to maximize fuel efficiency in linehaul applications. Co-released by the two companies and available now, the new 16-speed direct-drive automated mechanical transmissions are designed with a small 17% step between gears to optimize time in a diesel engine's most efficient RPM zone and to help reduce fuel consumption.

The new UltraShift Plus LSE (Linehaul Small-Step Efficiency) is in production now, initially paired with Navistar's proprietary MaxxForce 13-liter SCR engines



# THE POWER TO

in International trucks, to be followed soon with Cummins ISX15 engines.

Fleets involved with testing the new transmissions have reported fuel economy improvements from 2 to 4%, says Eaton.

The new UltraShift Plus LSE transmission has 16 forward gears and two reverse gears, with an overall ratio of 14.40. The standard warranty is five years/750,000 miles for the transmission and three years/350,000 miles for the clutch. These transmissions use an electronic clutch actuator to provide faster shifting and smoother engagement. The clutch is fully engaged at idle, giving the driver control in challenging situations like parking lots and loading docks.

UltraShift Plus safety features include auto neutral and Intelligent Hill Start Aid, which prevents roll-back and roll-forward while launching on grades using the truck's foundation brakes. Automatic, manual and low modes offer drivers full control.

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

## HINO'S 195 GETS AIR

HINO SHOWS AIR SUSPENSION  
MADE BY LINK FOR MODEL 195



**Hino Trucks** announced a new air suspension designed exclusively for model 195 trucks at the ExpoCam show in Montreal last week. It will not be available on other Hino models.

Designed by Link Manufacturing, the tidy installation consists of a 12-volt compressor (the 195 doesn't have air brakes), dual air bags, and a magnetic height-control sensor that balances frame height according to load. Cost of the new suspension will mean an upcharge of about \$3500 or less.

Look for it in dealerships late this summer.

See [www.hinocanada.com](http://www.hinocanada.com) and [www.linkmfg.com](http://www.linkmfg.com)

## FORD F-650 ON PROPANE

ROUGH CLEANTECH READIES PROPANE-FUELLED FORD F-650

**Rough CleanTech** says it's now taking orders for the new multipurpose **Ford F-650** chassis-cab with a propane fuel system, production beginning in October. The truck has a GVWR rating up to 30,000 lb, with the same horsepower, torque, and towing capacity as the gasoline model.

The company says the truck suits fleets

*Continued on page 56*



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“We specialize in heavy hauling - if it is over-weight, over-width, over-height, over-length, we handle it. In the past year and a half we have purchased 16 Volvos - D16s and D13s - heavy spec'd day cabs and long haul sleepers. Our drivers like the power and tell us the D16 pulls 150 tons smoothly and '60 tons like it's not even there'. All our Volvos have I-Shift too. Of all the transmissions out there, we've found it to be superior.”

Don Anderson, Chairman  
Don Anderson Haulage Limited

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# TAKING STOCK OF FUEL

— By Bob Tebbutt

When designing a portfolio, an individual should consider three types of investments.

Clearly interest-rate certificates should make up a major part of the portfolio, if you want steady income.

However, if you're looking for capital growth, a larger part should be stock-market investments, although the growth will depend on how successful the corporation is in developing new lines or building on its already profitable base.

The third line: commodities. This should only be a maximum of 15 percent of one's net worth, as it is high leverage. But with a requirement of only 10 percent of the value of the commodity as a good-

faith deposit, a 10-percent increase in value of a specific commodity can double one's investment.

However, gold has fallen from a high of over \$1,900 in August, 2011, to a low last week of about \$1,300. This despite Iran's truculence, Syria's war, Europe's financial condition, the Boston Marathon bombings and an alleged terrorist attack on a VIA train.

Any of these should cause investors to flee to gold, but as you see gold has dropped steadily and in fact plunged when the Chinese announced that its GDP was only (only!) 7.7 percent.

In contrast, the rest of the commodity markets have moved sideways. Diesel has ranged between \$2.65 and \$3.25 since January, 2011,

while crude, in the last nine months, has had a very narrow range of \$86 to \$97. All of the grains, sugar, coffee, cocoa, copper and base metals have traded in similar patterns.

Lumber has been strong. It has risen by 150 percent since January



2009 when it traded at \$140 even though the annualised rate of housing starts is still 25 percent average. There are also many mills supplying

wood to a market with the highest prices since 2004. That's cause for concern.

One positive-looking market is natural gas (NG), with North America in a glut situation with restricted export facilities to ship to the rest of the world where prices are four to five times U.S. prices.

Since May, 2012, North American natural gas prices have risen from under \$2 to over \$4.25, a gain of 109 percent.

As well, buyers and sellers of natural gas for delivery over the next 12 years have put as much as a 60-percent premium over that period, clearly signalling that NG is going to rise as the exports start to develop.

*Bob Tebbutt is a partner with Armour Asset Risk Management Ltd. Today's Trucking does not provide personal investment advice, brokerage services or manage money. You should contact your broker or investment advisor before making any financial decision based on the information provided to all subscribers.*

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## PARTNERSHIPS PROMOTE NATURAL GAS

**V**olvo and Mack have linked up with Shell to collaborate and co-ordinate activities supporting the wider use of liquefied natural gas (LNG) as a fuel for heavy-duty commercial vehicles. It's a formal agreement, not a handshake deal, and it's global. The agreement will include collaboration on issues like fuel specs and emissions performance, as well as general sharing of knowledge and experience.

"Customer interest in natural gas as a heavy-duty truck fuel will only continue to grow," said Göran Nyberg, president of Volvo Trucks North America. "We plan to introduce our own Volvo LNG-fuelled engine in 2014, and this agreement is part of our effort to collaborate with various stakeholders to ensure that the market is supported with the necessary infrastructure."

The proprietary Volvo 13-liter LNG engine's advanced high-pressure diesel ignition technology will provide significant fuel efficiency gains compared with spark-ignited natural gas engines, the company says, making it a viable solution for long-haul trucking applications.

The company currently offers a natural gas-powered option for the VNM daycab, and will offer a natural gas-powered version of the VNL daycab beginning later this year. Both models use spark-ignited engines.

Mack is also part of the Shell agreement, of course, and began offering a natural gas-powered TerraPro refuse vehicle (photo above) back in 2009, "when it became clear that natural gas was a viable heavy-duty truck fuel for closed-loop applications."

The company also recently delivered its first natural gas-powered Pinnacle model, offering an LNG solution for on-highway



applications. Mack has also announced plans to launch a natural gas-powered Granite for the construction segment in 2013.

Like the Volvo VNM and VNL, these models will be equipped with the Cummins Westport ISX12G spark-ignited engine, which can run on LNG as well as compressed natural gas (CNG).

### Another partnership sees Westport and Clean Energy

in a co-marketing program that aims to help trucking customers get on the natural gas bandwagon. To encourage the use of natural gas vehicles and the establishment of fueling infrastructure across North America, the companies will bundle the Westport LNG tank system—optimized for use with the Cummins Westport ISL G or the

new Cummins Westport ISX12 G engines—and a long-term fuel contract with Clean Energy in a package for qualified customers.

The partners say the program is designed to deliver "an attractive payback" for customers and help establish a strong market for natural gas trucks with additional LNG fueling stations.

Clean Energy says it has already completed 70 natural gas fueling stations as part of America's Natural Gas Highway, which will allow long-haul trucks to travel across all major corridors through the U.S., and has more stations in development, though none in Canada as of yet.

The Westport LNG tank system is available in limited quantities for customer trials, and can be ordered now with commercial quantities available in September. It operates on either cold or warm LNG and is expected to provide customers with the ability to fuel even the largest spark-ignited engines on a single 120-gal tank, delivering extended range and hold times while operating on cold LNG.



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## Product Watch

running cylinder delivery trucks, dump trucks, boom cranes, box trucks, snow plows, spreaders, and propane bobtail delivery vehicles, among others. At half the cost of diesel and with virtually no particulate emissions, says Roush, fuelling with propane autogas offers valuable benefits.

It comes in two tank-size configurations: for trucks equipped with non-

skirted bodies, there's a fuel-tank package that will provide an 80-useable-gallon fuel capacity; a tank package for skirted bodies will feature approximately 45 useable gallons. The dual-saddle-tank design features a single refueling point, replacing the gasoline tank location.

As well as fuel-cost savings, operating on propane instead of diesel also removes the complexity and cost of diesel exhaust

fluid and other aftertreatment measures. Over a 200,000-mile lifecycle, Roush claims a typical fleet can expect to see savings of \$50,000 or more in fuel costs with the propane-powered F-650.

A Tier 1 supplier, ROUSH CleanTech is the first and only Ford Qualified Vehicle Modifier (QVM) manufacturer offering dedicated propane fuel systems. Ford offers a full line of commercial vehicles prepped from the factory with gaseous-fuel-ready engines, from the F-250 through F-650, and E-150 through E-450. Ford's gaseous-fuels prep package includes hardened valves and valve seats for improved wear resistance and durability. The warranty remains intact when installing fuel systems from manufacturers with the Ford QVM designation.

See [www.roushcleantech.com](http://www.roushcleantech.com) and [www.ford.ca/medium-duty](http://www.ford.ca/medium-duty)

### P & D TIRE

GOODYEAR LAUNCHES TIRE FOR PICKUP-AND-DELIVERY APPLICATIONS

**Goodyear** has introduced an updated tire for pickup-and-delivery applications – the 19.5-in. G661 HSA – that's said to help deliver long miles to removal and scrub resistance.

The Goodyear G661 HAS 19.5-in tire sports a multi-compound layered tread construction designed to help extend tread life; up to 18/32nds tread depth; a high-scrub compound and robust sidewall to help provide premium performance in tough service applications; three-belt construction with penetration protectors to help resist cuts and punctures for enhanced toughness and long casing life; and the company's 'Tredlock Technology', which features interlocking microgrooves to stabilize the tire's tread in order to help deliver high mileage.

The G661 HSA is available in size 245/70R19.5, load range G. Another size, 225/70R19.5, also load range G, will be available in July.

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



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## KENWORTH CELEBRATES 90 YEARS

The Seattle-based truck-maker tells us that during its early years it was said that “Kenworth engineers wear muddy boots.” The company is celebrating its 90th birthday in 2013 and says the slogan still applies.

“The ‘muddy boots’ name symbolized that Kenworth engineers and salespeople weren’t afraid to go in the field, crawl under trucks, and get dirty,” says Alan Fennimore, the company’s present-day vocational marketing manager. He adds that things haven’t changed.

According to Kenworth’s early archives, its engineers had earned a reputation for solving problems in the field, often driving trucks or inspecting them in the middle of a muddy road for signs of failure. John Holmstrom (chief engineer in those early years and later the company’s general manager) would routinely visit logging sites, crawling underneath vehicles and making notes on how to improve truck design to better withstand the tough conditions.

Vernon Smith, who began a 30-year career as Kenworth’s vice president and sales manager in 1923, traveled to Hawaii in the mid-1930s and trod through muddy sugar cane fields in search of new business (see photo).

“Smith found that sugar cane was being hauled by rail over temporary tracks laid in muddy fields,” according to Fennimore.



“He told the plantation owners that Kenworth engineers could come up with a better solution—gas-powered, high-load-capacity, six-wheel-drive cane trucks—quite a feat for that era. He got the order on the promise and within 10 years, Kenworth trucks were being used in 13 of the 14 sugar plantations.”

Aiming to maintain and continue that tradition, Kenworth runs what it calls the Muddy Boots Academy, an intensive three-day training course for dealer salespeople. It prepares them to work with customers in vocations ranging from quarries and mining to construction and heavy haul. The salespeople learn more about customers’ vocational and equipment needs, and are updated on various regulatory restrictions. As Fennimore says, it’s not about selling skills these days, rather about the knowledge that salespeople bring to the table.

## TRP PARTS CATALOG

CATALOG FEATURES CROSS-REFERENCE TOOL AND FAB SHEETS FOR ALL-MAKES TRP PARTS

The new 2000-page TRP Parts Catalog features the full line of all-makes after-market parts for trucks and trailers—buses, too. It’s said to make parts research easy and intuitive so that searches can be done quickly and efficiently. It’s organized into 15 sections including brakes, drivetrain, HVAC, lighting, and steering. The TRP website includes each of the individual sections available for download, plus separate catalogs for trailer and bus parts.

An index and table section provides an easy-to-use reference tool for managers and operators to quickly locate a part in the catalog by part number or product description. The catalog also features cross-reference



tables to help match the TRP part number with the correct corresponding part number from the OEM or parts manufacturer.

It can be obtained from a Kenworth or Peterbilt dealer or downloaded from [www.trpparts.com](http://www.trpparts.com) in a fully illustrated electronic format.

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

## SEVEN-YEAR WHEEL ENDS

STEMCO ANNOUNCES TIRE-INFLATION AND LIGHTWEIGHT WHEEL-END PACKAGES

Stemco now offers two new seven-year wheel-end packages, one featuring a tire-inflation system and the other sporting light-weight components. Both provide a seven-year limited parts and labor warranty by simply adding select components to the company’s existing five-year Platinum Performance System Plus offering.

The Tire Inflation package guarantees the life of the Aeris Automatic Tire Inflation system, Guardian HP or

Discover Seal, Pro-Torq axle fastener, Sentinel hub cap, and Stemco bearings for up to seven years.

The Light Weight Performance package guarantees the life of the Stemco CentriFuse drum-and-hub assembly, Stemco Crewson automatic brake adjuster, as well as the wheel-end products stated above for up to seven years as well.

The packages provide premium long-life products that work together as a system to ensure performance, says Stemco. They’re said to lower operating costs, reduce downtime, and increase revenue by keeping tires properly inflated and reducing weight by up to 150 lb per tandem-axle trailer.

The newly designed Guardian HP seal and Stemco-manufactured precision bearings are said to allow the company to move from a five- to seven-year warranty on wheel-end components based on major improvements in reliability and durability.

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

## Product Watch

### AFTERMARKET CLUTCH PARTS

TRP INTRODUCES NEW ALL-MAKES LINE OF CLUTCH REPLACEMENT PARTS

TRP's lineup now includes a new all-makes line of clutch replacement components including clutch brakes, pilot bearings, release yokes, and installation kits that are said to meet or exceed OEM standards.

Among the components offered are hinged locking clutch brakes and high-temperature pilot bearings that withstand hotter temperatures. The hinged clutch brakes, including torque limiting and two-piece clutch brakes, are available in 1 3/4-in. and 2-in. sizes.

The purpose of the clutch brake is to slow down or stop the transmission input shaft from rotating when the



TRP clutch brakes

clutch pedal is depressed, explains TRP. With hinged locking brakes, truck operators can replace worn or damaged units without the added expense of removing the transmission.

TRP also offers standard pilot bearings and high-temperature pilot bearings for high-torque engines that operate at low RPMs and higher temperatures, such as loggers and heavy haulers. The pilot bearings come in 2.833-by-1.179-in. and 2.440-in.-by-.985-in. sizes.

TRP retailers include Kenworth and Peterbilt dealerships.

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

### KW, PETE GET ETRAC

BENDIX ETRAC AUTOMATED AIR-PRESSURE TRANSFER SYSTEM OPTIONAL ON 6X2 TRUCKS

The **Bendix eTrac** automated air-pressure transfer system for Bendix ABS-6 braking systems with automatic traction control is now available as an option on 6x2 class 8 tractors and trucks from both Kenworth and Peterbilt. The system helps drivers of 6x2 vehicles automatically overcome low-traction events, enabling fleets to swap more of their 6x4 trucks with lighter-weight 6x2s, saving approximately 500 lb.

The eTrac system fully automates the traditional manual air-pressure transfer process. Unlike a manual system, eTrac can respond in fractions of a second to a low-traction situation, offering real-time adjustment. When added to Bendix Smart ATC (automatic traction control), eTrac automatically engages and disengages—without driver input—the vehicle's air-bag pressure-transfer system during low-traction events. The system transfers pressure from the undriven axle to the driven axle automatically.

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## Product Watch

When the eTrac system engages, it automatically evacuates air-bag pressure, dropping the nose of the trailer. The resulting extra forward weight on a 6x2 tractor helps compensate for the lack of a second drive axle to deliver traction that's comparable to a 6x4 tractor in many situations, says Bendix.

The system provides protection against drivetrain damage by automatically disengaging after a low-traction event is complete or when the vehicle's speed exceeds 25 mph. The system also allows for semi-automatic activation at speeds below 10 mph, or when a vehicle's ATC mud/snow switch is enabled.

The eTrac system will be available on the Kenworth T660, T680, T800, and W900 and on all 6x2 class 8 models from Peterbilt in May.

See [www.bendix.com](http://www.bendix.com),  
[www.kenworth.com](http://www.kenworth.com), and  
[www.peterbilt.com](http://www.peterbilt.com)

## MACK'S LATEST MP8

MACK ADDS POWER, FUEL EFFICIENCY WITH NEW MP8 ECONODYNE+ ENGINE **Mack Trucks** introduced the newest generation of the Econodyne engine family at Mid-America. The MP8 Econodyne+ aims at on-highway customers who want more muscle, and the 13-liter engine delivers 505 hp with 1,860 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 rpm reach 1,300, 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.

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

## REEFER AND AN APU

THERMO KING LAUNCHES TRIPAC EVOLUTION AND TRUCK T80 SERIES

**Thermo King** showed off its new TriPac Evolution auxiliary power unit and Truck T-80 Series refrigeration unit at the recent Mid-America show, as well the new CargoLink Wireless Fuel Sensor that's said to provide improved fuel-level monitoring.

The new T-80 Series truck temperature control platform is an addition to the T-Series range that's claimed to lower fuel costs by up to 20%. It incorporates an EPA/CARB-compliant engine, QuickTemp Control, and enhanced drive-belt systems that are said to reduce run time and simplify maintenance. SmartPower electric standby reduces operating costs by up to 75%, Thermo King says.

Thermo King says it's the first and only APU to receive CARB certification for the diesel particulate filter on its 2013 less-than-25-hp TriPac Evolution APU. Its engine has achieved EPA and CARB certification on its own.



The new APU, which can be ordered in May for shipment in July, meets Tier IV EPA final regulations requirements while sporting new and patented technology to improve performance and efficiency. Its software can be customized to enhance the customer's operating profile.

The APU also features an extended maintenance interval of 1500 hours, an updated flash-loadable control system, improved service access, and a new control system to diagnose any issues accurately.

The new CargoLink Wireless Fuel Sensor, an enhancement to the existing CargoLink wireless system which can be used to manage door position, provides improved fuel-level monitoring, minimizes installation time, and eliminates wire failure, says Thermo King. Available in June, it features an enclosure designed to IP69K standards to survive harsh use. The sensor also features a long signal range of 500 ft.

When used with Thermo King TrackKing telematics, the fuel sensor provides fast reporting on fuel-loss events, even when the refrigeration unit is off. Because the system is wireless, it can be quickly installed. The sensor can be replaced or upgraded without removing the fuel tank.

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

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PRINCE GEORGE	131.7	0.2	98.7
KAMLOOPS	131.9	0.0	98.9
KELOWNA	132.3	-0.4	99.3
FORT ST. JOHN	135.4	-0.3	102.3
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	116.7	1.1	98.1
RED DEER	116.6	-1.3	98.0
EDMONTON	115.4	0.0	96.9
LETHBRIDGE	118.9	0.3	100.2
LLOYDMINSTER	114.6	0.0	96.1
REGINA *	121.2	-0.5	96.4
SASKATOON	121.5	-0.4	96.7
PRINCE ALBERT	124.2	0.0	99.3
WINNIPEG *	122.1	-1.6	98.3
BRANDON	119.7	-1.8	96.0
TORONTO *	118.9	0.8	86.9
OTTAWA	125.4	-1.0	92.7
KINGSTON	120.9	-2.0	88.7
PETERBOROUGH	119.5	-0.9	87.4
WINDSOR	116.9	-0.8	85.2
LONDON	118.1	0.5	86.2
SUDBURY	123.2	-1.0	90.7
SAULT STE MARIE	122.4	-2.3	90.0
THUNDER BAY	130.9	1.0	97.5
NORTH BAY	120.2	-0.3	88.1
TIMMINS	126.6	-1.9	93.7
HAMILTON	119.9	-0.8	87.8
ST. CATHARINES	118.4	0.0	86.5
MONTRÉAL *	133.9	0.0	92.3
QUÉBEC	133.9	0.0	92.3
SHERBROOKE	133.9	0.5	92.3
GASPÉ	133.9	0.0	96.1
CHICOUTIMI	132.9	0.3	95.2
RIMOUSKI	133.4	0.0	93.7
TROIS RIVIÈRES	133.9	0.0	92.3
DRUMMONDVILLE	132.9	-2.0	91.4
VAL D'OR	132.4	-1.5	94.8
SAINT JOHN *	127.3	2.4	89.4
FREDERICTON	127.6	2.3	89.7
MONCTON	127.3	1.8	89.5
BATHURST	129.9	2.3	91.8
EDMUNDSTON	127.7	-0.8	89.8
MIRAMICHI	129.0	2.4	91.0
CAMPBELLTON	129.1	2.4	91.0
SUSSEX	126.3	1.1	88.6
WOODSTOCK	129.5	2.2	91.4
HALIFAX *	122.4	0.1	87.1
SYDNEY	125.9	0.0	90.1
YARMOUTH	125.0	0.0	89.3
TRURO	124.0	0.7	88.5
KENTVILLE	123.9	-0.1	88.3
NEW GLASGOW	125.1	0.0	89.3
CHARLOTTETOWN *	132.4	-0.3	91.9
ST. JOHN'S *	129.7	1.7	94.3
GANDER	126.8	-0.7	91.7
LABRADOR CITY	140.0	3.4	103.4
CORNER BROOK	131.0	2.3	95.4
CANADA AVERAGE (V)	124.2	0.6	93.1

Updated prices at [www.nijevinc.com](http://www.nijevinc.com) • Prices as of May 7, 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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## Product Watch

### SEAL FUEL-TANK RUPTURES

RUPTURESEAL, A CANADIAN'S PATENT-PENDING TOOL THAT MEANS EASY LEAK REPAIRS

Saddle-tank ruptures or other liquid-tank discharges in the trucking industry are so common that a former Canadian police officer and volunteer firefighter felt the urge to find a solution. And now there's a new patent-pending technology that's been designed specifically to stop leaks while protecting the environment and your bottom line.

The RuptureSeal is a handheld device that is inserted into the rupture and is claimed to seal the leak in seconds. It consists of a steel pin inserted into the tip of a nylon locking tie. The tie goes through a semi-spherical ball of specially formulated silicone that sits in a nylon cap. The locking mechanism is incorporated into the cap. At the other end of the tie is a "T" handle.

The RuptureSeal is said to be an "incredibly easy" product to use: with



one hand you flip the pin from the perpendicular position so that it's parallel to the tie, insert it into the rupture, and with the other hand hold the plug in the rupture; with your free hand you pull on the handle until the clicking stops. The silicone is compressed into the rupture and takes its shape whether it's smooth or uneven.

**Glenn Cox**, the inventor of the RuptureSeal, responded to a tanker accident with diesel fuel leaking from a 2-in. rupture several years ago on Vancouver Island, but found that neither the police

nor the fire department had anything to stop the leak. Provincial environment officials arrived more than two hours later, he says, and plugged the hole with putty and a piece of plywood that was propped in place with a shovel. That was more than 15 years ago but Cox realized in 2009 or so that leak-sealing technology had not advanced in the meantime. So he invented the RuptureSeal, predominantly to meet the specific needs of first responders, but it has an obvious place in trucking shops and maybe trucks themselves. Canadian users include Wes Armour of Armour Transport and Donnie Fillmore of Atlantic Pacific Transport, Cox reports.

The RuptureSeal has actually been sold in Canada since early 2012 and is now sold in the spill response industry in 33 countries around the world. In February of 2013 it was introduced into the recreational marine market for sealing through-the-hull ruptures in boats.

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

## YOU CAN'T GET THERE FROM HERE

### Winning a Hat Your Cup of Tea?

Our military-style cap is off to everybody who recognized last month's mystery location. The medieval-styled Bay Street Armory that dates back to the First World War is in downtown Victoria, B.C. To the first 10 readers who i.d. the landmark, we award a dandy **Today's Trucking cap**. By press time, the following drivers proved their eagle-eyedness: Garry Clark, of Beeton, ON., Glenn Armstrong of Victoria, and Barry Tetz, of Beiseker AB.

Penner LCV Driver David Henry sent us this month's photo. If you know where it is, contact Jason Rhyno at:



**May Answer:**  
Bay Street Armory,  
Victoria, B.C.



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By Peter Carter

# Peter's Sliding Rules

## The things you can learn from an obsolete tool.

**W**oman on the phone last week: "You wanna buy a what?"  
Me: "A slide rule."  
Her: "What's that?"

Me: "It's an instrument people used before calculators. To do complicated math stuff."

Her: "I've never heard of such a thing."

Did I mention that she was working in a university bookstore?

I phoned another university. Same response. That clerk didn't know what a slide rule was, either.

On a third try, after the bookstore couldn't help, I got transferred to the computer-science department.

The telephone-answerer didn't know about slide rules, but then added, "Wait. I see an engineer in the hall. I'll see if he can help."

No luck.

I thought, "This is what my grandmother went through when nobody knew how to use her wooden crank telephone." I've also seen young people stymied by the old dial phone we have in our living room.

I wanted the slide rule as gift for my nephew. My sister Norma's son Peter Fairman just earned his PhD in biochemistry from the University of Ottawa. (In our family now, PhD means "Pete Has Doctorate." Pete himself prefers "Permanent Head Damage.")

Last Friday at work I was bragging about him and wondering about a suitable present.

Simon Blake, editor of our sister magazine, the highly respected *Plumbing & HVAC*, came up with the brilliant slide-rule idea.

He also said he'd check kijiji and eBay. Less than five minutes later, he hit pay dirt. (Or should that be PayPal dirt?) There were dozens available on line.

But I am all about instant gratification. I wanted a slide rule now. So I called the universities.

When I told Associate Editor Jason Rhyno about my quest, he suggested Gadabout, a quirky collectibles joint in the east end of the city.

Success. Not only did the Gadabout woman know what slide rules were; she had two.

She said they were both mint: the little sliding plastic clip was still intact, you could see all the numbers and lines and the slide rules' rulers still slid.

In other words, they were getting on but in working order. Like me.

After work, I whipped across town to take possession of this miraculous little gadget, which consists of three simple parts, no-batteries-required. With this machine (and a bunch of other knowledge) you could do all the calculating you need to build a new Windsor-Detroit Bridge. Or pass a first-year engineering exam.

Of course I don't even know how to hold a slide rule, much less employ one. I was very bad at learning math.



But other lessons, like the ones I picked up during my slide rule hunt, I learn daily.

For one thing, the more difficult the slide-rule was to get, the closer it got to being the perfect gift.

The harder it is to put your hands on something, the more desirable it becomes.

Wives of course have always known this.

The late Steve Jobs, who my friend John O'Callaghan once called "an over-rated toy-maker," made billions using scarcity as a selling tool.

Which brings me to this: I'll take my MacBook over a slide rule any day.

Perhaps there's something slightly reverential about an elite group using slide rules to calculate volumes and maybe densities but their calculations weren't any better than the ones Dr. Peter did on his PC in his lab. And they took a lot longer.

There was something elegant and dignified about the work early monks did, too, back when priests were the only people who could read and write.

But I prefer mass education to educating just the guys who say Mass.

The fact that more drivers, welders and cops have degrees these days has to change the way you think about them.

Finally, when I talked to the Gadabout lady about those old slide rules, which probably date back to the 1960s, she mentioned that they were made in China.

Some things never change. **TT**

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