

ALTERNATIVE FUELS:

Volvo's new DME comes from "pretty much anything," Pg. 8

Volvo's
Alternative
Fuel Manager
Ed Saxman



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The Business Magazine of Canada's Trucking Industry

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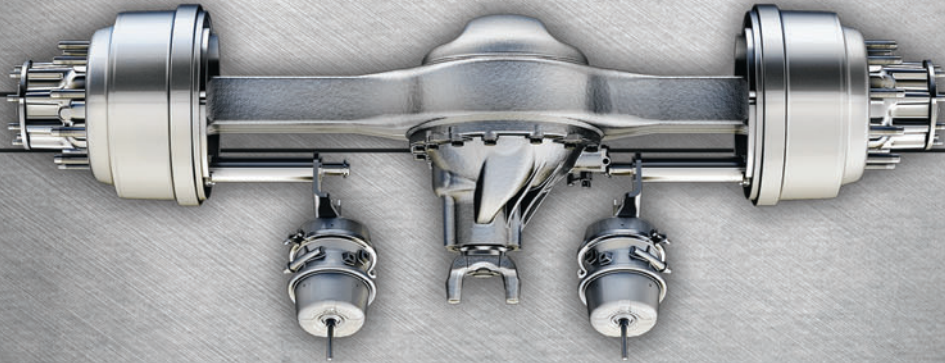
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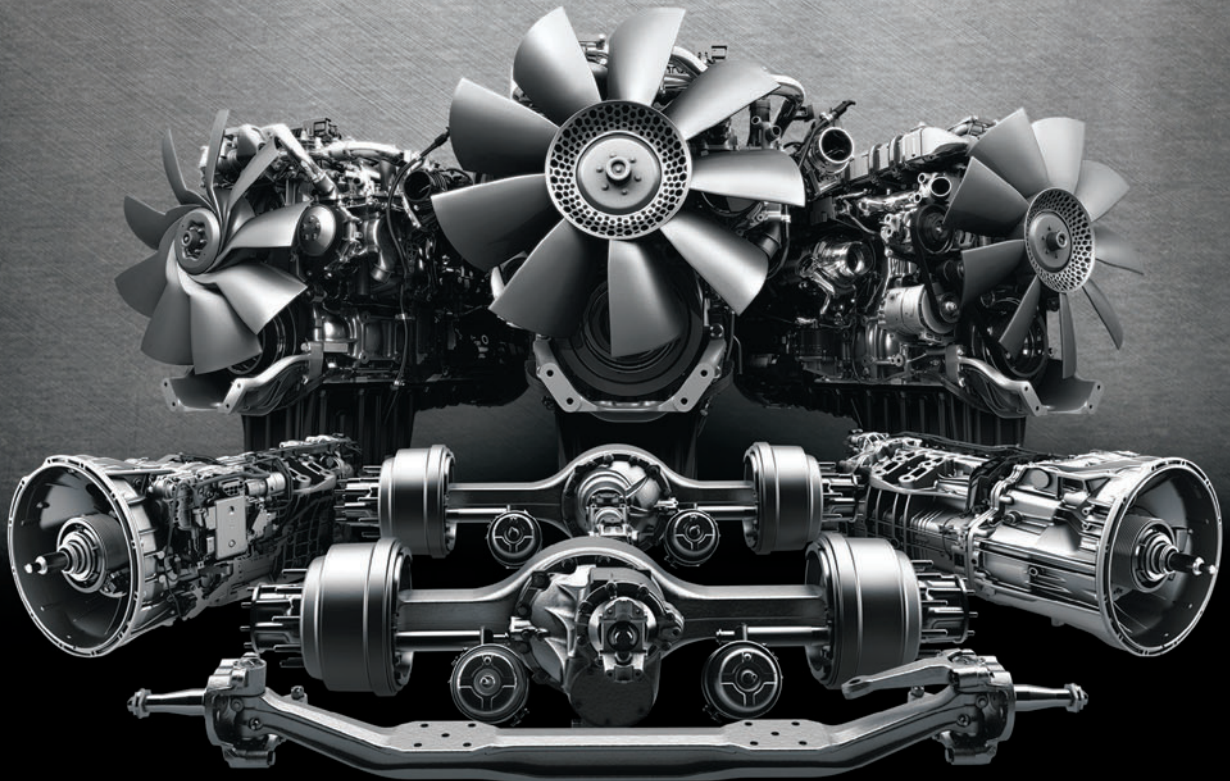
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson
Award Winner**



Calculating Risks

Re: "Peter's Sliding Rules" June, 2013

I agree with you that it's great that "more drivers, welders, and cops have degrees" but I'm not so sure it's because of calculators and computers. I think there's been a growing awareness that education can teach you to think, not just regurgitate facts, and thinking has no class or subject-matter boundaries.

However, this is not a scientifically derived statement. It's more seat-of-the-pants thinking at its minimal best.

There is one aspect of calculators/computers-as-evolution that you might want to integrate into your thinking, on a serious note.



Calculators are dumber than square posts, just as slide rules were. But they, and their big brothers (computers), have this aura of wonderfulness because of their speed, and the ability to appear very, very precise in complex calculations by having 17 digits to the right of the decimal point.

But precision is not accuracy. The latter comes from good thinking. Only. A very precise garbage answer is still garbage.

Slide rules forced the concept of "significant numbers" on anyone using them. You might be calculating some arcane thing with quantities that were measured in millions, but you were only going to be able to define the first three digits at the left hand edge, and you had better keep track of where the decimal point was because the slide rule wasn't going to do it for you. What this gave us "antiques-on-legs" is a sense of proportion which is missing in the general populace, and the media.

And that sense of proportion is way more useful and important than any amount of precision in most of our lives.

Food for thought?

— **Bill Wallace, Malahat, B.C.**

TODAY'S TRUCKING GETS TURBOCHARGED

The magazine you're reading just boosted its editorial horsepower and your trucks will be better off because of it.

Newcom Business Media Inc, the company that owns **Today's Trucking**, has announced an editorial partnership with an American publishing company called **Bobit Business Media**. Among other products, Bobit publishes an American version of *Today's Trucking* called **Heavy Duty Trucking**.

What does this mean to you? It means *Today's Trucking* and *Heavy Duty Trucking* now have access to even more of the finest trucking and transportation journalism on the continent.

Both *Today's Trucking* and *Heavy Duty Trucking* are leaders in their markets and together they could paper your shop walls with their wide assortment of journalistic writing awards. And it's all done with you, the reader in mind.

The relationship is not, in fact, new. *Today's Trucking* and *Heavy Duty Trucking* have been editorial partners in an unofficial way for more than two decades.

"This agreement just cements a relationship going back 25 years," *Today's Trucking* Publisher Joe Glionna says. "And it's a sign we're truly in touch with the people who read our magazine. We know more than half our readers have cross-border activity."



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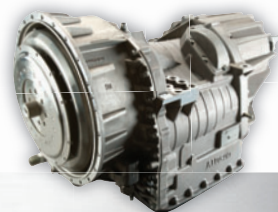
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By Rolf Lockwood



Ring it!

To hear some folks tell it, the arrival of cell phones and 24/7 communications robs us of our privacy. I'm in the other camp. The more connected we are, the better off we'll be.

People are forever complaining about how the digital world has robbed them of something or other. Peace. Free time. Freedom itself.

But wait 'til you see what's coming.

Just today I heard someone complain about how tethered he felt when carrying his first—and he's not a kid—cell phone. Won't take it with him when he leaves home to do a couple of hour's worth of errands. Likes his 'alone' time too much, he says. I don't understand.

And then there are bunches of folks who resent email, who get ticked off when someone makes their computer beep in the evening to signal the arrival of a new missive.

Relax, everyone. You don't have to answer the phone or respond to that after-hours email. And if the callers or emailers subsequently bitch and moan, just explain that you were busy gettin' it on with the neighbor's wife—or husband—at the time. That'll shut them up. Unless, of course, it was your mate trying to reach you. In which case we've got another tin of tuna entirely.

Whether we're talking about cell phones or email, I love 'em both.

Not least because of the rich correspondence I have with you lot, the readers who keep me honest. Don't worry about emails at midnight, as quite a few of you know. Chances are good that I'll answer before morning. Keep 'em coming.

I was thinking about all this in the course of researching another kind of connection made possible by the wonders of modern electronics. I mean the Car-To-X technology now being readied for sale—this year in a simplified form—by Mercedes Benz. Cars only for the moment, but I expect it will reach trucks soon enough, and I think it could make a sizeable difference in how we go about our driving lives.

When it's all together, essentially every vehicle will be wired up so that it can communicate with other cars and trucks on the road, assuming they're 'connected' too. They'll be part of a rolling network automatically sharing whatever information—about traffic jams, weather, accidents, you name it—that the various sensors on each vehicle in a given area have gathered. The result will be mass intelligence, and tools like active cruise control will take on new capabilities. We'll all be smarter. And maybe we'll enjoy enhanced safety in the process, improved fuel economy too because we'll have electronic anticipation helping us steer clear of whatever it is that should be avoided.

Mercedes isn't the only outfit working on things like this, being

joined by Bosch and Volvo and many other big European players. Already we see cars that can park themselves, and soon they won't even require your foot on throttle and brake.

Automatic driving—I mean fully automatic such that drivers are really passengers—is the ultimate goal. Many trials, now and going back at least a couple of decades, have already shown that it's quite doable. In the '90s, for example, Volvo, Daimler, Renault and other European truck makers launched something called the Prometheus Project that saw eight or 10 tractor-trailers moving along a German autobahn in very close formation, linked as close as train cars by radar and video means. And only the lead truck had a driver! Ultimately, like other such efforts, it wasn't pursued,

largely because it was thought the public would rebel. Got that right.

I'm not at all sure that's something I want to see, and I certainly don't yearn for driverless trucks, but I do like the pretty much infinite potential in our digital future. While I often think that all these

When it's all together, essentially every vehicle will be wired up so that it can communicate with other cars and trucks on the road.

techno-tricks are the product of geeky types with too much time on their hands, it's also exciting to imagine what might be next.

Still, it's also mighty pleasing to hop into my little 1959 Volvo with its dead-simple mechanicals and go for a spin on two-lane country roads. Pleasing, that is, after the hour-plus it takes me to get out of the city, travelling on multi-lane highways on which everybody else is going about twice as fast as I can. And pleasing, that is, until its weak-at-the-knees six-volt electrics demonstrate their inability to produce enough power to make both wipers and signals work at the same time. Unless I keep the revs way up so that the generator actually generates.

On balance I'll take the modern world if I have to choose. And yes, my cell phone rides with me in that charming old car—a chick magnet if ever there was one—in case its 54-year-old simplicity decides to capitulate and I need to make a CAA connection. **TT**

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

Dispat

Are You Ready for D-M-E?

You will soon have another fuel to choose from; one that Volvo says mirrors diesel in performance, works well in cold climates and can be made from, well, pretty much everything. — **By Jason Rhyno**

By 2015, Volvo Trucks North America will be building class-8 trucks powered by a new fuel called dimethyl ether. It's a fuel that Volvo insists is comparable to diesel in performance, but burns clean, producing no soot.

The real kicker is that dimethyl ether (DME) can be produced from a variety of sustainable domestic sources, including natural gas.

The Fuel

Volvo made the announcement in June in Sacramento, California—an obvious nod to that state's focus on the environment. Volvo brass was joined at the announcement by executives from Oberon Fuels, which is handling initial commercialization of the fuel in North America.

DME can be made from anything that contains

methane, explained Oberon President Rebecca Boudreaux, Ph.D. So think food, animal waste, wastewater and landfills, and natural gas. It's non-toxic, too, and is already used in hairspray and other products, she noted.

In March of 2008, Volvo presented a study on environmentally friendly fuels and brought seven alternative fuels to Congress: biodiesel, methanol, ethanol, CNG, LNG, synthetic diesel and DME.

"DME tested the best out of these fuels," said Göran Nyberg, President of Volvo Trucks North American Sales and Marketing.

Volvo's Ed Saxman, Marketing Product Manager, Alternative Fuels, explained that they measured the diesel gallon equivalent of LNG, CNG and DME. In terms of diesel equivalent, DME and CNG both need twice the amount to

match diesel. "LNG only has half of the energy of diesel. You want to pay for the energy you buy, not the amount of fuel," he said.

Saxman also noted that DME doesn't thicken like diesel in colder climates, and that they expect it to perform "very well" in northern regions.

"The fuel packages densely enough on a truck to support long-range transports, or to allow room for vocational equipment on the frame," Volvo said. Cryogenic temperatures aren't needed, and it handles and stores more like propane than anything, requiring tank pressures of 75 psi versus CNG's 3,600 psi.

All of that also means lighter and cheaper tanks. "We can package DME on a truck with greater range," Saxman said. "A 600-mile range will be possible with an appropriate daycab wheelbase."



ches

DRIVER WELLNESS — PG.10

Two Small Solutions for Hard Breaks

REGULATIONS — PG.11

Outdated Foreign Empty Trailer Rules Under Review

BETWEEN THE LINES — PG.18

Watch Your Mouth

Bosses and employees often speak different languages. Tips that'll help both sides get what they want.



READY FOR ANYTHING: Oberon President Rebecca Boudreaux says DME is widely and cheaply available. And Volvo's going long on the fuel.



Photo by Tom Berg

HAND-MADE FUEL INJECTORS AND SMASHING DOWN MOLECULES

We followed up with Volvo's Alternative Fuels guy, Ed Saxman, and asked him what the challenges were going forward with DME. Here's what he had to say:

Ed Saxman: The one big thing we have to change on the engine is the fuel injection system, primarily to increase its flow rate; it's pumping gallons, not DGE (diesel gallon equivalent)—DGE is the amount of energy—and to get a DGE we have to get as twice as much fuel in terms of liters. So that means a bigger fuel injection system. That's not a technical challenge, it just needs to be designed, and there also needs to be investment made. The products that we had at the DME event were put together from test equipment that was literally hand-made in many instances. It works, but is in no means representative of a final design. Now we have to do that—that's why we said 2015.

One of the benefits of the injection of DME is we don't need to have the ultra-high pressure injection that we do to obliterate diesel fuel and try to smash down the molecules. DME is already a molecular gas—you can't do it any better than it already is. So injection pressure will be a small fraction of where we are today and that's a pretty easy system to design.

Other than that, we have to do a production design for the fuel tanks. We need to work with suppliers and tweak it with different lengths and widths to make sure we got the design right—but that's not a major challenge either. So you can see there's no big obstacle to making a truck that burns DME.



Ed Saxman

Dispatches

The Engine

Volvo will make the new technology available in their D13 engine. Nyberg said that they have already done 650,000 miles of testing in conjunction with customers, both in North America and in Europe.

It's a compression ignition fuel versus a spark ignition, and you won't be able to retrofit an existing engine, Saxman explained, primarily because DME needs two times the fuel flow that diesel does. That means a new fuel injector.

Saxman said that they're getting less heat rejection, lower exhaust temperatures and with the similarities to diesel, they can get comparable horsepower. Initially, they expect 425 hp with 1,750 lb ft torque, followed by a 500-horsepower, 1750-lb-ft version.

Saxman listed off what a DME engine doesn't need: no diesel particulate filter; no regen, active or passive; no seventh injector; no exhaust gas recirculation; no EGR cooler; no EGR valve and no variable geometry turbo.

"We may need to use SCR initially, but there is the potential to remove it later," noted Saxman.

"This engine design is back to basics, and we're confident we can produce one out of the box."

Volvo said they have no hard numbers as to what a DME-powered truck will cost, but with less components needed on an engine that uses a sustainable, efficient fuel, they expect it to be competitive with diesel- and CNG-powered trucks.

HOG WASH

The **Manitoba Pork Council (MPC)** urges livestock haulers to use fresh, not recycled, water and to disinfect all trucks that have returned from the U.S. before going to a pig farm in Canada.

"Truckers should wash their truck and trailers with only fresh water, use an appropriate disinfectant and follow a sound wash process as prepared by the Canadian Swine Health Board," said Miles Beaudin, quality assurance manager for MPC.

Porcine epidemic diarrhea (PED) has infected hogs at 199 sites in 13 states. PED hadn't been seen in North America until just a few weeks ago. The disease is typically fatal to very young pigs.

PED does not affect humans and eating meat from PED-infected pig is safe. There are currently no cases reported in Canada.

Bypassing Infrastructure

Infrastructure is always a big question mark when it comes to introducing a new fuel, but Oberon Fuels said it has found the solution. Oberon has developed a small-scale processing plant that can be moved to where it's needed. Instead of bringing the feedstock to the plant, the plant can be brought to an area with an abundance of feedstock.

"We can bypass infrastructure," Boudreaux said. "You take regional markets with waste, convert there and involve local trucking companies."

The idea is to start small, delivering as needed—a hub and spoke model. Much of propane's infrastructure can be repurposed with a few alterations to storage tanks, but it allows for on-site fueling at the customer's yard.

"Cost-effective, regional fuel production addresses the distribution issue, and offers the potential to bypass the need for a national fueling infrastructure," Boudreaux summed up. **TT**

DRIVER WELLNESS

Two Small Solutions for Hard Breaks

One driver's solution to long-haul loneliness.

Your girlfriend packs her bags, and then your mother passes away, leaving you more or less on your own.

That's exactly what happened to TransX lease-operator Jason Burry last September.

Hard breaks for anyone, but for long-haul truckers—already subjected to long periods of isolation—maybe a bit harder.

Today's Trucking editors Peter Carter and Jason Rhyno, along with *Canadian Technician* editor Allan Janssen and intern Michael Brown, were out for a steak lunch at Master Steaks on Dixie Rd. in Toronto when Burry bobtailed into the trucker-friendly restaurant.

From the cab of his 2013 Pete 386, two little dogs were perched at the driver's window watching their master. They

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stayed perched as Burry chatted with the nosy editors and polished off his steak and fries.

Asked about the pups, Burry told the editors about the death of his mother and his girlfriend leaving. "I had nobody all of a sudden."

Both of the pups, fittingly-named Bam and Loner, are rescues. Burry runs from Montreal to Winnipeg, then down to the States and back up to Montreal, with Bam and Loner in tow.

"They're always happy to see me, no matter if I'm happy or angry or having a bad day.

"I can't live without them."

The other thing Burry seemingly can't live without? A sense of humor—unfortunately none of those jokes are fit to print. **TT**

REGULATIONS

Outdated Foreign Empty Trailer Rules Under Review

Finally, it looks like both the Canadian and U.S. governments are going to take a serious look at the rules of repositioning foreign empty trailers.

The foreign empty trailer repositioning rules in Canada and the U.S. are outdated.

In fact they're a throwback to a time before modern logistics practices, larger trailer pools and the rise of distribution centers.

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Dispatches

That's the opinion of both the Canadian Trucking Alliance (CTA) and the American Trucking Associations (ATA) on the way the two countries deal with the repositioning moves of foreign empty trailers.

"The rules simply don't make sense in the 21st century. The way the economy works has obviously changed," said CTA President David Bradley. Those rules, by

the way, are based on regulations created in the 19th century to protect the marine industry.

Currently, the only way this is permissible is if the trailer is the same one that enters or leaves the other country, but a change looks to be on deck.

A report on facilitating cross-border business travel released in June by Canadian Immigration Minister Jason

Kenney, former public safety minister Vic Toews and US Secretary of Homeland Security Janet Napolitano, is signaling that both governments could be willing to amend the rules.

The report, essentially a progress update on the initiatives under the Beyond the Border Action Plan, confirms that both the U.S. and Canada have committed to "review policies related to the movement and treatment of foreign drivers and related equipment to ensure maximum legally permissible alignment of policy with evolution in the cross-border trucking industry."

Given that both the CTA and ATA have been knocking on this door for several years, it comes as good news. But a commitment to review the rule doesn't mean guaranteed change, cautioned the CTA. "There is also some debate over whether the United States would need to pass legislation to make the change or whether a change in interpretation would do the job." Still, Bradley said he is hopeful.


If You Jump, I'll Jump

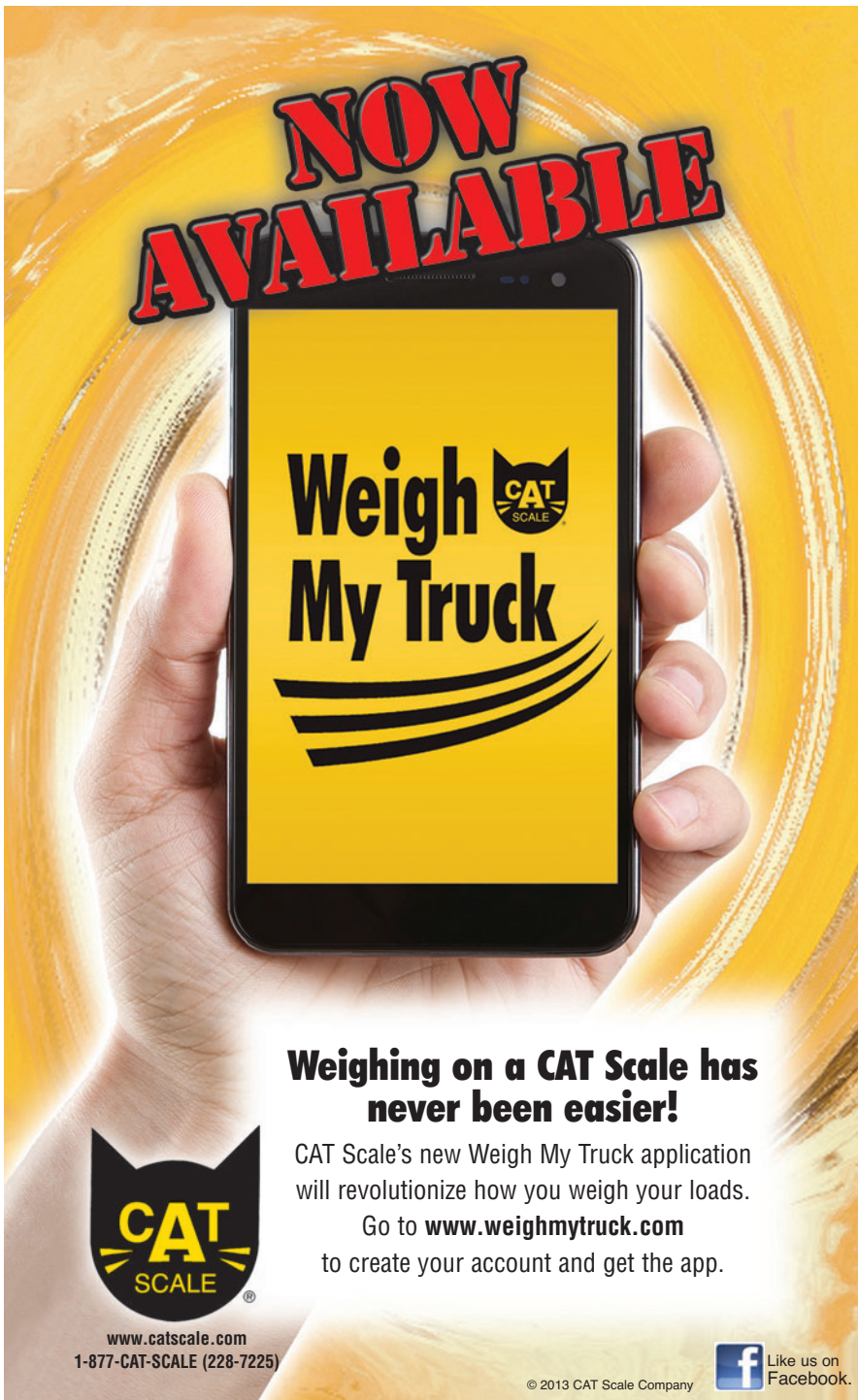
According to the CTA, Canada is ready to allow U.S. drivers to reposition empty U.S. trailers in Canada, so long as the United States does the same.

In a letter to the CTA, Minister Kenney re-confirmed Canada's position on the issue: "I can confirm, once again, that if U.S. immigration law is amended to lift current restrictions which have a negative effect on Canadian drivers, Canada is prepared to provide reciprocal treatment to American drivers."


"Canada has put its cards on the table," Bradley said. "Now we'll really see whether the United States is prepared to reciprocate. But the fact the two governments are prepared to review the situation is a positive sign."

Other associations have thrown their support behind the CTA and ATA as well, notably chambers of commerce and manufacturing associations from both countries, as well as the Canadian American Business Council.

"Business on both sides of the border is in favor of allowing these movements," Bradley said. "Now we need governments to act." 




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Heard on the Street

Westport Grows Naturally

The world of trucks fuelled by natural gas has changed significantly with the announcement that **Westport Innovations** has acquired **BAF Technologies (BAF)** and its subsidiary, **ServoTech Engineering (ServoTech)**, both of them in turn subsidiaries of **Clean Energy Fuels**. The price tag was \$25 million in Westport stock. Westport and Clean Energy also announced a \$5-million joint marketing and sales program.

Merger Time in the Maritimes

To nobody's surprise, Nova Scotia's **Lockhart Truck Center** and **Nova Enterprises** have merged to form a single entity under the Nova name. A new ownership group has been established in the process, with **Peter Macgillivray** as president and CEO. Previously he was a partner, and had been since 2007, in the Lockhart Western Star dealership located in Dartmouth's thriving Burnside Industrial Park.

Also, New Brunswick's **Armour Transportation Systems** has purchased **Way's Transport**, based in Corner Brook, NL. Armour said that the acquisition will significantly increase their presence in Newfoundland. The purchase comes with over 150 pieces of equipment and two facilities, one in Corner Brook and the other in St. Anthony. Way's specializes in general freight — dry van, flatbed, reefer and container moves.

Test Track Passes Test of Time

FPInnovations' Performance Innovation Transport (PIT) group marked its fifth anniversary with a celebration that saw 300 guests on hand at the Transport Canada test track operated by PMG Technologies in Blainville, QC. That's where, twice a year, PIT runs the Energotest trials, which have become a key vehicle and component testing event for the trucking industry, with both fleets and manufacturers involved. **Claude Robert of Transport Robert**, which can be credited for kick-starting the program by wanting its own componentry tested, was present at the celebration.

FORE! - SOME: The *Wilson Truck Lines* team consisting of **Mike Krell** of *Trailcon Leasing*, **Tim Evans** of *Canada Cartage*, **Todd Warren** of *Action Trailer Sales*, and **Marc Mousseau** of *Wilson* claimed the top prize at this year's tournament.



Do-Gooder Golfers

Since 1983, a non-profit foundation called **Reach For the Rainbow** has pioneered the integration of young people with disabilities into mainstream activities through summer camp programs throughout Ontario. Programs provide environments of inclusion for kids and youth while offering much needed respite for parents. For the past six years, one of the highlights of the foundation's calendar has been the annual **Manitoulin Traction Charity Golf Classic**, which is when prominent leaders from the transportation industry compete in a two-day tournament with proceeds going to Reach for The Rainbow. The event, sponsored chiefly by **Manitoulin Transport** and **Traction**, ran over two days at two clubs in late June, and raised more than \$100,000!

This year, **Newcom Business Media Inc**, which publishes **Today's Trucking**, helped kick off a new initiative designed to get the transportation sector directly involved with the charity. Called **Kids In Motion**, the venture means anybody involved in transportation can directly contribute to the charity to increase the number of kids attending camps in the summer. Newcom kicked off this effort with a \$2,500 donation. For more information, please contact **Maggie Patten**, Manager of Special Events, at **416-503-0088 ext. 120** or **mpatten@reachfortherainbow.ca**

Vitran Expands to Left Coast

The Toronto-based and publicly traded **Vitran** has two new partnerships that will improve and expand services to west coast states. One interline partnership will serve California, Arizona, and Nevada. The other will serve Colorado. Vitran didn't disclose the name of either carrier.

Chris Hadfield Talking to Toronto Truckers

Space-traveller/fighter pilot and social-media star **Chris Hadfield** will be the keynote speaker at **The Toronto Transportation Club's 100th Anniversary Dinner** Dec.5 2013 at the Metro Toronto Convention Centre. Ticket sales will be limited to 1,200 people.

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MERITOR

logbook2013

August

1-4

Rodeo du Camion

Notre-Dame-Du-Nord, QC

Website: www.elrodeo.com

9-11

South Shore in Motion Truck Show

Bridgewater, N.S.

Website: www.southshoreinmotion.ca

22-24

Great American Truck Show

Dallas Convention Center,
Dallas, TX

Website: www.gatsonline.com

23

Crisis Nursery Charity Golf Tournament

Saskatoon Transportation Club,
Legends Golf Course

Website: [www.saskatoontransportationclub.ca/
events.htm](http://www.saskatoontransportationclub.ca/events.htm)

24-25

St. Thomas Big Rig Nationals

Sparta, ON

Website: www.stthomasracewaypark.com

September

1-7

National Trucking Week

Association du Camionnage du Quebec

Website: www.carrefour-acq.org

9-12

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

Fall Meeting & National Skills Competition,
David L. Lawrence Convention Center,
Pittsburgh, PA

Website: www.truckline.com

14

The World's Largest Truck Convoy for Special Olympics

Paris, ON

Website: www.truckconvoy.ca

18

Power of Education Golf Classic

Toronto Transportation Club,
Muskoka, ON

Website: www.torontotransportationclub.com

18-20

Crane and Rigging Workshop

Specialized Carriers and Rigging Association,
Hilton at Lake Buena Vista,
Orlando, FL

Website: www.scranet.org/meetings

October

2

Night At The Races/Dinner Toronto Transportation Club

Woodbine Racetrack,
Toronto, ON

Website: www.torontotransportationclub.com

2-3

General Meeting

Canadian Trucking Alliance,
Montreal, QC

Website: www.cantruck.ca

9-11

National Trailer Dealers Association 23rd Annual Convention

Waldorf Astoria, Naples, FL

Website: www.ntda.org

11-13

3rd Annual Trucker Social Media Convention

Harrah's Resort & Convention Center,
Kansas City, MO

Website: www.truckingsocialmedia.com

16

Surface Transportation Summit

Mississauga Convention Centre,
Mississauga, ON

Website: www.dantranscon.com

19-22

Management Conference & Exhibition American Trucking Associations (ATA)

Orlando World Centre, Orlando, FL

Website: www.truckline.com

21-23

Canadian Transportation Equipment Association

50th Anniversary Technical Conference,
Delta Chelsea Hotel, Toronto, ON

Website: www.ctea.ca

24-26

Fleet Safety Council Conference

Crowne Plaza Hotel, Kitchener, ON

Website: www.fleetsafetycouncil.com

November

6-9

14th Annual Convention Used Truck Association

Lake Buena Vista, FL

Website: www.uta.org/convention

December

5

100th Anniversary Platinum Ball Toronto Transportation Club

Metro Toronto Convention Centre, Toronto, ON

Website:

[www.torontotransportationclub.com/events/
2013-calendar-of-events](http://www.torontotransportationclub.com/events/2013-calendar-of-events)

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In the News

Pre-Inspection Pilot Program Kicks off in Surrey

SURREY, B.C. — The first phase in a joint cross-border pre-inspection program for truck cargo is already underway on the west coast.

Phase I will see U.S. Customs and Border Protection (CBP) officers assigned to Canadian border crossings to pre-inspect southbound trucks before they arrive in the States. It will also test newly developed joint technology and procedures between the U.S. and Canada to allow CBP primary truck processing in Canada. The first phase is designed as a “proof of concept.”



To use the CBP pre-inspection stations, traders must be a part of CBP’s Fast and Secure Trade (FAST) program. If you’re a part of FAST, participation is not mandatory.

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Be Sure To Check
Todaystrucking.com**

In Canada, the pre-inspection will include radiation screening and basic primary processing. South of the border, secondary inspections will happen only if needed.

This pilot project will last for up to six months, Monday to Friday from 8 a.m. to 4 p.m. Phase II will look at the ability to reduce cargo wait times.

The pilot project, taking place at the Pacific Highway crossing near Surrey, B.C., is a joint effort between CBP, Canada Border Services Agency (CBPA) and Public Safety Canada as a part of the “Beyond the Border” initiative between the two countries.

Facebook Fun

Carter’s daughter is heading to the Burning Man art Festival in Nevada where this was on display. Carter titled it “*Rigmarole.*”



What’s Tweetin’?

Our Favorite Tweets This Month:

@GuyBroderick:

When Blue does go with Red.
New look for Labatt Breweries.



@MarkPerkin:

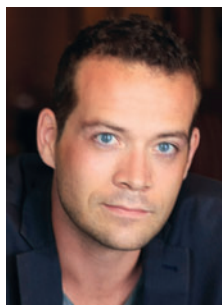
100% of the time, you only get the quality of driver you pay for. Want the best, pay them as the best.

@sasktrucking: Great story via @Todaystrucking about truckers answering the call for help in #abflood.

@JasonRhyno: Want to join my trucking company? We’re awesome.



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Watch Your Mouth, Get What You Want

Between the Lines *Bosses and employees often speak different languages. Here are a few translation tips that'll help both sides get what they want.*

By Jason Rhyno

Here's a conversation I saw on Twitter, edited with the names removed:

CEO: Change the game, and incentive new talent to join the driving world.

Owner-operator: How about pay a reasonable living income, become people driven, as opposed to solely profit driven?

CEO: People, Partners & Processes is our core focus. A good portion of our profits are shared with our valued people.

Owner-operator: Enough with the CEO rah, rah, rah! Double speak! No offence intended. Nobody talks in these big biz catch phrases! #BeReal!

CEO: No offence taken, but it's certainly not a "catch phrase." But I can appreciate your perspective, and it's valued.

Owner-operator: Understand what I'm saying though, lots of top-level execs forget "truckers" won't understand people, partners, processes.

The owner-operator was right: most truckers won't respond eagerly to "people, partners, and processes." Not the CEO's fault, that's how they talk, generally. It's business speak.

However, truck drivers can be a suspicious bunch, operating at a level of skepticism that most political pundits would be lucky to reach. And that's not a bad thing, especially when it comes to language, which, as George Carlin pointed out, "is a tool for concealing the truth," by and large. Phrases like "change the game" and "paradigm shift" or "leveraging blue sky thinking" (no idea what that last one is; just put some words together—sounds positive, though) are rather vague. Speak that way to somebody who is naturally critical of those in positions

of power, and they'll suspect that you're trying to hide something.

On the other hand, people who spend a lot of time on their own (i.e., drivers) can sometimes forget their filters at home. And I've heard stories of drivers who walk into the boss's office, swearing—whether in anger or not, then get upset for not being "heard." Sprinkling your sentences with swear words when you're talking to your suit-and-tie-clad, business-book-reading, presentation-giving boss is not going to get you what you want, whatever that is.



I've been a boss and an employee. I've run a landscaping crew, and a small magazine staff; I've had people come in hot, yelling and screaming; people come in with gifts, and one was high on crack cocaine.

Conversely, I've been a grunt, a lowly cog. The only way to pull yourself out of being another cog (aside from hard work, punctuality, common sense) is to be able to speak to your employer on his level. And the only way to get the most out of your employees (aside from hard work, earning their respect by being a strong leader, paying well) is also being able to

speak to them in their language.

That means plain, clear, respectful language. Ain't no boss gonna take you seriously if you come in cursing all the time. And, if you only speak to employees in business speak, they won't follow you into battle.

So, a couple of interpersonal communication tips that go both ways:

- 1 Write down the topics you want to talk about before you meet. Bosses are busy, and they'll respect that you took the time to make a list to keep the conversation on point. Employees appreciate clarity, too.
- 2 Avoid "you," as in "You guys never do this process right." Instead, soften it with, "I think we have a problem with this process."
- 3 Flies prefer honey, as opposed to the other thing that attracts flies. Meaning don't come in hot, yelling, and accusatory.
- 4 Employees, be involved in the business—show that you care about its overall success, and let your boss know that the new maintenance process they implemented is working well. Goes the other way, too: bosses, acknowledge your employees' daily challenges—show that you care.
- 5 Speak in each other's language. Drivers, don't be afraid to use words like "people" and "process" and "leverage." And bosses, you don't have to swear, but when you do swear, make it about something we both get upset about.

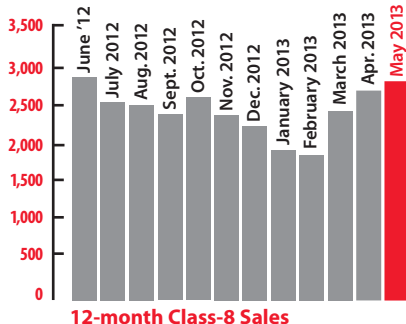
Here's probably the two biggest things: listen and be sincere. Do those two things, and everything else falls into place. **TT**

"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

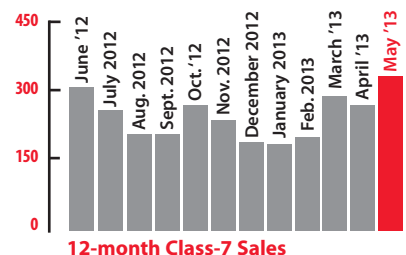
Canada – Truck Sales Index

May 2013

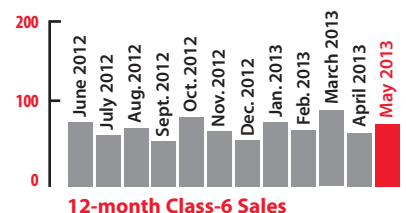
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	660	2995	3275	25.9%	25.3%
Kenworth	452	2184	2760	18.9%	21.3%
International	361	1637	1963	14.2%	15.1%
Peterbilt	394	1617	1735	14.0%	13.4%
Volvo	378	1341	1398	11.6%	10.8%
Western Star	8251	946	913	8.2%	7.0%
Mack	225	836	918	7.2%	7.1%
TOTAL	2721	11,556	12,962	100.0%	100.0%



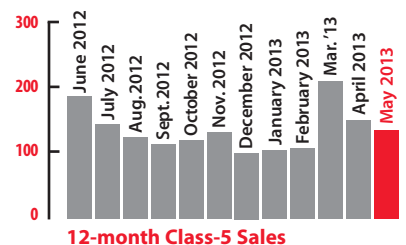
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	78	322	333	25.1%	24.8%
International	91	289	393	22.5%	29.3%
Kenworth	84	259	267	20.2%	19.9%
Peterbilt	54	229	193	17.8%	14.4%
Hino Canada	31	185	157	14.4%	11.7%
TOTAL	338	1284	1343	100.0%	100.0%



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	30	129	162	37.9%	29.3%
Hino Canada	23	115	136	33.8%	24.6%
International	15	85	246	25.0%	44.6%
Peterbilt	0	11	8	3.2%	1.4%
TOTAL	68	340	552	100.0%	100.0%



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	78	445	484	63.7%	57.6%
International	47	194	248	27.8%	29.5%
Mitsubishi Fuso	10	50	92	7.2%	11.0%
Freightliner	0	7	7	1.0%	0.8%
Peterbilt	0	3	2	0.4%	0.2%
Kenworth	0	0	7	0.0%	0.8%
TOTAL	135	699	840	100.0%	100.0%



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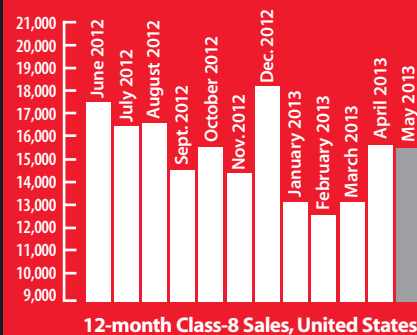
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- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales

CLASS 8	May 2013	YTD '13	Share '13
Freightliner	5291	27,489	39.3%
International	1938	10,011	14.3%
Peterbilt	2217	9330	13.3%
Kenworth	2356	9208	13.2%
Volvo	2004	7106	10.2%
Mack	1355	5427	7.8%
Western Star	298	1326	1.9%
Other	0	13	0.0%
TOTAL	15,459	69,910	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	37	99	32	36	300	115	29	9	3	0	660
Kenworth	67	149	50	8	72	96	10	0	0	0	452
International	16	82	7	11	142	84	9	3	0	7	361
Peterbilt	67	141	31	31	45	60	7	12	0	0	394
Volvo	33	18	28	28	144	101	25	1	0	0	378
Western Star	23	88	9	4	38	67	9	10	3	0	251
Mack	13	35	12	4	104	31	5	19	0	2	225
TOTAL	256	612	169	122	845	554	94	54	6	9	2721
YTD 2013	1310	2570	586	533	3594	2257	419	212	25	50	11,556



24/7

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The Not-Very-Old Boys' Club

Business *Chief among BCTA Chair Greg Munden's aims? Setting us all straight on who really runs trucking associations.*
By Michael Brown

Greg Munden, the chairman of the British Columbia Trucking Association (BCTA) is the president of Munden Ventures Ltd, a company founded by his grandparents in 1966.

Since that time, the business has expanded—both in terms of size and the services it offers—but as Munden says, he's proud of the company's "ability to transfer from generation to generation while being able to hold on to that family feel, even as we grow.

"It's a source of pride for me and for the rest of my family."

Munden was appointed chair of the BCTA a year ago and is halfway through his term in the position, though he originally began in the association 12 years ago.

"My dad was involved with BCTA on the board for a number of years and leading up to his retirement, the association approached me about stepping in to fill the role he was in," says Munden.

"I was really interested in having an

BRING'EM YOUNG: Munden challenges fleets to take responsibility for training their troops.

opportunity to give back to the industry...and the association just seemed like the way to play a part in the bigger picture."

His company is based in Kamloops, B.C., and—as he points out—it's relatively small compared to other fleets in the province. "I think there's been a bit of a stigma—wrongly so—with the association being a big business, lower mainland, Vancouver-based organization; people at least had that perception of it," he says. "So I guess one of the things that's unique in being the chair of the organization is that I'm not from the lower mainland, I'm not from Vancouver; I'm from a relatively small family-based business.

"I hope that changes the perceptions—even if I don't think that perception ever should have been there—because I think BCTA is a really strong advocate for members all across the province and of all different sizes, but I don't know that everyone has always felt that."

At 41, Munden is considered relatively young in the industry and through his role in the BCTA, he's hoping to debunk the myth of 'the old boys club.'

"In terms of the industry and the demographics of the industry, I'm relatively young, so I probably bring a little of that to the association. We have really good representation on the board, the executive committee, from various sized companies across the province and this need to appeal to a younger generation has never been more important."

Appealing to the younger generation has certainly become an agenda point across the industry, but how exactly can it be done?

"I think one of the things we can do is to just get our story out there," says Munden. "We haven't, as an industry, done a very good job of telling people what kind of jobs exist, not only for driving, but in support roles in the industry."

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Street Smarts

Munden believes that outreach needs to begin in high schools. Now, the BCTA is working with a Kamloops-based school to get trucks on the minds of students—the first of its kind in western Canada. “We’re putting together a professional driver training program,” he says. “It will be a graduating program that starts in grade 10 and exposes kids to [the trucking industry] and trucking opportunities.

“As they move through grade 11 and grade 12 they’ll get progressively more advanced...and really get a hands-on feeling with what the industry’s about.”

Meanwhile, Munden says, fleets themselves must start assuming responsibility for bringing good people into the business: “Training isn’t always an attractive thing, there are costs associated with doing it, but unless the trucking companies start getting involved, the 25,000 to 33,000 [estimated driver shortage by 2020] is going to be pretty painful.” **TT**

LATE-BREAKING ADVICE

Generation-Next; Generation-Y; or simply “kids today!” Whatever you call the youngest recruits to the industry, you know who we’re talking about.

They were born after 1980, they’re bright, environmentally conscious, internationally minded, hard working, very proficient with social media, and late.

Recently, a motivational speaker and counselor named **Dr. Karyn Gordon** addressed the BCTA’s 100th anniversary conference in Kelowna to talk about blending the work ethics of various generations, otherwise described as “how to make sure your Gen-Xers don’t murder their boomer bosses and vice versa.”

And when she got to the topic of Generation-Y, she asked the assembly if anybody present noticed that a disproportionate number of young people are surprisingly unconcerned with showing up at work on time.

The consensus: Gen-Ys don’t watch clocks.

Dr. Gordon’s explanation: That’s because they never had to.

With previous generations, promptness was more important than proper nutrition. Showing up on time got implanted like a microchip into the brains of baby boomers.

With Gen-Ys not so much.

So it falls to you to tell them otherwise.

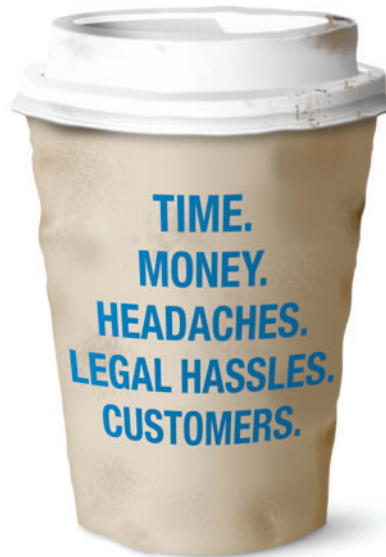
“Tell them showing up on time is a non-negotiable,” Gordon says. “They will listen but it’s up to you.”

Other than that, Gordon says, Gen-Y recruits are hard workers; they really want to impress, they welcome mentoring (translated: they take instruction well) and they also love to mentor.

“You know when that young person shows you how to use your phone? That’s them mentoring you,” she added.



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ROAD SCHOLAR: If anybody can make a case for long-haul trucking, it would be veteran Penner driver David Henry.

BY NIGEL SIMMS

The two realities collided head on. There is a chronic shortage of professional truck drivers in this country. And I am currently looking for work. Apparently, I'm an ideal candidate. I've had a lengthy, some might say successful, career in another field. At 58, I'm mature enough to know how the world works, young enough to still want to be part of it. I'm told companies are targeting people like me. Trouble is...I don't know squat about truck driving.

David Henry does. I'm pretty sure the 45-year-old owner-operator from Landmark, MB., has little trucks running in his veins. He started driving farm vehicles at 14 and has never looked back. He currently drives for Penner International, mostly running turnpikes to Alberta. Henry would introduce me to life on the road.

We met at the 2013 Manitoba Truck Driving Competition, where he proudly finished second in the Super B category. His wife, mother, two of his eight children and one grandson were there to share it.

"This is definitely more than a paycheck," he says. "There's pride in being able to haul a big rig around without hitting anybody."

An articulate, funny truck driver. It promised to be an interesting trip.

The next afternoon we picked up more than 22,000 kilos of black carbon destined for the Goodyear plant in Kingston, ON. As we pulled out of the Penner yard in Steinbach, MB., we settled into an easy conversation. It would continue, pretty much non-stop, for the next 48 hours.

In that time I learned about rigs, old characters, close calls, being out of compliance and family. I got a taste of what it takes to drive a truck for a living. And I learned how much better the driving experience is today than it used to be. (Henry actually penned an article by that name for the Aug., 2012, issue of *Today's Trucking*.)

Henry's 2013 Freightliner is quiet and comfortable, a small home on wheels. And as any long haul trucker knows, it's also an office.

The amount of paperwork was one of the biggest surprises for me. I understand the importance of proper record keeping, but incessantly filling out paper reports in this age of electronics seems oddly out of place. I heard that some companies were looking for retired teachers to drive. I suspect the endless paperwork has something to do with it.



Riding with Henry

A four-wheeling baby boomer travels the Trans-Canada with a veteran trucker with one question in mind. Does the truck industry hold even a slender hope of attracting people like him to its drivers' seats?


on the road, the partner has to run everything. So it's tough. You don't get to see your kids as often. You miss out on things, but somebody has to do it. It's what I enjoy doing and I do it well."

He certainly does. Henry loves his truck and the life style. It's the complete package. And that seems to be the most important thing about embracing life on the road. A six-week course will teach you how to shift gears. It will not help you understand the rhythm of the road. For that you have to spend some time with a driver like Henry.

Driving a truck would be a huge adjustment for someone like me.

Sitting, essentially for days on end, is tough on the joints. It's no accident that Henry had chiropractors waiting for him at both ends of our journey. Anything done to improve the physical comfort of drivers would be important.

But the biggest concern, a potential deal-breaker, is the stress that trucking puts on your social life. As you get older, family and friends become very important. The smart trucking company will recognize that during their recruitment efforts. And it's something I would think long and hard about because I spent more than enough time away from my family in my previous job.

On the other hand, not supporting your family is probably a lot more demoralizing than being away for stretches at a time. Depending on how things work out for me personally, my next career step could very well be searching out the best truck driving school in Winnipeg. 

I also learned that life on the road is very much influenced by the company you work for. Henry enjoys driving for Penner, a family-owned operation started in 1923.

"Companies these days focus more on the driver," says Henry. "It's so different today in that respect. The company owners concentrate more and more on shorter runs; getting their drivers home more at the times they want."

That companies are paying more attention to the needs of drivers is encouraging. For anyone coming from a world of 9:00 to 5:00, life on the road would be a colossal adjustment. I was exhausted by the time we hit southern Ontario, and all I did was ride shotgun and talk.

It boggles the mind that Henry has driven a truck for more than three decades and somehow managed to raise a large family. He immediately credits his wife Alta for making it all work.

"Whether the driver is male or female, the partner has to be a strong, independent type of person as well. Because when I'm out



David Henry



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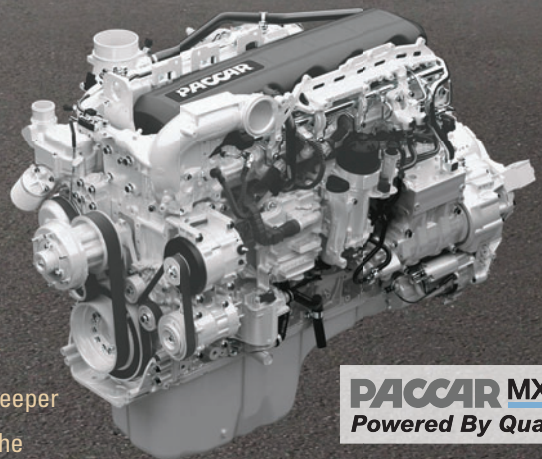
76" Sleeper

52" Sleeper

Day Cab

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A ROAD YOU CAN COUNT ON

The Trans-Canada Highway (TCH) might be the world's longest highway, but it's certainly not the best. In fact, many parts of the TCH are antiquated, slow and dangerous. "What I think about before going down that road is 'I hope I survive,'" says David Henry, an owner-operator from Landmark, MB., who has run the section of the TCH between Winnipeg and Toronto more times than he can count.

Here are a few Trans-Canada Highway numbers you can count.



7,821

Number of clicks the TCH stretches, coast to coast.



51

Number of years since former Prime Minister John Diefenbaker declared the TCH officially open.

5

The number of hours the TCH was closed south of Wawa in June, for one accident involving a moose, a truck and a trailer load of fireworks.

14

The number of bridges under repair between the Manitoba border and Toronto while Simms and Henry made their way east for this story.

10

Number of provinces that have "twinning" programs designed to make the TCH more efficient, especially around urban areas.

Zero

Number of provinces that have completed the twinning.

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MAKING PLANS FOR NIGEL

Steve Farris is VP Safety and Risk Management at International Truckload Services (ITS), a family-owned carrier out of Belleville, ON.

For the past few years, Farris has proudly developed and managed a hybrid entry-level driver-mentoring program. *Today's*

Trucking asked Farris six questions that he might get from a prospective career changer like author Nigel Simms.

Q: What could Simms expect if he applied to the ITS program?

A: Each applicant is interviewed and accepted based on several criteria including

their training, work history, driving history, criminal record, successful completion of an baseline road test, ITS orientation, and drug and alcohol testing, etc.

The students are assessed daily and weekly using a proprietary set of scoring procedures and methodology. Applicants are given a training stipend and can expect to be in the program for five to six weeks.

If he's successful, the applicant is hired and reports to operations with normal pay and benefits. As the new driver is eased in, dispatchers carefully select assignments and monitor progress to ensure successful integration.



Steve Farris

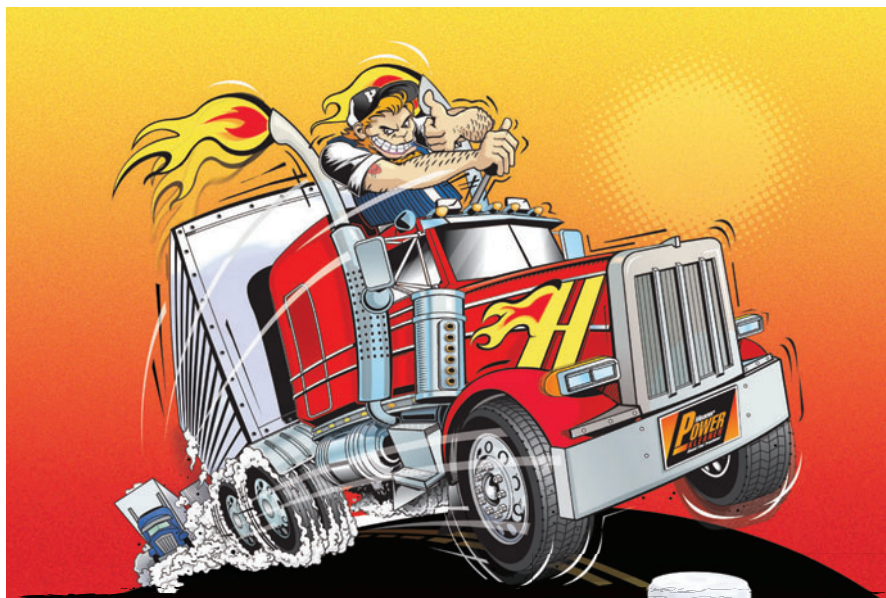
Q: Simms is very concerned about home time. Do you think there will be more at-home time for drivers in the future?

A: Yes, I believe our domestic industry is realizing the importance of this issue and they are constantly looking for and finding creative ways to accommodate. Bear in mind however, that most entry-level opportunities are available in operations servicing U.S. lanes.

Line-haul operators, either team or single, usually get the fancier equipment and bigger paychecks. Regional line-haul, where you're out and back in a 500-km area, means less money but more home time than pure line-haul. Of course the most home time but less money comes with local P&D work. However, this can be quite physically challenging.

Q: How much could Simms make?

A: He could probably expect to earn between \$35,000 and \$45,000 in his first year, with the potential to earn somewhere in the 50K-to-65K range thereafter.



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Q: Will there be intellectual as well as physical challenges?

A: I can't lie to you. There are going to be times when you are on a backhaul from Houston to Hamilton when things may seem rather mundane, where the big challenge for you will be locking onto a decent radio station. But make no mistake: the real challenge for the professional driver lies in his ability to be ever vigilant for equipment issues, weather and road hazards, other drivers, as well as the temptation to be lulled into a state of complacency thereby negating his ability to respond or react to a given set of hazardous circumstances. A professional driver operates under what can only be described as the most adverse conditions day-in-and-day-out all year long. His equipment is 13 ft-six in. high, 8.5 ft wide, 75 ft long and weighs 80,000 lb., and his job is to be the most invisible driver and vehicle on any roadway at any time of the day or night. How's that for a challenge, not to mention being an expert at time management, trip planning, equipment care and preventive maintenance, customer and public service representative? Indeed, the mental and intellectual challenges that this profession offers will come in many shapes, sizes and forms. As for the physical demands, that will depend on whether you are a local (pick-up and delivery) driver or a highway driver. If it is the latter, then clearly you will need to be more mindful of your diet and you should also take the time throughout the day to build in some sort of exercise routine.

Q: Simms is ambitious. Is there really any upward mobility in the trucking business?

A: The most significant critical position of this industry is the professional driver shortage. That said, there exist plenty of opportunities for those drivers who are looking to capitalize on experience behind the wheel. There are very few positions within the trucking / transportation industry that are not derived directly from the driver's seat. I would encourage anyone to keep an open mind, learn all that they can about the business, determine where your strengths are (operations, sales, IT, recruiting, maintenance, etc.) and then begin to build your case for advancement.

I won't tell you that it will be easy, but anything worthwhile seldom is. **TT**



LET'S HEAR FROM YOU!









TODAY'S TRUCKING WANTS TO HEAR FROM YOU. WHAT'S THE WORST PART OF THE TRANS-CANADA?

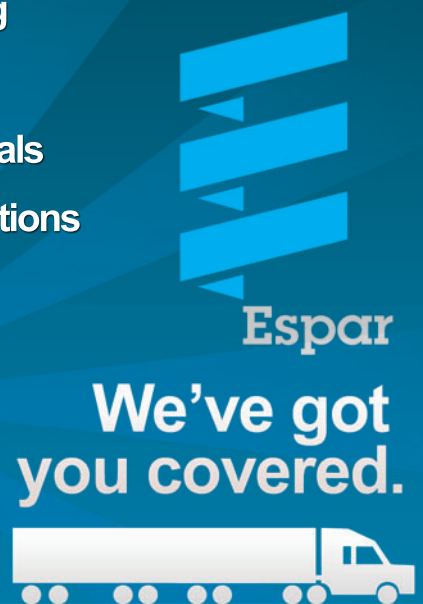
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**Espar Heaters:
They Just
Make Sense**

BY JASON RHYNO

Nearly every week since 1995 when my mother bought a PC so I could “do homework,” I’ve used Microsoft Word. Now, I use it every day.

I’m using it right now as I type this story and I was using it when I was speaking to Ken Weinberg, vice president and co-founder, Carrier Logistics Inc.

“Are you using Word to type up the notes today?” he asked me.

“Yup.”

“I betcha you aren’t using all that Word is capable of, but if someone forced you to take a half-hour every week to learn more about Word, your eyes would just light up.”

Technology is technology—whether it’s a smart phone or Microsoft Office or a

That approach to buying a smartphone is roughly the same approach we have to purchasing any technology. And that’s a mistake, says Weinberg, one he sees motor carriers making all too often.

“The amount of work that is done on figuring out the amount of payback is quite limited in its scope—both with the effort that is put into it and the confirmation of payback,” he says.

Everyone Wants the Boss’s Dollar

“Remember that an executive has numerous decisions being placed on him each day,” Weinberg says. He has one dollar to spend and every department is asking for that dollar—and investing in a new system is a hard dollar, one that needs to be justified.

The best way to do that?

Make a list of all the areas you are looking to address: mileage, vehicle monitoring,

much you would save if your monitoring operated perfectly. If you’re going to save one gallon of fuel a week, how much is that per week, per month, per year? Do that with every point and the money saved becomes a little more serious. “You get the potential for what the payback is and now you have a pot of gold for when I hit you with that bill,” Weinberg adds.

PeopleNet’s Elise Chianelli, product manager Safety and Compliance adds that “you should consider that technology is constantly changing—stuff that we developed yesterday is old news today in a lot of situations. What I would look for in a solution is really somebody who is able to partner and drive future products and opportunities to better my business.”

Ensure You Use the Information

“If we’re talking tech for the sake of tech, and not looking at what the information is

The Software Soft Sell

fleet management and monitoring tool. It’s supposed to make life easier, better, save time and improve my life. But often, as Weinburg rightly pointed out, even the most basic software we’re not using to its fullest potential.

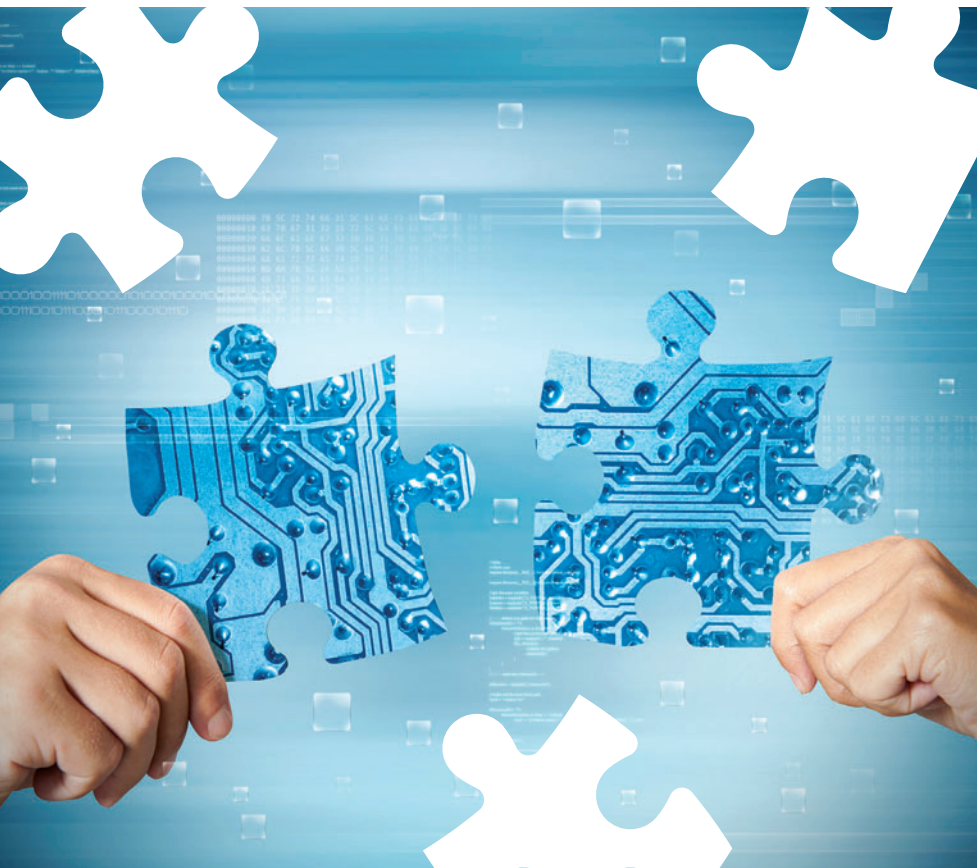
Not using it correctly starts even before we make the actual purchase. Take smart phones: Before I buy one (or commit to a three-year contract), I have a short but important list of things I expect it to do to make my life easier. (Often, I’ll consider if it has a fruit on it; like say an Apple, but that’s beside the point.)

Money-saving ideas that make the purchase and installation of truck high-tech palatable and profitable.

reduce missed pick-ups, improve customer service, and so on. Then put that list into finer points. “Then you go to the vendor, and you ask, ‘what have you seen other customers achieve using this?’ And then you have a starting point for what you are looking for and you can rank them.”

Problem with reefer monitoring? Put it high on your list. Then calculate how

telling us, you might as well literally just close the doors and walk away from it,” says Mike Ham, vice president, Shaw Tracking. “Whether you’re in the transportation business or the steel business, carving out margin is tough. You’ve got to pay attention to the trends, the analysis, the cost, mistakes, the revenue, and what the margins are saying.”



“With monitoring, you want to get in front of the high-risk drivers immediately,” he advises—who, for the record, believes high-risk drivers are everywhere and it’s best to work with them, not fire them. “We have to get away from discipline and try to determine a way of helping them become better drivers, and if they become better drivers, it’s better for the company.”

Mike Millian, driver and vehicle safety with Hensall District Cooperative, out of Davidson, ON., recently gave a presentation to the Private Motor Truck Council of Canada demonstrating how to use data to monitor drivers. First, they installed monitoring hardware in 74 of their trucks and trained their drivers immediately. Two months later, they activated the EOBRs and began monitoring their drivers, communicating areas for improvement. Idle time, harsh braking, and speed infractions improved immediately.

Then it flat lined.

Then it began to slowly reverse.

What was needed was a bonus program. Hensall took nine months of data and created a baseline to build a bonus program. The details of the bonus program are intricate, broken down into percentages and even takes into account seasonal issues—basically using all the data available to make a fair and motivating reward system for good driving. Although Millian is adamant that Hensall had great drivers to begin with. **TT**

You do that by using the information. Insurance companies can help and it’s best to tell them early what you’re implementing.

Scott Creighton, manager, Risk Services with Northbridge Insurance, says they work closely with their fleets on capitalizing on the data a new system provides. “We’re going to see if we can benchmark what their lost-trend analysis is, see if that’s improving, if their carrier profile is improving.”

“There’s no technology that’s going to guarantee zero risk or loss, but if they take their drivers, their loss trend, their carrier profile, and then tie it all together, they’ll see the improvements.”

Using that info is the easiest way to drive money to the bottom line, explains Ham. “That’s just being aware of it, monitoring it, benchmarking it and being aware of driver behavior to improve.”

Getting Away from Driver Discipline to Driver Help

Vendors like PeopleNet are developing more technology that is aimed to help drivers deal with regulations and rules—like HOS. “One of the things around the

HOS is trying to help drivers in the cab,” Elsie says. “So tools to help them manage their day, let them know when they are eligible for their 30 minute breaks, when they have to do their next 34-hour restart.”

Creighton says that technology is a great tool for helping high-risk drivers.

HOW NOT TO SCARE YOUR DRIVERS

WE ASKED A COUPLE OF DRIVERS WHAT ADVICE THEY’D GIVE MANAGEMENT WHEN IT COMES TO INTRODUCING NEW TECHNOLOGY INTO THE CAB. HERE’S WHAT THEY SAID:

- “Be honest and up front about how this tech is going to help not just the company, but the driver.”
- “Don’t tell me how awesome it is or talk in generalities. Be specific and tell me what I can do to make it work.”
- “Give the guys a basic training course and then let them play with it, let them figure it out. As it gets implemented, the company will see the guys who are in tune.”
- “Our company implemented the system a little bit at a time so a guy wouldn’t get slammed—trucking is a full-time job and you don’t have time to go to school. Do it gradually.”
- “Companies need to adjust their expectations in terms of how they organize loads and get feedback from drivers.”
- “It can totally change the mentality for the driver when done right—if a guy can ease up, not stress and not drive the truck hard, it’ll save equipment.”

Turn right Here left

Has GPS ever steered you wrong? It sure did our author. The upside is, it forced him to come up with ways to make sure it doesn't happen to you.

BY MICHAEL BROWN

I've got an interview at *Today's Trucking* magazine. As I prepare for it, I go through the usual steps: shower, clean clothes, get directions to the office. Just a few years ago I would have had to search on my computer and print the directions off beforehand—a little over a decade before and I would have been using a paper map.

Now, I can easily navigate on the go thanks to Google Maps and my iPhone.

As I'm about to head out, I do a quick search on my phone, read through the directions and commit the basics to memory. I live only 25 minutes from the *Today's Trucking* offices and I was accustomed to driving almost this same route when I went to school.

After a quick drive on the highway, I exit and start following the directions that Google gave me. I head down what appears to be the correct route. I hit a roadblock.

The sign reads: "ROAD CLOSED EFFECTIVE DEC.15"

Here I am; stuck about two minutes from the *Today's Trucking* offices. When I pull over to get different directions from Google, it insists that the road is open and that this is the best way to get there. The large cement blocks and road sign blocking my way say otherwise.

Thankfully I'd recently picked up a FedEx package from a nearby warehouse so I knew that a local street that curved underneath the highway should lead me to the office.

As you might have guessed, I arrived just fine and the interview went well. (Otherwise you wouldn't be reading this story.)

But that first day before the job was an educational one and something occurred to me. Is there any danger that trucks following GPS-prescribed routes will end up at dead ends too?

My intuition was right.

While GPS has become an exceptionally useful tool for truckers, some mistakenly use units meant for cars, which can be disastrous.

In New York City, approximately 200 trucks hit bridges every year. About 80 percent of those are caused by trucks being misled by GPS. The overpasses are simply too low for a truckload. The result: usually a loud screeching noise, an accordion-shaped trailer, a traffic jam and a bill for repair.

The New York State Troopers started collecting data about GPS and bridge strikes and in a 2011 study from the New York State Department of Transportation (NYSDOT), they found that from 40 incidents, GPS was the cause of 90 percent of the strikes.





Apparently trucks from out of state are most likely to get into these accidents because they aren't familiar with highway infrastructure—such as New York's parkways, which are meant for car traffic only, with some bridge clearances of only six feet 11 inches.

New York senator Charles Schumer has been a frequent advocate of legislation to help combat the GPS bridge strikes and in March he received support from the Federal Motor Carrier Safety Administration (FMCSA).

Schumer and the FMCSA proposed GPS-specific training given to drivers seeking their commercial driver's license.

"These education and training campaigns for commercial truck drivers will be the first major steps to thwarting life-threatening bridge strikes that have been causing massive delays and imposing significant costs on taxpayers with increasing frequency in recent years," said Schumer. "These steps will help to once again make GPS devices an asset to drivers, and not a dangerously misused tool."

"The percentage of drivers who said they use a truck GPS—if you multiplied that out—it would be many times more than the number of truck GPS units ever sold."

Rand McNally, a truck and consumer-grade GPS manufacturer, has also been working closely with Schumer and the FMCSA.

"With FMCSA we have been working on an initiative to educate drivers. [FMCSA is] passing out driver advisor cards that tell the differences between the two types of products and encourage drivers to use the right tool for the job," says Amy Krouse, director of public relations for Rand McNally.

"Our whole push is just to educate the drivers, because once they are educated, they really see the value of the additional cost of the truck-specific GPS."

Dave Marsh, Rand McNally's vice president of research and development, men-



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tions a survey that asked drivers what type of GPS they were using. “The percentage of drivers who said they use a truck GPS—if you multiplied that out—it would be many times more than the number of truck GPS units ever sold,” he says. “So there are a lot of drivers that clearly aren’t using truck GPS, but don’t want to admit it.”

As the NYSDOT study points out, many of the GPS units aren’t just labeled specifically for cars; they’re labeled as “general purpose.” So to prevent yourself

recently continuing to develop content is at the last mile—when you’ve exited the freeways, exited the arterial routes, and you’re traversing regular surface streets—this is where a lot of these dangers exist.”

And hey, you could also have Homer Simpson or Mr. T be the voice of your navigation, so that’s pretty cool.

Rand McNally is also looking at constant improvements it can make to its truck-specific GPS units. “What the drivers still want to see is ‘Why did you reroute me on that route?’ What they

DIRECTIONALLY CHALLENGED: Journalist Michael Brown’s employment efforts almost got thwarted by wonky GPS info.



from an accident, make sure that any GPS system you’re using is specifically meant for trucks, otherwise you could end up with an accordion that unfortunately doesn’t play music.

“I think in the last few years there’s been an increased prevalence of truck-specific devices on the market,” says Kamrin Clifford, senior product line manager, North American Map Content for TomTom International, a GPS manufacturer. “The real focus today should be upon truck drivers shifting towards using these types of devices and discontinuing the use of GPS devices typically intended for passenger vehicles.”

TomTom offers GPS units just for trucks, taking into consideration, height, width and weight requirements to get you where you need to be.

“We do everything in our power to maintain our data content to include every restriction that’s known about trucks and our data today is quite complete,” says Clifford. “Where we’re cur-



want us to do is to say, ‘You’re on Route 30 because on Route 18—which may be the more direct route—there is a bridge that would not allow your size of vehicle.’ That’s information [drivers] want to see and we’re considering that,” says Krouse.


While there are many advantages of using a GPS, Patrick Aalbers, TomTom’s marketing director, Business Solutions, does offer a word of caution: “Roads change constantly and we’re confident that we’re doing a really good job, but maps are never as up to date as they can be in real life.”

“It’s a combination of having the right device, and still focusing on the responsibility to obey road signs and be cautious that a map could be out of date.”

As for me, it’ll be a while before I purchase my own rig.

Next time I have to be somewhere on time, I’ll do it the old-fashioned way. I’ll use my head, make no assumptions, and, lastly, I’ll be sure to leave plenty of extra time. **TT**



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VICTORIA	135.4	1.9	98.8
PRINCE GEORGE	129.5	0.1	96.7
KAMLOOPS	130.5	-0.4	97.6
KELOWNA	131.1	-0.4	98.2
FORT ST. JOHN	133.9	-1.0	100.9
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	114.7	-0.9	96.2
RED DEER	113.9	-0.7	95.5
EDMONTON	113.4	0.0	95.0
LETHBRIDGE	118.6	0.4	99.9
LLOYDMINSTER	115.2	0.0	96.7
REGINA *	117.6	-0.2	93.0
SASKATOON	119.4	-0.9	94.7
PRINCE ALBERT	124.2	0.0	99.3
WINNIPEG *	130.1	5.2	105.9
BRANDON	118.7	0.0	95.0
TORONTO *	118.9	0.5	86.9
OTTAWA	125.9	3.3	93.1
KINGSTON	120.4	6.5	88.2
PETERBOROUGH	118.9	0.8	86.9
WINDSOR	118.6	1.7	86.7
LONDON	115.6	1.0	84.0
SUBBURY	123.5	0.3	91.0
SAULT STE MARIE	124.9	0.8	92.2
THUNDER BAY	131.9	0.5	98.4
NORTH BAY	121.2	0.1	89.0
TIMMINS	127.3	0.0	94.4
HAMILTON	120.5	1.1	88.4
ST. CATHARINES	120.4	0.8	88.2
MONTRÉAL *	135.4	2.0	93.6
QUÉBEC	132.2	-0.7	90.8
SHERBROOKE	132.9	0.5	91.4
GASPÉ	132.4	0.0	94.8
CHICOUTIMI	131.9	0.0	94.3
RIMOUSKI	132.4	0.5	92.9
TROIS RIVIÈRES	132.9	0.0	91.4
DRUMMONDVILLE	130.9	1.0	89.7
VAL D'OR	131.9	-1.0	94.3
SAINT JOHN *	129.2	-0.3	91.2
FREDERICTON	129.8	0.7	91.6
MONCTON	130.1	-0.1	91.9
BATHURST	131.9	0.5	93.5
EDMUNDSTON	131.0	-0.1	92.7
MIRAMICHI	131.0	0.6	92.7
CAMPBELLTON	131.1	0.6	92.8
SUSSEX	127.9	0.3	89.9
WOODSTOCK	131.5	0.3	93.2
HALIFAX *	128.6	1.4	92.4
SYDNEY	132.1	1.3	95.5
YARMOUTH	131.2	1.4	94.7
TRURO	129.8	1.4	93.4
KENTVILLE	130.3	1.4	93.9
NEW GLASGOW	131.3	1.4	94.8
CHARLOTTETOWN *	136.0	0.0	95.1
ST. JOHN'S *	132.3	0.5	96.6
GANDER	131.8	0.6	96.1
LABRADOR CITY	143.0	-1.8	106.0
CORNER BROOK	133.0	0.5	97.2
CANADA AVERAGE (V)	124.4	0.9	93.3

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

When an automatic brake adjuster is over-stroking, chances are it's saying there's something wrong elsewhere within the foundation brake.



When Brakes Break

Troubleshooting *Some statistics show that as many as one in five trucks have brake problems bad enough to pull them off the road. Are you doing everything you can to be among the other four? By Jim Park*

An astonishing number of things can go wrong with truck brake systems. Fortunately, the systems are sufficiently robust and engineered with enough redundancy that we hardly ever notice. There's good and bad to that. Human nature, being what it is, means we aren't inclined to go looking for problems

where we believe none exist, so brakes don't always get the care and attention they need.

There are people out there, though, paid to find brake problems and find them they do; at roadside inspections, at truck safety blitzes and at that well-publicized, CVSA-sponsored little shindig called Roadcheck.

Mostly it's out stroke measurement shortcomings they discover—and a host of other problems as well—enough usually to sideline about one in five trucks until they can be repaired. Given the importance of brakes, that's a mildly alarming statistic. What the bald statistics don't reveal is the nature or severity of the problems that sideline our trucks.

With the usual spectacular exceptions—vice-grips on airlines, missing brake shoes, etc.—the defects aren't enough to truly compromise a truck's ability to stop under normal circumstances. That's where the redundancy comes in. But what we can't always depend on is that a brake application will be in the

PUT THAT WRENCH DOWN

More than 15 years since they were mandated on commercial vehicles, technicians are still manually adjusting automatic brake adjusters.

Bendix's John Reid says that when he teaches a three-day technician's brake course, he asks the class by a show of hands how many of them manually adjust automatic brake adjusters.

"I'm still getting about half putting their hands in the air," Reid says. "And these are guys already working in the field; they aren't rookies. When I explain that you're not supposed to manually adjust [them], they say they didn't know that."

When I explain that you're not supposed to manually adjust [them], they say they didn't know that.

Foundation brake systems equipped with automatic brake adjusters, sometimes called autoslacks, do not over-stroke because the brake adjuster is 'out of adjustment.' There are close to a dozen factors that can cause an autoslack to over-stroke, and none of them can be remedied by simply readjusting the adjuster, says Bendix's Kevin Pfost.

"If the brake stroke is at or close to the limit, technicians need to look around to find out why. Most automatic brake adjusters will maintain stroke within half to one-quarter-inch of the maximum allowable stroke for the chamber size. That's a close tolerance," Pfost says. "If it's over-stroking, it could be anything from a worn return spring, worn cam bushings or a seized clevis pin, depending on the type of automatic brake adjuster, stroke sensing or clearance sensing."

After all these years, why is this misconception still with us?

"A lot of older technicians have always done it that way," Pfost figures. "And secondly, it's the easiest thing they can touch and it's an easy fix. It's hard to believe but there are still fleets out there that manually adjust automatic brake adjusters whenever a truck pulls through a terminal safety lane."

In every box with an autoslack inside, there's a manual that says not to manually readjust the automatic adjuster after its initial set up.

The change in thinking has got to come from the technician training schools, and we've still got a long way to go.



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In Gear

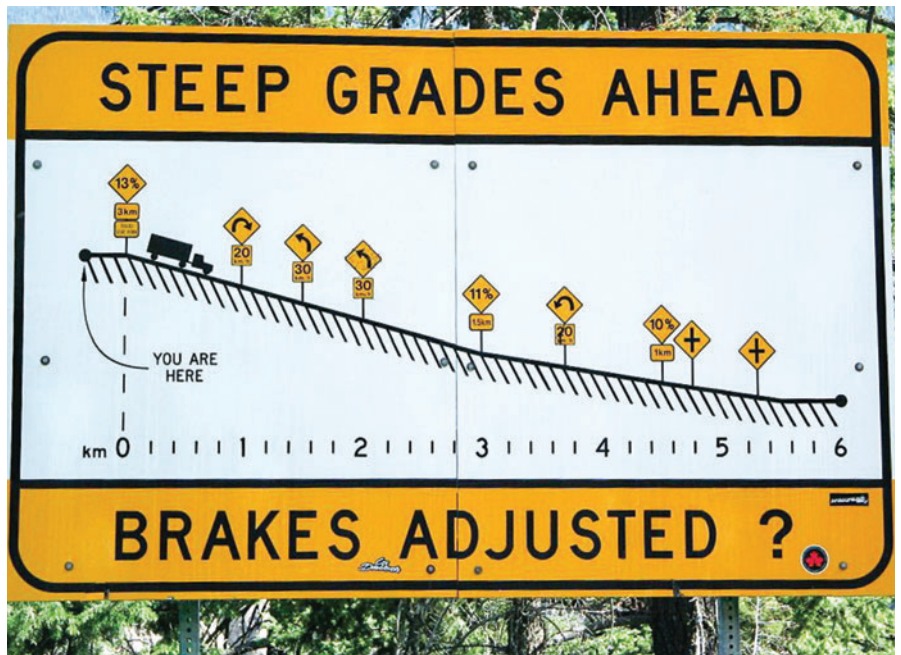
normal range, 15 to 25 psi on the application gauge. If a driver ever had to make a panic stop, say 50-to-60-psi application pressure, things could get pretty hairy even with the more common defects.

With a lot of common brake problems being rather subtle and not visibly obvious, how are drivers supposed to detect problems and report them to maintenance personnel?

Matt Creech, the product manager for brakes at Meritor believes the driver's daily vehicle inspection is a critical first line in spotting brake problems.

"Drivers have a prescribed brake inspection to follow each day on the commercial vehicle inspection report," he notes. "There are checks for damaged or mission mechanical components, checks for the proper function of certain systems like the tractor protection system, pressure build-up and drop-off times and of course push-rod stroke measurement. A properly trained driver should be able to detect most of the common brake system defect with a diligent inspection."

While it's not the driver's responsibility to diagnose or get to the root cause of the problem, he or she is obliged to note any defects on the report and not to operate the



vehicle when certain defects are present.

Mechanical defects are easy enough to spot: broken or missing components, leaking wheel seals that contaminate brake linings, excessive push rod stroke, etc. But what about defects drivers can't see? Missing cam rollers, seized clevis pins, broken return springs...

A number of things could be mechani-

cally wrong but not visibly obvious. They could still affect brake function and performance, and out on the road, drivers can be invaluable in detecting changes in system performance. Not everything that might compromise brake performance, however, is a defect.

Take brake balance or timing, for example. Kevin Pfof, an S-cam brake product



CSI PSI: Drivers may not know what is wrong with their brakes, but they can often sense something is different or not quite right. Before simply adjusting the brake, ask the driver what the problem feels like. It could give you a clue where to start.

In Gear

specialist with Bendix says in a perfect system, all the hoses and fittings will be identical left and right and fore and aft, or if not identical, at least in line with the OE specification.

“That’s not always the case,” Pfof says. “We see a lot of instances where a technician repairing a damaged air line will use the wrong diameter or length of hose, or a 90-degree fitting where there was once a 45-degree fitting.”

That doesn’t sound critical, but it can cause brakes on one wheel end or another to apply with different force or timing. That can

The issues I see out in the field are that people have put the wrong linings on the vehicle.

— **John Reid, Bendix**

“The driver might feel the trailer dragging after the foot brake has been released, or he or she may feel the trailer bumping or pushing the tractor as the brakes are applied because the trailer brakes are applying later or more slowly than the tractor brakes. That can cause problems on slippery roads even with a working ABS system. If the trailer brakes are late applying or do not apply with as much force as the tractor, it could push the tractor into a jackknife.”

It may not be a mechanical problem at all. In the above instance, it could simply be the result of air line contamination—bugs and debris that enter through gladhands and jam or obstruct the trailer control line, causing delayed application or lower application pressure.

Unintended Consequences

If a truck demonstrates poor or different brake performance, it could be the result of different lining material installed during a reline procedure. John Reid, manager of field service, warranty and training with Bendix says fleets often buy replacement lining material that is not OE spec.

“The issues I see out in the field are that people have put the wrong linings on the vehicle,” he says. “They’ve bought the least expensive lining they can find and they have an incompatibility of friction across the axle or between axles or the tractor or the trailer.”

Pfof says all the linings Bendix sells are OEM standard, which are tested to FMVSS 121 standards.

“Some aftermarket linings don’t meet that same standard because it’s not required,” he points out. “I’m not saying all aftermarket components are bad, but if they aren’t to FMVSS 121 standards, they won’t perform as well as an OEM lining will. It’s the same with drums. We’ve seen problems with a lot of the knockoff drums on the market today. They are weaker, they will expand, they crack easier, they don’t dissipate the heat as well, they aren’t machined properly.”

That practice is perfectly legal, of course. You won’t see a truck written up for ‘improper lining material’ but the drivers will notice. If you’re getting complaints about poor brake performance, resist the urge to simply adjust the brakes. The problems may have been induced by the accounting department. **TT**

affect how the truck handles in a stop, like pulling to the left or right, or when the trailer and the tractor are not working in sync.

“Imbalance between the tractor and trailer can be felt in different ways and for different reasons,” Pfof says.



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FIFTH-WHEEL REPAIRS

FONTAINE'S MAJOR REBUILD KIT COMBINES SIX KITS INTO ONE, STREAMLINES THE REPAIR PROCESS

Fontaine Parts Connection's new Major Rebuild Kit for popular Fontaine fifth-wheel models combines six kits into one to streamline the repair process, promising to save fleet operators money.

The kit alleviates the frustration felt when technicians start to work on a project and have to make several trips to the parts counter to retrieve necessary components. In this case Fontaine combined the contents of six smaller kits to create the new Major Rebuild Kit. It has everything required to work on Fontaine fifth wheels, the company says.

The kit (P/N KIT-RX-67NTL) includes

parts required to service all left-hand 6000, 7000, 7000 Clean Connect and Ultra NT top plates. It supports Fontaine's No-Slack II lock technology, which has been installed in the majority of Fontaine fifth wheels for the past 15 years.

Only genuine Fontaine parts are used in the Major Rebuild Kit. The box includes easy-to-follow disassembly and reassembly instructions and the contents are packaged in the sequence they're needed. There's also QR code printed in the kit that links to an instructional video about the rebuild procedure.

See www.fifthwheel.com

BRAKE PARTS GUIDE

ONLINE FORMULA BLUE PARTS GUIDE FROM BENDIX SPICER FOUNDATION BRAKE COVERS CLASS 1 TO 6 VEHICLES

Bendix Spicer Foundation Brake has launched the online Formula Blue Parts Guide, offering what's called quick and simple navigation of its complete catalog.

The guide provides fleets, distributors, and dealers with easy access to the company's comprehensive Formula Blue line of hydraulic brake parts for light- and medium-duty vehicles in applications from class 1 to class 6.

Guide users are presented with an easy-to-use menu requiring just four choices: vehicle year, make, and model, plus the type of product needed. The guide includes more than 8000 parts, covering model years through 2013 for virtually all domestic and import light- and medium-duty vehicles.

Bendix Spicer Foundation Brake is a joint venture between Bendix Commercial Vehicle Systems and Dana Commercial Vehicle Products.

See www.foundationbrakes.com

NEW INTERIOR FOR PETE 320

NEW PROBILT INTERIOR FOR PETERBILT LOW-CAB FORWARD OFFERS ERGONOMIC IMPROVEMENTS

The **Peterbilt** Model 320 interior has had a floor-to-ceiling re-design, the company says, beginning with the new ergonomic dash layout. The new instrument panel includes LED backlit gauges that are easy to read and are easily visible through the new steering wheel, along with the new Driver Information Display that provides critical vehicle data, as well as rocker switches that are within easy reach, says Pete.

An in-mold process embeds color directly into the dash for a durable finish that's said to virtually eliminate fading, scratching, and peeling. Removable dash panels allow easy access to electrical and

HVAC components, and an improved HVAC system includes a new header with overhead controls and toggle switches.

The cab's B-pillar has been re-designed to include cab corner windows for increased vision, also aided by a lowered dash brow and a large, retractable sunshade that spreads the length of the front windshield.

The new interior includes a large, multi-purpose center console with removable panels allow for easy installation and access to body controls. Storage space is abundant, the company says, with multiple compartments plus a space designed specifically for a small lunch cooler, driver and passenger side cup holders, as well as a USB charging port and 12V DC charging outlet.



Safety and comfort were key considerations in the new pedal-position package, says Peterbilt. Customers were consulted about pedal placement and space between the throttle and the brakes, and the result is said to provide a more comfortable driving position.

Other features include: header and over-door storage capacity; tilt/-telescoping steering wheel; and heated seats. The ProBilt interior is available in Titanium Gray.

See www.peterbilt.com

CARRIER X4 REFRIGERATION

NEW TRAILER UNITS ARE SAID TO DELIVER BEST-EVER PERFORMANCE AND FUEL ECONOMY

Carrier Transicold has introduced its ultra-high efficiency X4 Series, delivering what it claims to be the highest refrigeration capacities currently offered in a trailer refrigeration platform. It's also compliant with EPA Tier 4 emissions requirements.

The new line offers the highest refrigeration capacities ever delivered by Carrier trailer units, the company says, combined with lower fuel consumption, lower maintenance costs, lighter weight, and quieter operation than the previous platform.

The X4 Series includes the new 7500 and 7300 single-temperature, belt-driven models, which both require less power than Carrier's prior platform and competitive equipment designed for 2013 Tier 4 compliance, the company says. Respectively, the new units provide 68,000 and 66,000 BTUs of cooling at a set-point of 35 degrees F (100 F ambient).

The new units are said to achieve 35 to 50 percent more BTUs of cooling per gallon of fuel, at AHRI rating conditions, than Carrier's current designs.

Compared to the X2 series models they succeed—the 2100 and 2500 respectively—the new X4 units weigh 30 lb less; provide 3 to 10 percent higher cooling capacity; achieve up to 20 percent faster pull-down; consume 5 to 22 percent less

fuel over a full range of operating conditions and up to 35 percent less fuel during pull-down; require 24 percent less refrigerant; and operate at up to 18 percent slower speeds and reduce engine runtime by up to 15 percent, resulting in improvements in durability and longevity as a result of more lightly loaded components, Carrier says.



Using 18 percent less engine power than previous Carrier models, the X4 unit engines are certified for compliance with the 2013 EPA Tier 4 standard for engines less than 25 hp. Fleets will be able to equip units with an optional engine emissions system, further reducing emissions to provide future compliance in California beyond the initial seven years.

See www.carrier.com/ecoforward

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Product Watch

ACCURATE MILEAGE CALCULATION

TELOGIS MILES IS SAID TO MEET THE TRANSPORTATION INDUSTRY'S DEMAND FOR ACCURATE MILEAGE CALCULATIONS IN REAL TIME

Telogis says it's setting a new transportation industry standard for mileage calculation accuracy with Telogis Miles, an extension of its comprehensive, cloud-based location intelligence platform. It works by generating real-time mileage that matches actual in-cab miles driven when used in conjunction with the Telogis platform. It gives fleets the ability to determine and manage against actual costs.

Telogis Miles allows customers to leverage what's claimed to be "the most accurate and current data" in the industry, supported by a network of nearly 110,000 drivers who provide feedback on the best truck-specific routes and other information in real time.

It's specifically designed for back-office planners and resources associated with all types of routing calculation. It

automatically takes into consideration the configuration defined by the fleet, including routing preferences and road modifiers, and exploits the full platform's flexibility in managing the entire routing process from the first mile to the last.

Customers can choose to use the Telogis Miles application programming interface (API) or user interface, which both use the Telogis cloud to calculate miles.

See www.telogis.com

SYNTHETIC CNG ENGINE OIL

CHAMPION'S NEW LOW-ASH 15W-40 OIL IS FOR USE WITH CNG, LNG, OR PROPANE ENGINES

Champion Oil now offers a new full synthetic low-ash oil specifically designed to be used with engines fueled by CNG, LNG or propane. The 15w-40 multi-grade viscosity lube has reduced ash content and is said to be engineered for longevity and durability.

Champion says other features of the new oil include: superior valve recession



protection; low oil consumption; piston deposit control; good TBN retention; shear stability; enhanced valve-train wear protection; excellent cold-start protection; advanced oxidation control; and low exhaust emissions. It's also designed to control and reduce pre-ignition, the company says.

The new oil is available in 5-gal pails, 55-gal drums, and 330-gal totes.

See www.championbrands.com

THE POWER TO

AIRLESS AIRBAGS

SUMOSPRINGS ARE SAID TO IMPROVE FORD F550 AND RAM 5500 SUSPENSIONS **SuperSprings International** says its "fit it and forget it" suspension enhancements improve two of the most versatile vocational trucks on the market. Rear SumoSprings, the company's so-called airless airbags, are now available for the Ford F550 (P/N SSR-104) and Ram 5500 (P/N SSR-303).

Composed of microcellular urethane, they're claimed to increase load-carrying capacity, provide a smooth load engagement, reduce side-to-side body roll, and improve ride. They're completely maintenance-free and do not expand outward when compressed.

Since there is no air bladder, SumoSprings will never burst or sag due to leaks, the company says, nor will owners ever have to add air or maintain compressor lines. Testing has shown that they'll perform in temperatures ranging from minus-32 C to 93 C.

They're available in front and rear versions for some trucks and RVs, but

the new applications are only for the rear suspensions of 2005-2013 Ford F550 and 2007-2013 Ram 5500 trucks. They use the existing factory holes drilled for the OE bump stops with no additional drilling or fabrication required. Typical



installation is said to take an hour or less using standard tools.

Each SumoSpring can be compressed by 80 percent of its original height with full memory rebound. SuperSprings International offers fleets a 30-day evaluation program.

See www.supersprings.com

ELECTRICAL PROTECTION

FROM PHILLIPS, A COMPLETE SEAL AT THE 7-WAY CONNECTION

The newest product from **Phillips Industries** is part of the STA-DRY line that aims to fight corrosion build-up in truck/trailer electrical systems. The new QCMS2 (Quick Connect Modular System) is semi-hardwired to the tractor creating a complete seal at the 7-way connection. By removing the socket from the union, the QCMS2 mates directly with the STA-DRY QCS or QCS2 (Quick Connect Socket) boot which, Phillips says, is now standard on most tractors. It means there's no break or gap where moisture can enter.

Regulations for the SAE J560 do not call for a watertight connection, the company explains, and with many connectors being constructed in different sizes for compatibility purposes, it leaves a considerable gap between the plug and socket connection, where contaminants easily enter.

See www.phillipsind.com



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Product Watch

PETERBILT WHEEL ENDS

PETERBILT HAS STANDARDIZED ON PRESET PLUS WHEEL ENDS ON ALL ITS CLASS 8 TRUCKS

Peterbilt says PreSet Plus hub systems are now standard equipment on all of the company's class 8 trucks. They're designed to improve serviceability and reliability of wheel ends, while minimizing service time and requirements.

Features include a claimed 40 percent improvement in surface finish, resulting in superior rolling contact, reduced friction, lower operating temperatures, and increased lubrication. Increased bearing life, even under the most demanding conditions, is another key result.

PreSet Plus hub assemblies are designed for both steer and drive axles, for disc and drum brakes, and are available in iron and aluminum for weight-sensitive applications.

See www.peterbilt.com

CONTINUOUS-BELT TRAILER

TRAIL KING INTRODUCES NEW ROLLED-SIDE AG TRAILER

Trail King says its new Continuous Belt Super Hi-Lite rolled-side ag trailer (ASHR-C) is engineered to revolutionize how the agriculture industry hauls feed, seed, fertilizer, and other ag-related products.

The ASHR-C features a smooth, continuous 48-in., two-ply SBR rubber belt driven by a dual-reduction planetary gearbox with heavy-duty roller chain and steel Z-BAR support for fast, horizontal discharge of the load and hopper clean-out in one revolution or less.

This continuous-belt design is said to reduce the risk of cross-contamination between loads in several ways. First, unlike a segmented belt, a continuous belt has no voids created by overlapping belt sections where product can be trapped. Second, Trail King says its continuous belt has a "banner" edge, or flange, along both of its outside edges. These edges, together with flashing that fits snugly against the belt flange, help prevent product leakage or build-up that can lead to cross-contamination.

A spring-loaded belt scraper on the underside of the back end of the belt also



Trail King Continuous Belt Super Hi-Lite rolled-side ag trailer.

results in a cleaner, more environment-friendly operation by scraping the belt clean. Also available as an option is a second spring-loaded scraper, located under the front of the trailer, useful in colder climates where ice and road slush can build up on the belt under the trailer during transport. This second scraper is designed to clean the belt and prevent carry-back of environmental debris into the hopper.

The new trailer is available in a variety of models, ranging in capacities from 55-105 cubic yards and overall lengths of 43 to 53 ft.

See www.trailking.com

SPRAY GREASE

AMSOIL'S NEW SPRAY GREASE GETS LUBE IN HARD-TO-REACH PLACES

Amsoil has introduced Spray Grease, said to reduce friction and wear while keeping components running clean and trouble-free. Its convenient spray enables users to grease hard-to-reach spaces while reducing the amount of mess.

It can be used on any pivot point or external moving part. It adheres to metal surfaces for long-lasting performance, the company says, protecting against wear and corrosion while lubricating moving parts for smooth operation.

The new grease is available for purchase individually or by the case.

See www.amsoil.com



MACK'S LATEST MP8

MACK ADDS POWER, FUEL EFFICIENCY WITH NEW MP8 ECONODYNE+ ENGINE

Mack Trucks says 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

WEIGH-STATION BYPASS

ZONAR 2020 TABLETS OFFER THE GPS-BASED DRIVEWYZE PRECLEAR BYPASS SERVICE

Zonar and Edmonton's **Drivewyze Inc.**, creators of the Drivewyze PreClear weigh station bypass service, are working together. They've announced that the GPS-based Drivewyze PreClear bypass service will be available on the Zonar 2020 telematics tablet starting in July. But not yet in Canada, we're told, though it's coming at some unspecified point.

Zonar becomes the first reseller of Drivewyze PreClear through this agreement.

Zonar customers will have the option of signing on for the monthly subscription-based Drivewyze bypass service—without needing to install any additional equipment or transponder.

The Drivewyze PreClear bypass service rewards hard earned fleet safety scores with the opportunity for drivers to bypass scales and inspection sites, saving considerable time and money, the company says.

A carrier's Inspection Selection System or ISS score determines whether it will be allowed by vehicle enforcement officers to bypass the weigh station or remote inspection site. As a general rule, good CSA scores mean a good ISS score.

For owner-operators and fleets with strong ISS scores, Drivewyze provides them a clear competitive advantage, the company says. Commercial vehicle enforcement officers can identify and electronically screen vehicles even when they're traveling at highway speeds because Drivewyze PreClear meets U.S. federal requirements for electronic screening.

The Drivewyze PreClear service is currently available in 15 states, providing bypass opportunities at 217 weigh stations and mobile inspection sites, and its reach is said to be quickly growing.

Zonar's 2020 portable tablet provides electronic hours of service, Zonar's patented verified electronic vehicle

inspection, two-way messaging, advanced commercial vehicle navigation, visual driver feedback and performance results, a camera and video for docu-



menting any damaged goods, document and signature capture, and myriad other applications. Drivewyze will be available for the 2020 tablet after the new U.S. hours-of-service regulations go into effect in July.

See www.zonarsystems.com and www.drivewyze.com

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TIRE MONITORING

CONTINENTAL'S CONTIPRESSURECHECK NOW AVAILABLE

Continental's ContiPressureCheck tire-pressure monitoring system is now available for sale in the aftermarket, following a year of real-world testing.

The system uses sensors mounted inside the tires to provide accurate temperature and pressure readings, with alerts and warnings displayed in the cab. The system can be used for tractors, trailers, or in combination.

Continental says it saves both time and money by alerting the driver of sudden inflation deviations as well as



slow air losses. By correcting these issues before the tire requires replacement, fleets can prevent vehicle downtime, extend tread life, and protect their casing investment. Continental says its research indicates that optimal tire inflation decreases stopping distance and optimizes vehicle control.

See www.continental-truck.com

LABOR-TIME ESTIMATING

MITCHELL 1 INTRODUCES LABOR-TIME ESTIMATING PROGRAM FOR TRUCKS

Mitchell 1 says its new TruckLabor program is the first comprehensive labor-time estimating product for medium and heavy trucks.

With TruckLabor's Standard Repair Times (SRTs), technicians, service writers and shop management have instant



2014 Fuso Canters

access to the information they need to determine how long a repair will likely take for any truck, class 4 through 8. With this knowledge, they can better manage shop workflow.

It's a cloud-based system, so labor-time data is automatically updated and the shop's latest estimates are auto-saved for quick retrieval. Technicians always have access to the most current information available. "Intuitive" navigation guides the user through the steps to quickly generate an estimate: identify the vehicle (all makes), choose the labor operations and add parts if applicable, then print the estimate.

The estimator tool allows customization of labor rates for different customer types or service operations, and saved estimates are automatically organized in one location.

See www.mitchell1.com/truck

THE 2014 CANTER

mitsubishi FUSO INTRODUCES NEW 2014 FUSO CANTERS

Mitsubishi Fuso has introduced its 2014-model-year Fuso Canter FE and FG Series medium-duty trucks.

The company has also announced its 'Spring It On!' sales event, which offers 4.25 percent APR financing for 48 months on all new 2012-2014 Canter FE trucks sold in Canada (finance programs

in the U.S. differ), which ended on June 30, 2013. Financing is underwritten by Hitachi Capital Canada Corp.

The longer wheelbase for the FE125 model will allow the application of bodies up to 20 ft long in a truck that has a GVWR of 12,500 lb and a payload capacity of 7095 lb, suited for high-bulking applications like furniture delivery.

The optional side-mounted fuel tank can replace the standard rear, in-frame tank on any 2014 FE model with a wheelbase of 133.9 in. or longer, for delivery trucks that require tuck-under liftgates or for rollback or stinger-type auto recovery applications.

The 2014 model Canters are expected to meet EPA GHG standards beginning with units produced in April 2013, two years ahead of the regulatory compliance mandate.

See www.mitfuso.com

TMC MAINTENANCE MANUAL

TMC PUBLISHES NEW VERSION OF THE RECOMMENDED PRACTICES MANUAL

The American Trucking Associations' Technology & Maintenance Council has created an updated version of the industry's leading truck maintenance resource, the 2012-13 Recommended Practices Manual. As always, it provides

a wealth of knowledge about maintenance and engineering practices in trucking. The current edition is a 2,900-page two-volume set (in printed form) that includes both the Recommended Maintenance Practices Manual and Recommended Engineering Practices Manual. Carriers and equipment manufacturers depend on it when it comes to the purchase, design, maintenance, and performance of equipment.

The set is available in book or searchable CD format. TMC members will automatically receive the CD as part of their member benefits.

Members can also buy the CD (single user) for US\$249 (\$329 for non-members), while an enterprise version of the CD will set members back \$2500, or \$3333 for non-members.

Members can buy two-volume book set for \$249, while non-members will pay \$329. The Maintenance volume only can be had for \$129/\$169 and the Engineering volume alone for the same price.

See www.trucking.org/Federation/Councils/TMC

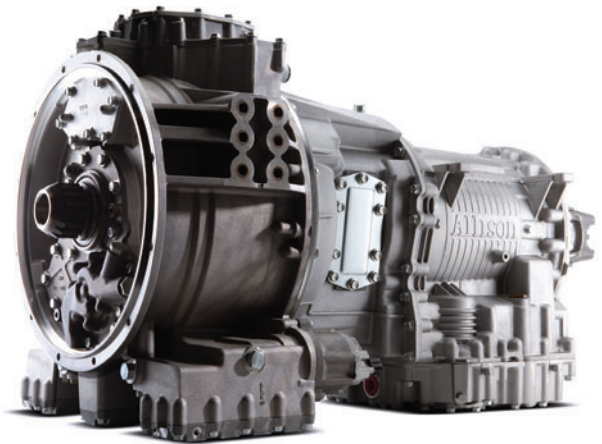
ALLISON HYBRID SYSTEM

ALLISON SET TO LAUNCH FULLY AUTOMATIC HYBRID PROPULSION SYSTEM

The new **Allison H 3000** hybrid propulsion system is designed for medium- and heavy-duty vehicles in distribution, refuse, utility and shuttle applications.

The fully-automatic parallel hybrid system is based on the Allison 3000 Series transmission which is matched with hybrid system components, including a motor/generator, power electronics, and lithium-ion cell battery packs. Scalable to each application, the modular lithium-ion battery packs enable an optimal amount of energy capacity to be tailored to a specific vehicle or duty cycle, allowing for greater flexibility and performance, says Allison.

The H 3000 captures otherwise wasted energy during vehicle braking and uses it to assist in vehicle propulsion and powering of auxiliary equipment. The design



features a torque converter fully-automatic transmission.

It will also come equipped with Allison's latest generation of electronic controls which offer a variety of features to further improve productivity and efficiency. Depending on vocation and duty cycle, the system can offer fuel savings up to 25 percent, Allison says.

Production is expected to begin later this year.

See www.allisontransmission.com

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TRAILER INFORMATION

BENDIX SYSTEM PROVIDES EASY ACCESS TO TRAILER DATA

Bendix Commercial Vehicle Systems

has launched the Bendix Trailer Information Module (TIM), an easy-to-use stand-alone system that offers comprehensive access to key trailer diagnostic and operational information. And makes it available with a simple three-button navigation system.

The stand-alone module is attached to the trailer and allows a driver or technician to troubleshoot trailer ABS quickly or pull information, such as system diagnostics and service-interval status, without the use of additional tools.

It also allows a user to view the trailer's roll-stability system interventions, axle load, ECU test capability, and a real-time clock. It can be mounted almost anywhere on a trailer and is designed for use with Bendix TABS-6 Advanced and TABS-6 Advanced MC stability systems for trailers. On trailers equipped with a J1939 version of the SmarTire Trailer-Link Tire Pressure Monitoring System (TPMS) by Bendix CVS, it will also provide tire pressure and temperature data.

Easily installed, the TIM can be mounted permanently or used as a handheld device.

See www.bendix.com

AFTERMARKET ALTERNATOR

ALLIANCE TRUCK PARTS ANNOUNCES NEW ALTERNATOR LINE

Alliance Truck Parts has introduced a new alternator line. Rated for the higher temperatures found in 2007 and 2010 EPA emissions-compliant engines, the new line covers a wide range of applications. It's said to meet or exceed current OEM specifications for quality, fit and finish.

With all-makes compatibility, the Alliance alternators are available with pad-mount or J180-mount options. Amperage ratings range from the compact 444 model's 150 amps up to a full 210-amp rating. Temperature ratings for all models are at 125° C with the exception of the compact model which carries a 110° C rating.

Other new features include a sealed brush box, case ground, heavy-duty front and rear bearings, dual internal fan, and e-coated housing for corrosion resistance.

The alternator's solid-lead frame creates a single, solid connection to all of the internal diodes as well as improving shock and vibration resistance, says Alliance.

Alliance Truck Parts is a brand of Daimler Trucks North America.

See www.alliancetruckparts.com

TRAILER & LIFT AXLES

WATSON & CHALIN OFFERS A FULL LINE OF TRAILER AXLES AND A NEW SELF-STEER LIFT AXLE

Watson & Chalin has added its own trailer axles to the product portfolio. The company has also launched a new 20,000-lb self-steering axle and lift suspension system.

The new trailer axles are available in capacities up to 25,000 lb with N or P spindles, drum or disc brakes, 12.25- to 18-in. brakes, fully dressed wheel-end packages, and various wall thicknesses depending on the customer's desired capacity.

The company has also expanded the Tru-Track lift-axle family with the launch of the SL-2065 self-steering axle and lift suspension system.

Weighing in at 1,327 lb, the SL-2065 offers "outstanding" maneuverability with a 25-degree wheel cut. It's offered with 445/65R22.5 tires and an air-disc brake option.

Other features include "maintenance free" Huck fasteners, a narrow 89 drum face for increased body clearance, dual self-centering stabilizers, pre-set caster, and pre-plumbed options. It comes with a 5-year warranty

See www.watsonsusensions.com

BRIGHT LED HEADLIGHTS

TRUCK-LITE BRINGS "HIGH VISIBILITY" LED HEADLIGHTS TO HEAVY-DUTY MARKET



Truck-Lite used the recent Mid-America Trucking Show to showcase what it calls the world's first custom LED headlights for the truck market. These high-performance, custom-engineered LED headlights are said to offer superior night-time vision and enhanced safety.

The first such headlight is designed for the Freightliner Cascadia model, now available as an aftermarket retrofit

FUEL FOR THOUGHT

GET READY FOR ONE HIGH INFLATIONARY PERIOD

— By Bob Tebbutt

I think the economy is about to get stronger and prices are going to soar.

Over 10 years ago, the U.S. politicians decided that every American deserved to live in their own house so regulations were changed allowing those who really did not qualify to buy homes, buy homes. And the result was sub-prime loans.

This increased demand caused the highest house building activity in history but when prices started to drop, the market was met by panic selling as house values dropped below mortgage values.

All of these sub prime mortgages held by banks around the world were virtually worthless causing banks' lending capital to be restricted.

The result was that the economies around the world collapsed and the central banks

had to bail out their banks to keep them solvent.

Now, the Feds have announced they are cutting back on bailouts and as a result interest rates have been rising since mid-2012.

Data from the 30-year U.S. bond markets shows that the start of the sub-prime program caused the bond market to rise from 2007 into the highs of 2012, indicating a move to the lowest interest-rate levels in decades.

This is the most important piece of blue sky I have seen for at least 10 years and indicates that the longest economic downtrend in decades is over.

So what can we expect?

A combination of increased economic activity and a huge surplus of cash in bank vaults will force prices higher and a new inflationary cycle will



begin. As the amount of cash given to banks to stabilize their balance sheets has been at unprecedented levels, inflation will soar.

This is the most critical point in this economic cycle, as more demand meets more supply and the extra cash only

encourages more buying, and pushes prices even higher.

This factor applies to all aspects of the market from raw materials to retail price levels. Therefore, the best advice is to be prepared for an inflationary period that may be the highest in decades.

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.

option from Freightliner dealers. Truck-Lite says it will develop new custom headlight options for other truck brands.

This new LED technology delivers lighting performance "far and above the traditional halogen systems," the company says. The headlights were initially developed for military use and have been used on vehicles serving in the Iraqi and Afghan theaters since 2007.

They're said to offer improved driver vision through their more natural light, leading to improved object recognition at night and increased daytime visibility. An additional benefit is a significant reduction in amperage draw on the vehicle's electrical system, resulting in a 50-times longer lighting system life than conventional halogen technology, says the company.

See www.truck-lite.com/US and www.freightlinertrucks.com

HEIGHT CONTROL

HADLEY'S SMARTVALVE CAN SAVE A DRIVER A WEEK'S WORTH OF TIME PER YEAR

Hadley has introduced its new and patented SmartValve height-control system. It saves drivers time and effort, says Hadley, and helps reduce injuries. The company claims it can pay for itself in six months or less.

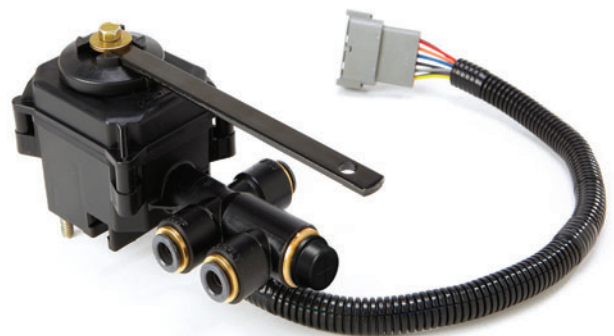
It combines three devices in one—the valve manifold itself, an external sensor, and the associated electronics—fitting within the same envelope as a mechanical height-control valve.

Installed on the drive-axle suspension, the SmartValve is said to save time in a variety of common drop-and-hook situations. By conveniently raising the tractor frame over ride height, drivers will find it easier

to deal with coupling trailers found at many different ride heights. There's no need to crank the landing gear as often or as far.

The SmartValve system is available as a retrofit kit for specific applications, with additional coverage expanding in the months ahead. It will be available later this year for OE installation.

See www.hadleyadvantage.com



DRIVE TIRE NOW SMARTWAY-VERIFIED

SmartWay Transport Partnership as a low-rolling-resistance drive tire for class 8, linehaul tractor trailers. EPA has determined that certain tire models can reduce NOx emissions and fuel use by 3 percent or more, relative to the best-selling new tires in that application, according to the SmartWay website. There are now 20 Continental new and retreaded truck tire products verified by SmartWay.

The Conti Hybrid HD3 is named 'hybrid' because it allows operation in a combined highway and regional application. The tire is available in sizes 295/75R22.5, 11R22.5, and 11R24.5, and will be offered as a ContiTread retread product in late 2013.

www.continental-truck.com • www.epa.gov/smartway/technology/tires.htm



XRS MANAGEMENT TOOLS

XRS SHOWS OFF CUSTOMIZED WORKFLOW AND TRIP-MANAGEMENT MODULES FOR ITS MOBILE PLATFORM Having recently introduced its complete mobile platform for fleet management, **XRS Corp.** (formerly Xata) is now launching new application features designed to boost fleet productivity and compliance.

The company has just unveiled two new modules for its XRS mobile application—FLX and TRP—which are customized, scalable route- and workflow-management applications.

The FLX module will allow fleets to build their own driver workflow and mobile data attributes, simplifying data collection, load assignments, route planning, POD forms, OS&D validation, and any other functions that need to be monitored or tracked. FLX also includes signature and image-capture capabilities for fast mobile data collection, authorization, proof-of-delivery, and acceptance of terms.

The TRP module, says XRS, will help fleets manage trips with a single, comprehensive application, with 'planned vs. actual' reporting that allows managers to view deviation from a planned route and accurately project up-to-the-minute ETAs as drivers progress through a trip. It also features real-time ETA and route-deviation monitoring for both managers and drivers, enabling real-time vehicle activity

to be tracked automatically against planned routes. TRP will integrate with many industry-leading route systems, such as Roadnet, Ortec, and Appian.

The new XRS mobile platform, which entered general release in March 2013, runs on more than 50 types of devices and automatically transmits vehicle and operator data directly to a management dashboard, preparing for compliance with the pending MAP-21 compliance mandate for recording hours-of-service. Nearly 90 percent of drivers already use mobile devices, the company says, meaning there are no additional hardware costs associated with the XRS platform. The company has partnership agree-

ments with the leading brands in mobile communications across North America.

The FLX module is now available to current XRS customers, while the TRP module will be available in 2014. Existing Turnpike customers will begin the transition to the new XRS mobile solution on a scheduled basis, facilitated by XRS customer care representatives and aided by its customers' familiarity with mobile technology.

Monthly pricing for the XRS mobile fleet-optimization platform is \$39 per subscription. Learn more or sign up here. <http://engage.xrscorp.com/flx>

See www.xrscorp.com

HOT, COLD CONTAINERS

ESPAR LAUNCHES NEW LINE OF SMALL FLEX-COOL CONTAINERS

Espar's new Mobile Flex-Cool refrigerated containers are designed for the hygienic transportation of temperature-sensitive goods in food and medical/pharmaceutical applications—but not necessarily in big trucks.

In fact these containers are "ideal" for users who may not be able to justify the expense of a fully dedicated refrigerated vehicle. Or a large one. Espar says the cost-effectiveness in comparison to a refrigerated vehicle conversion is impressive, as purchased or leased vehicles can be retrofitted to haul temperature-controlled loads, then sold or returned in original condition.



These easy-to-clean containers are made with molded polyethylene with insulation of expanded, CFC-free polyurethane foam as thick as 5 in.

The Mobile Flex-Cool product lineup ranges in volume from 22 to 915 liters with temperatures from -24 to +40C. They're available as cooling-only, cool/heat, and cool/freeze.

The containers are equipped with hermetic DC compressors with an integrated AC rectifier, specially developed for vehicle uses. Operating voltage is 12-24V dc and 110 -240V ac, with what's said to be low amperage draw. This allows flexibility in that users can readily switch the power source from the vehicle directly to the power grid, such as a plug in a wall.

See www.espar.com

SPICER AXLE, DRIVESHAFT

ADVANTEK 40 TANDEM AXLE IS LIGHT, SPL-350 SHAFT HANDLES BIG TORQUE

Dana has introduced its Spicer AdvanTEK 40 tandem axle, an all-new 40,000-lb axle for a variety of class 8 applications. The company says it features a design that increases fuel economy, improves reliability, reduces vehicle weight, and decreases total ownership costs. Dana won't start production on the axle until early 2014.

At the same time the company also launched a new Spicer Life Series main driveshaft and inter-axle shaft specifically designed to supply greater torque, durability, and savings for severe-duty vocational applications as well as low-emission, high-efficiency trucks.

Dana offers standard-service and extra-heavy-duty versions of the new SPL-350 driveshaft, as well as the complementary SPL-250 inter-axle shaft. Available in the second half of 2013, they're said to extend the expected life of the drivetrain and eliminate application restrictions on engine power in linehaul and vocational vehicles.

The new Spicer AdvanTEK 40 axle sports the industry's fastest axle ratio of 2.26:1, developed to handle higher input torques and lowering engine rpm at cruise speed while increasing axle efficiency by up to a claimed 1.2 percent. There are ratios suited for direct-drive

transmission drivetrains requiring rear axle ratios from 2.26 to 2.79 and overdrive-transmission ratios from 2.93 to 3.91.

As far as we can tell, the SPL-350 driveshaft and SPL-250 inter-axle shaft are available now.

See www.dana.com/commercialvehicle

COMMERCIAL GPS

MAGELLAN ADDS SPACE-SAVING 5-IN. ROADMATE

Magellan's new RoadMate Commercial 5370T-LMB is a compliance-ready space-saving 5-in. GPS navigator. Designed for the needs of drivers before, during and



after their on-the-road time, it offers customizable truck-specific routing, hands-free communication, driver status log, and mileage reports.

Drivers can use the new RoadMate to set up customizable routes based on the vehicle's dimensions as well as applicable hazmat restrictions. Multi-destination routing allows drivers to plan their stops and optimize routes to be more efficient.

Other features include spoken street-name guidance and audible turn-by-turn directions, and integrated Bluetooth technology for hands-free use when paired with a compatible phone.

The Magellan RoadMate Commercial GPS family now includes three models including a 7-in. unit.

See www.magellangps.com

REMOTE DIAGNOSTICS

VOLVO EXPANDS REMOTE SYSTEM TO INCLUDE VHD AND VAH MODELS

Volvo Trucks is making its Remote Diagnostics feature standard equipment on Volvo-powered VHD and VAH vocational models. It's now standard across the company's entire North American product line.

The remote communication platform provides proactive diagnostic and repair planning assistance with detailed analysis of critical trouble codes.

Volvo says the feature has demonstrated a marked improvement in repair accuracy and efficiency, reducing the average diagnostic time at a service location by 71 percent and lowering the average time of repair by 25 percent. The service also helps improve parts availability and provides technicians with easy-to-read repair instructions before the truck arrives for service.

Frost & Sullivan presented Remote Diagnostics with the 2012 North American Customer Value Enhancement Award in Commercial Vehicle Repair and Maintenance. It has also won Volvo internal awards.

See www.volvotrucks.us.com

TRUCK-LITE CATALOG

INCLUDES PRODUCTS PLUS AN FAQ AND REGULATORY INFORMATION

Truck-Lite has released its 2013 full-line catalog. The comprehensive full-color catalog features over 2700 products, including new product innovations designed with the latest in LED technology.

In addition to showcasing all currently available products and accessories, the



new 2013 catalog provides details about Federal Lighting Regulations, Frequently Asked Questions (FAQs), Society of Automotive Engineers (SAE) codes, warranties, and technical information for each product.

The catalog is also available in a downloadable PDF format. New is the ability to jump directly to the online catalog by scanning a QR code printed on the back cover.

See www.truck-lite.com

Product Watch

VARIABLE FAN DRIVE

HORTON SAYS THE MODULATOR RCV250 IS LIGHTER AND SIMPLER

Horton says the new Modulator RCV250 fully variable fan drive is an efficient, integrated, belt-driven fan drive of lighter, compact design, engineered to turn larger fans that require higher torque. It will be in full production this summer.

Its variable operation reduces fan noise while



increasing fuel efficiency and available horsepower, the company says. Its design—and lower parts count—is said to result in reduced initial, replacement, and maintenance costs when compared to a viscous fan drive and drive hub combination. At the end of its life cycle, the product can be returned to Horton for remanufacturing.

The new drive is directly controlled and managed by the engine's electronic control unit, and it can be combined with Horton's Di Controller for precision cooling.

See www.hortonwww.com/variable

DIGITAL THERMOSTAT

WEBASTO INTRODUCES THE DIGITAL SMARTEMP CONTROL

Webasto has unveiled its new SmarTemp digital bunk thermostat. Designed to work exclusively with the company's Air Top 2000 ST bunk heater, it's a compact, easy-to-use, all-in-one temperature management system.



Drivers can dial in the temperature they want and the device does the rest. Standard comfort adjustments are as easy as turning the dial right for higher temperatures and left for lower.

Its large, backlit, LCD screen is easy to read and prominently displays the ambient bunk space temperature as well as the corresponding set temperature.

The user can easily toggle between menu options with the push of a button. Main menu options allow users to select continuous or timed run times, low-voltage disconnect thresholds, password protection, and preventive maintenance reminders.

See www.smarttempcontrol.com **TT**

YOU CAN'T GET THERE FROM HERE

Your Golden Opportunity

The following sharp-eyed readers correctly identified last month's mystery location as the **Legendz Diner** in Golden, BC: **Shelly Palumbo**, Golden, BC; **Alaina Clark**, Winnipeg; **Tom Fowler**, Millet, AB; **Aaron Johnson**, Addison, ON; **Carmen Gervais**, Val Caron, ON; **Daune Freeborn**, Sudbury; **Cliff Brunelle**, Val Caron, ON; and Richard Imeson, Rocky Mountain House, AB.

We've mailed them each a **Today's Trucking** cap for their efforts.

We've also been accused of making the contest a bit too easy. So this month's roadside site puts the lie to that barb. If you can identify this wheel (*extra points for telling us what it is*), contact **Jason Rhyno** at jason@newcom.ca or **416 614-5827**. If you're among the first 10, you get a cap. Remember to include your snail-mail address!

Not only that, but if you've any photos of places or things you think deserve a spot in our roster of roadside wherezits, send them along, too.



July Answer:
Legendz Diner,
Golden, BC.



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Or email: Jason@newcom.ca

P.S. If you call your answer in, don't forget to leave your contact details!



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By Peter Carter

My Big Fat Sikh Wedding

A few life lessons learned at my friend's exotic lavish marriage ceremony

The important news first: There was a bar. Two in fact. I say that right away because some of my sisters and brothers read this magazine. If I didn't start by acknowledging the open bar, they would not believe what I'm going to say next.

Which is, the wedding that my wife Helena and I attended in June was one of best either of us have ever been to.

Wait. Don't flip the page.

I'm not giving you a corsage-by-corsage account of some stranger's summer nuptials.

What I am going to share are a few observations about that marriage that will make me a more adept magazine editor and, by extension, make *Today's Trucking* an even better magazine.

But first of all, you have to know that the marriage was actually two weddings. The groom was a Sikh, the bride Hindu.

In what I consider a Kissinger-esque culture-crossing exercise, instead of one of the parties having to compromise their own beliefs, the couple first got hitched in a Sikh ceremony Friday morning and then a Hindu marriage later that same day.

And even though the first part of the wedding took place in a Sikh temple within a 10-minute drive of my office, and even though I drive by the place at least twice a week, I didn't even know the temple existed. (We all tend to stay in our comfort zones, don't we?)

Turns out the temple has about 10,000 members. Ten thousand! (How many of you attend churches whose pastors could only pray for that kind of attendance?)

The temple is also home to a school, a community center, a gym and a wide variety of social services and you're welcome to visit, any time you like, Sikh or not.

I recommend you do so. You'll learn a lot about a huge chunk of the trucking population; a chunk, I hasten to add, I knew precious little about prior to this wedding.

Get this: When Helena and I first arrived at the temple, we

found out that we had to leave our shoes in the lobby. Naturally I had a few other questions about protocol so I turned to the 20-something Indian man standing inside the door.

His very polite response?

"Don't ask me! I'm Hindu. I've never set foot in one of these places before."

Here's a lesson.

You want to make somebody feel better about themselves, let them know you're out of your depth, too. It was weirdly reassuring to learn that I'm not alone in my ignorance.

Plus, just because a guy looks like he belongs doesn't mean he does.

The more we hung out, the more we learned. Everybody we met was eager to share what he or she knew.

Before the Sikh ceremony, a 22-year-old woman in her last year of med school (her older brother's a lawyer, natch) patiently explained the actual marriage part of the ceremony. At one point, three quarters of the way through the two-hours-and-some long ritual, the bride and groom walk slowly around the huge altar at the front of the temple. What happens in fact is that the bride holds on

to the back of the groom's robe and sort of trails behind him.

Afterwards, Helena mentioned she found that part of the ceremony a little old fashioned. A little shall, we say, subservient, for her western tastes. I could see that.

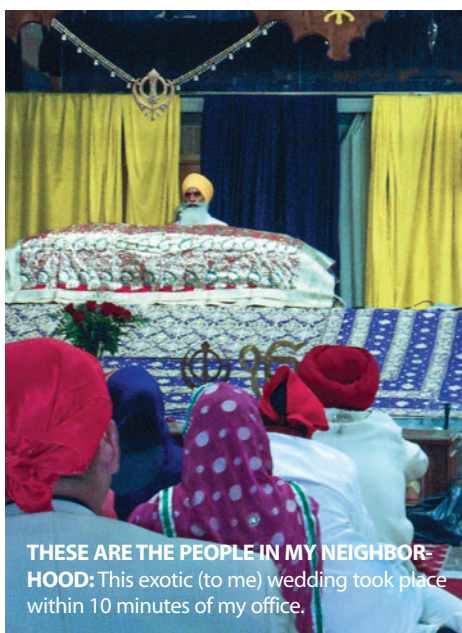
A day and a half later, at the party, the truth outs.

We were at the reception, seated with some of the groom's cousins from Ottawa; they were all Sikhs. And the most telling event of the whole weekend unfolded, before my very ears.

"Mom," a Sikh man enquired of the woman sitting to my left, "Can I have a beer?"

"One," the woman told him. "I told your father he could have a beer too, but just one."

It was pretty easy to see who wears the turban in that family. Same as in mine. **TT**



THESE ARE THE PEOPLE IN MY NEIGHBORHOOD: This exotic (to me) wedding took place within 10 minutes of my office.



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