

RECRUITING: "Want to succeed? Get out of your own way!" Pg. 10



HR Evangelist Dan Baker

Today's Trucking

The Business Magazine of Canada's Trucking Industry

Rules TO Truck By

A Coast-to-Coast Regulation Update

PG. 26

CLASSIFIED ADVERTISING
+
OWNER/OPERATORS & DRIVERS WANTED
OPPOSITE PAGE **44**

Meet Canada's **Champion Driver**
Home Hardware's Rob Marshall
PG. 25

November 2013

www.todaystrucking.com

Who's dominating the **Medium-duty Market?**

PG. 30

Canadian Mail Sales Product Agreement #40063170. Return postage guaranteed. NEW/COM Business Media Inc., 451 Atwell Dr., Toronto, ON M9W 5C4. Registration No. 10788



Daimler Truck Financial

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP.
www.freightlinertrucks.com. FTL/MC-A-1322. Specifications are subject to change without notice. Copyright © 2013, Daimler Trucks North America LLC.
All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.

IT'S MORE THAN A TRUCK. IT'S A BUSINESS PLAN.



FREIGHTLINER[®]

Run Smart[™]



SEE THIS TRUCK
IN ACTION

Purchasing the Freightliner Cascadia[®] Evolution is a strategic move. This truck model is a high-performing asset with a strong return on investment. In fact, it achieves up to a 7% increase in fuel economy over our EPA 2010-compliant model. With the newly designed Detroit[™] DD15[™] engine and optional DT12[™] transmission, powertrain efficiency is further enhanced. And its ease-of-maintenance and long-term reliability help maximize uptime, which lowers your total cost of ownership. Sound like a plan? See real-world examples of successful fleets running the Cascadia Evolution at FreightlinerTrucks.com/FleetSpotlight.



UNPREDICTABLE COSTS? MEET UNLIMITED MILES

At Alliance Truck Parts, we only partner with the best suppliers to manufacture our all-makes parts. We're so confident in our parts that we back most of them with a minimum 1-year/unlimited-mile nationwide warranty.* In an industry that's tough to predict, look to the Alliance black-and-yellow for quality you can count on.

Find Alliance Truck Parts at Freightliner, Western Star, Sterling and Thomas Built Buses dealerships nationwide.

Visit alliancetruckparts.com

* See warranty for complete details and limitations.

DTNA/PSM-A-805. Specifications are subject to change without notice. Copyright © Daimler Trucks North America LLC. All rights reserved. Alliance Truck Parts is a brand of Daimler Trucks North America LLC, a Daimler company.



**ALLIANCE
TRUCK PARTS**



@allianceparts



facebook.com/alliancetruckparts

30

ALL IN THE DELIVERY: Mitsubishi Fuso's new and innovative Canter FE 125 Class 3 has a 169.3-in. wheelbase that can accommodate a 20-ft. box and is particularly suited for urban work with high-bulking items like furniture, baked goods, vending refill, and clothing.



19 Euro-trucks land in Quebec



52 Cummins' new power plant

NEWS & NOTES

10 DISPATCHES

RECRUITING YOUNG PEOPLE TODAY



- 10 Trucks vs. bicycles
- 11 Rebuilt differential in under 4 hours
- 13 Truckers go crime fighting
- 17 People on the move
- 19 What's hot on todaystrucking.com
- 21 Trucking events to pencil in
- 23 Truck sales statistics

FEATURES

25 STREETSMARTS

BRINGING HOME HARDWARE

Meet Canada's Champ Driver; Plus why you should compete in rodeos.
— BY PETER CARTER

26 COMPLIANCE

RULES TO TRUCK BY

A coast-to-coast round-up of new regulations worth learning.
— BY HEATHER NESS

30 MEDIUM DUTY

THE BUYING HABITS OF THE MIDDLE CLASS

We're talking middle as in medium-class; shop trucks; contractors, grocers and greenhouses. And guess what? The medium-duty market hasn't been this buoyant since '08!

— BY TOM BERG AND PETER CARTER

OPINIONS

- 7 LETTERS
- 9 ROLF LOCKWOOD
- 22 JASON RHYNO
- 45 BOB TEBBUTT
- 54 PETER CARTER

SERVICE DEPT

- 37 DO TRAILER SKIRTS WORK?
- 43 LOCKWOOD'S PRODUCT WATCH
- 45 GUESS WHERE THIS IS, WIN A HAT
- 53 COMPANIES IN THE NEWS



ON THE COVER:

Home Hardware Stores' 2014 Cascadia served as backdrop for our photo shoot with Champion Driver Rob Marshall (pg.25). Home Hardware runs 140 class-8 power units, five straight trucks and 493 trailers.

BAD WEATHER IS NO EXCUSE FOR LOSING WINTER TRACTION.



© 2013 Michelin North America (Canada) Inc. All rights reserved. The "Michelin Man" is a registered trademark licensed by Michelin North America, Inc.



Fleet owners, the new MICHELIN® XDS®2 Pre-Mold™ Retread is designed to make your life easier while dealing with Canadian winters. Since no other retread uses MICHELIN® XDS®2 new-tire technology, designs, materials, processes and standards, we are convinced that you will gain exceptional traction and improved take off mileage*. Savings and peace of mind. Like we said, the right tire changes everything™.

*10% more than the MICHELIN® XDS® Pre-Mold™ Retread based on comparative materials analysis.

Visit www.michelintruck.com for more details about our retreads.



Today's Trucking

The Business Magazine of Canada's Trucking Industry

NEWCOM

NEWCOM BUSINESS MEDIA INC.

451 Attwell Dr., Toronto, ON M9W 5C4
416/614-2200 • 416/614-8861 (fax)

VICE PRESIDENT, EDITORIAL

Rolf Lockwood, MCILT
rolf@newcom.ca • 416/614-5825

EDITOR

Peter Carter
peter@newcom.ca • 416/614-5828

ASSOCIATE EDITOR

Jason Rhyno
jason@newcom.ca • 416/614-5827

CONTRIBUTORS: **Steve Bouchard, Allan Janssen, Jim Park, Nickisha Rashid**

DESIGN LAYOUT

Tim Norton, Frank Scatozza
production@todaystrucking.com • 416/614-5810

PUBLISHER

Joe Glionna
joe@newcom.ca • 416/614-5805

NATIONAL ACCOUNTS MANAGER

Heather Donnelly
heather@newcom.ca • 416/614-5804

QUÉBEC SALES MANAGER

Denis Arseneault
denis@newcom.ca • 514/938-0639

PRESIDENT

Jim Glionna

CONTROLLER

Anthony Evangelista

PRODUCTION MANAGER

Lilianna Kantor
lily@newcom.ca • 416/614-5815

DIRECTOR OF CIRCULATION

Pat Glionna

CIRCULATION INFORMATION

P.O. Box 370, Station B, Toronto, ON M9W 5L3
416/614-2200 • 416/614-8861 (fax)

Today's Trucking is published monthly by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Toronto, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus applicable taxes; one-year subscription: \$40 plus applicable taxes; one-year subscription in U.S.: \$60 US; one-year subscription foreign: \$90 US. Copyright 2013. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Toronto, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No.40063170. ISSN No. 0837-1512. **Printed in Canada.**

We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund of the Department of Canadian Heritage.



**Kenneth R. Wilson
Award Winner**



Quits! That's What I'm Calling It

I am writing to let you know that after 15 years of driving, I will not be renewing my license next year. I'm overwhelmed and disturbed at how this industry has turned around. Trucking has been in my blood since the day I was born and I'm sorry to say that I just can't take it anymore.

The number of undertrained drivers out here on the road is growing by the day. I run western Canada every trip and it's getting downright dangerous. Meeting these guys in the middle of the night on a two-lane when they're a foot or two over the line is not a good feeling.

Why is it that I abide by the law and have my truck governed at 105 but these guys are blowing my doors off and nobody says anything? These guys also pass cars and trucks where I wouldn't even dream of doing it, and it seems nobody says or does anything.



I'm sick of seeing trucks blocking all the fuel islands at the ESSO in Nipigon to go into Tim Horton's because it would be too hard to park their trucks. Ever stop at a pull-off on the side of 17 or 11? Disgusting. This is what the public sees on a daily basis. No wonder we have the reputation that we do. I am ashamed of it.

Another reason I am hanging up the keys is the authority. Nowadays, the OPP can stop you anywhere, anytime, just to check your logbook. As an example, I was pulled over last winter, in the middle of a snowstorm, on highway 17 in Marathon for a "routine check". Really?

There was no reason at all to pull me over but the officer did it anyway. Do we not have rights? The laws are ridiculous and I feel like I'm a target in their eyes. My truck has to be governed at a certain speed, I can't even smoke in my truck. Ever feel like you're regulated more than an airline pilot?

Reason number-three would be everything else involving the industry. A certain food warehouse gives us a \$1,000 fine if we're late for our appointment.

But I can sit there for three hours for one skid and be late for my other appointments, yet that's okay with them.

Shippers and receivers don't seem to care about anything but themselves anymore.

God forbid one of them have a bad breakfast.

This industry is in a lot of trouble and that's why I'm getting out of it. Again, what happened?

— **Mike Boisvenue, Sudbury, ON**

EMAIL:

peter@

newcom.ca

or Send a Letter to
Newcom Business
Media, 451 Attwell
Dr., Toronto, ON
M9W 5C4



KENWORTH.
The World's Best.™

The winning team.



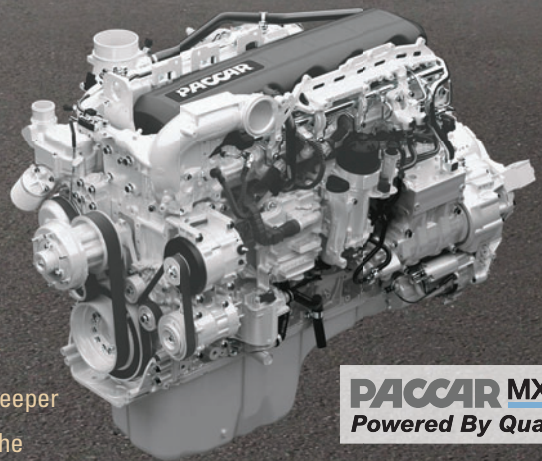
76" Sleeper

52" Sleeper

Day Cab

T680

ATD's Commercial Truck of the Year is a proven winner in aerodynamic design, drivability and total cost of ownership. The T680 offers a configuration for every need including day cab, 76" sleeper and a new 52" mid-roof sleeper for regional haul. Plus with 380 to 500 hp, the PACCAR MX-13 engine is optimized for the T680.



PACCAR MX-13
Powered By Quality



Test drive a T680 at your local Kenworth dealer or visit www.kenworth.com.

PACCAR FINANCIAL



Ask your local Kenworth dealer about excellent leasing and financing options.

Follow us on



ISO 9001:2000 © 2013 Kenworth Truck Company. A PACCAR company.



A **PACCAR** COMPANY

By Rolf Lockwood



It's the SmartWay or the Highway

I've got questions about SmartWay and the way fuel-economy testing is done. Can we believe the numbers?

One of my favorite words in the vast spread of the English language is 'conundrum'. I'm in the middle of one now: have a question, can't find an adequate answer. The question is this: can we depend on the fuel-saving numbers provided by the U.S. Environmental Protection Agency's (EPA) SmartWay program?

It involves the testing of aerodynamic devices for van trailers, a subject I've been pursuing in the last few weeks in my e-newsletter, The Lockwood Report. If you've been following that, my apologies for repeating myself a little here. But this is important.

I'm no fan of the EPA and its sledgehammer methods, and I've long feared what I saw as inevitable: that SmartWay would become the default specifier of on-highway trucks in North America.

We're there now, it's happened; if the truck or the tire or the gizmo of whatever sort isn't SmartWay-approved, the broad perception is that it simply isn't good enough. There are shippers that demand to see the SmartWay logo on the rigs that haul their goods, and I've heard tales of carriers gluing that logo on trucks that never saw the benefit of approval. Worse, it's now effectively a fence barring entry to California—no SmartWay certification, no entry. The pressure on many fleet operators is huge.

Now, there isn't a trucking operation on the entire planet that doesn't want to save fuel, so in theory buying a SmartWay-verified product makes perfect sense. Even though I absolutely hate the idea of anyone being railroaded, like it or not, into a particular decision, who's going to argue with saving three or five or whatever percent on your fuel bill? Nobody.

But again, can we believe in what SmartWay approves?

That question is prompted by the testing of trailer aerodynamic devices by the Performance Innovation Transport (PIT) group, a not-for-profit engineering and research outfit that works out of the Transport Canada test track in Blainville, Quebec. I believe it's above reproach.

I won't repeat all the details here, but it comes down to this: PIT recently announced the results of its evaluations on trailers equipped with three undercarriage aerodynamic devices, often called 'undertrays'. They consumed just 1.43-percent less fuel on average than the same trucks without them, in a range from zero to 2.2 percent. PIT doesn't divulge the results of individual products, except to members

With those results, none of the three undertray deflectors could achieve SmartWay verification, which demands a minimum five-percent improvement. Yet two of them had it before the PIT testing was done. And there's the conundrum.

How can separate on-track tests done to the strict regime imposed by the SAE/TMC J1321 standard yield such different results? Are such tests not comparable if done at different tracks? And if not, then what does SmartWay verification really mean?

My colleague Jim Park and I have been talking to all and sundry about this, including some of the manufacturers involved in the testing and fleets who have years of experience with trailer aerodynamics. But I still don't have satisfactory answers.

SmartWay does none of its own testing, a key point here, relying on manufacturers to present test results from approved test facilities. But if those facilities can't agree, what are we left with?

Not good enough, I say, certainly not if SmartWay is the default arbiter of what's acceptable and what isn't.

Many fleets say it doesn't matter because they don't believe the numbers translate to real-world experience anyway. Some say they routinely cut fuel-saving percentage claims in half

no matter what the source. Some say they only spec SmartWay-approved products in order to get into California.

One of the manufacturers involved in all this told me that SmartWay just provides a suggestion as to what works and what doesn't, a spec'ing direction.

Not good enough, I say, certainly not if SmartWay is the default arbiter of what's acceptable and what isn't on a sleeper-tractor-and-van-trailer rig.

Another angle in here is the cost of testing for the less well-heeled manufacturer with a product worth having. PIT is unique in charging just \$18,000 to do the job, but commercial testing outfits charge \$200,000 or so. That's a sizeable barrier to entry in the SmartWay club.

And another angle: the third undertray-maker in the recent PIT testing, and I happen to know it's the one that scored 2.2 percent, is the only one of the three that can't claim SmartWay certification. It has results from another test track showing a five-percent gain in fuel economy—and guarantees it to buyers—but that track isn't on SmartWay's list of acceptable facilities so it won't grant verification.

All of which shows that these waters are as about as muddy as water gets. And if you weren't cynical before, you should be now. Just like me. **TT**

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

Dispat

A Reading from The Book of Dan

Recruitment and retention a problem? Generational differences giving you a headache? Try a little honesty and dignity, says Dan Baker, it might just solve a lot of your staffing problems. — **By Jason Rhyno**



When those young people come in, we need to stand tall—we're truckers."

That was Dan Baker at the recent Canadian Recruiting and Retention Conference, talking to a room of recruiters.

The 74-year-old former Baptist minister Texan, whose father was a trucker, has been consulting trucking companies for over 40 years. From culture

and retention to generational differences and the driver shortage, Baker touched on a wide-array of subjects affecting the trucking industry.

His main message, however: Treat people honestly, with dignity and respect. Presenting, Rev. Dan, in his own words.

"I like recruiters that lay it on the line for me—be real, be human."

On Gen Y: "This new kid is recruitment proof—they've heard the one liners, all of it. You don't have anything new that other people don't."

On Perception. "How many of our drivers perceive that we look down our noses at them. Other people will respond to you in terms of how they perceive how you perceive them."

On Reflection: "The challenge today is not just numbers—it's ourselves. Get out of your own way."

On Effectiveness: "People don't remember what you say, they remember how you made them feel."

On Retention: "How many people got 15 jobs on their resumes? You can stop that by bringing them into the family, by seeing what's special inside them."

On Motivation: "Kicking butt doesn't work anymore—we

are mentors and coaches—we can teach them [newcomers] skills and they are smart."

On Generation Gaps: "If we could cross-pollinate those two [generations] we'd have something special."

On Getting: "Your job is to get them on the road, get them paid, and get them home, with as little downtime and humiliation as possible." **TT**

SAFETY

Two Wheels vs. 18. Who wins?

A new campaign launched by the Share the Road Cycling Coalition, Ontario's cycling and advocacy organization, is aiming to educate cyclists on the dangers of pulling up alongside a tractor-trailer's right side.

The message of the campaign is simple: Stay Safe, Stay Back.

Billboards, print ads, public service announcements, a dedicated website, as well as decals for trucks will be rolled out in the coming weeks, targeting both cyclists and truckers.

"We need to address the gaps in education," said Eleanor McMahon, CEO of Share the Road Cycling Coalition, Ontario's cycling advocacy and policy organization at a press conference.

ches

SECURITY — PG. 13
Canadian Truckers in Crime-Fighting Trim

BETWEEN THE LINES — PG. 22
Things I Would Like Banned to Alleviate My First World Problems



“No one wants collisions, no one wants accidents.”

Earlier this year, the Ontario Coroner’s Office released a review of 129 cycling deaths between 2006

“These people aren’t dare-devils, they just don’t know,” said Daniel Egan, manager of Toronto’s Pedestrian, Cycling and Infrastructure Department of Trans-

But this isn’t about blame, said Brian Gahan, executive VP and chief creative officer at Top Drawer Creative, the advertising firm tasked with developing the campaign. “How can we do this without pointing fingers, without lecturing?”

Gahan, an avid cyclist, said he spent a day in City of Toronto driver Wes Pennell’s truck to film the PSA.

“Spending a day in his truck with cameras, seeing what he sees—I have a new respect for what they do.”

All City of Toronto trailers, as well as trailers from other Ontario municipalities, will have the decals in a visible area so that cyclists will be reminded about the right-side blind spot. Linamar will also be adding the decals to their equipment.

Cass also touched on the issue of mandatory sideguards as a means to prevent cyclist from being trapped underneath trailers—one of the recommendations out of the review. “It makes intuitive sense,” he told Today’s Trucking, but whether the regulators decide to mandate them remains to be seen.

Still, though, it’s only one of a handful of solutions to what seems to be a growing issue as more people take to

cycling. Mandatory helmets are on the docket for Ontario cyclists, as well as a push for more clarity and consistency in the Highway Traffic Act and Municipal By-laws on the rules for cyclists and other road users.

To request decals for your equipment or to learn more about the campaign, contact info@sharetheroad.ca

DOWNTIME A Rebuilt Diff in Under Four Hours!

Edmonton is Meritor’s testing ground for a new program called Drivetrain Express.

Say your truck breaks down and the service tech finds out that the differential needs immediate replacing. As of now—if that tech is within 100 km of Edmonton—all he has to do is call Meritor’s new Drivetrain Express and they’ll have a rebuild at his door within four hours.

The Troy, Mich.,-based Meritor introduced the four-hours-under-100-km pilot project in Edmonton in October and if it proves successful, Meritor will expand it across Canada and into the U.S.

In Edmonton, the program



PEDDLING THE NEWS: City of Toronto driver Wes Pennell is the driver-face of a new safety campaign targeting cyclists.



portation Services.

Jeff Nealy, terminal operations manager at Linamar Transportation out of Guelph, ON., was on-hand for the announcement. “I know it sounds weird,” he explained to media, “but one of the most difficult maneuvers can be the right turn.”

Nealy said he recently took up cycling and understands the dangers of navigating Toronto streets after he went for a ride with his son on Spadina Ave.—one of the busiest streets in Toronto.

He also hears frequently from drivers about cyclists pulling up on the right side.

and 2010, of which 18 involved tractor-trailers, and half of those were preventable, said Dr. Dan Cass, deputy chief coroner. Fourteen recommendations came out of the review, with education being one of them.



HINO'S ASSEMBLY PLANT IN WOODSTOCK, ONTARIO

Why own a fleet of Hino trucks? Simply stated, Hino's world-wide reputation for quality extends to the trucks delivered from its Canadian assembly plant in Woodstock, Ontario.

The trucks assembled at Hino's plant in Woodstock utilize the same outstanding engineering, quality control and assembly technologies that have made Hino a global leader in diesel trucks.

The Core Principle at Hino's Canadian assembly facility is "Safety First, Quality Always". This principle reflects Hino's ongoing commitment to produce high quality trucks in a safe and environmentally responsible manner, in order to serve the diverse needs of Canadian customers.

HINO's DNA: Quality, Durability and Reliability



Scan to learn more at
www.hinocanada.com



is operated out of the Mascot remanufacturing distribution center and the company held a customer-appreciation barbeque and introductory tour at the center Thursday.

Manning the barbeque was Paul Tyschuk, the Edmonton branch manager for Drivetrain Express. And directly beside the barbeque sat Meritor's first-ever delivery van, ready to carry replacement and rebuilt parts to wherever within 100 km they're needed. (The Drivetrain Express van is the first Meritor delivery vehicle in North America.)

"A truck operator who needs a component replacement simply cannot wait days for parts to be shipped—it's a 'today' business where every minute counts," said Brad Begley, director, corporate accounts, Meritor Aftermarket.

"The company's in-depth market knowledge—from new parts, to all-makes, to remanufactured units—enables us to expand our support and service to customers who need the right parts now."

The Drivetrain Express outlet stocks an extensive inventory of Meritor's branded aftermarket components, including an all-makes suite of made-to-order Mascot drive shafts and driveline components such as U-joints, center bearings, shaft tubing and yokes; Euclid clutches; and Meritor genuine and AllFit drive axle and transmission components.

Says Pedro Ferro, senior vice president and president, aftermarket & trailer for Meritor: "The renovated Edmonton outlet is another extension of our customer-focused solutions. We will continue to be innovative in the way we serve our customers and will consider adding more parts outlets in North America as market demand dictates."

The company's aftermarket field staff will supply Edmonton-area customers with complete information packets that include catalogs, brochures and FAQs to help streamline the parts purchasing process. **TT**

SECURITY

Canadian Truckers in Crime-Fighting Trim

Truckers tell thieves: "We've got you in our crosshairs."

What do Canada's \$5-billion cargo-crime plague and the comedian Rodney Dangerfield have in common?

They both don't get no respect.

But that—at least as far as cargo crime is concerned—is about to change, especially if a standing-room-only-and-sometimes-raucous meeting on the subject is any indication.

The day-long meeting was held on the second floor of the splendid Burford, ON., Community Centre Thursday. (The village of Burford in south central Ontario happens to be where the Ontario Trucking Association (OTA) Chairman Jeff Bryan has trucks domiciled.)

Taking part were various police forces, the Insurance Bureau of Canada and

Benefits of Skills Training #5:



Think in numbers. Grow in numbers.

With skills training, you can acquire the tools needed to succeed, like **numeracy**. When employees know how to analyze data and calculate the bigger picture, you can move forward together.

Find out how you can participate in skills training. Visit EssentialSkillsDay.ca



#LearnForward



Funded in part by the Government of Canada's Adult Learning, Literacy and Essential Skills Program (ALLESF).



YOUR OIL CHANGE IS ABOUT TO GET A WHOLE LOT MORE EXCITING.

GET A FREE 2014 ROTELLA SUPERRIGS™ CALENDAR WITH OIL CHANGE PURCHASE

In November, get a free Shell Rotella SuperRigs 2014 calendar when you purchase a qualifying oil change service using Shell Rotella® T6 Full Synthetic, Shell Rotella® T5 Synthetic Blend or Shell Rotella® T Triple Protection® engine oil.* Visit www.shell.ca/rotella for a list of participating locations.

Each 2014 Rotella SuperRigs™ calendar includes a 12-month, mini stick-on dashboard calendar. Both calendars include valuable MyMilesMatter by Shell Rotella® offers inside.**



Shell ROTELLA®
The Engine Oil That Works As Hard As You.



*Minimum 37.85 litres. Offer good at participating locations from November 1-30, 2013 or while supplies last. **The MyMilesMatter™ by Shell Rotella® program is subject to complete terms and conditions available at <http://www.mymilesmatter.com/termsandconditions.aspx>. ®/™ Trade-mark of Shell Brands International AG. Used under license.

THE LEGEND HAS ARRIVED.

ROCKY MOUNTAIN WATER. HIGH COUNTRY BARLEY. NOW IN CANADA.



MUST BE LEGAL DRINKING AGE.
AVAILABLE AT PARTICIPATING RETAILERS.
WHILE SUPPLIES LAST.

private insurance companies; and dozens of trucking companies.

The meeting marked the official launch of Project Momentum, an initiative to raise awareness and share mitigation strategies on the growing threat of cargo crime in the high-risk corridor along Highway 401.

Participants discussed how the theft of mobile equipment and goods in transit, storage and in retail locations is a major economic burden on the Canadian economy, provides funding for organized criminal networks and has been linked to smuggling and national security threats.

Truck cargo crime is a \$5 billion-problem in Canada, costing half-a-million dollars a day in the Greater Toronto Area (GTA) alone. Experts say it's a financial drain on the economy and, with proceeds often funding violent organized crime syndicates, cargo crime also places a social burden on communities.

Project Momentum was launched by the Canadian Trucking Alliance (CTA)—partnership with the Ontario Trucking Association and Verisk Crime

Analytics Canada.

“Because of the lack of national attention this issue receives, cargo crime is unfortunately seen by criminals as low-risk

with huge profits,” says Jennifer Fox, VP Trade and Security, CTA.

“The impact to Canadians, however, is quite significant and the ripple effects are far reaching. Additionally, while these types of crimes are rarely mentioned on the evening news or the front page, you can be sure the proceeds from cargo crime support some of the higher-profile criminal acts people do hear about often.

“It’s time to stop treating cargo thefts as a victimless crime.”

The GTA has been identified as a “hot spot” for criminals engaged in cargo crime with a vast pipeline that stretches across the Windsor-Montreal Hwy 401 trade corridor. Police say that recent incidents indicate an increasing amount

of cargo theft in Southwestern Ontario.

“Carriers are leading the charge. Being an active carrier doesn’t indicate that you have a problem, but that you are part of the solution,” says Jeff Bryan, OTA Chair. “I invite all stakeholders in the supply chain to come to the table to help us incite legislative changes.”

David Shillingford, president of Verisk Crime Analytics, said Project

Momentum promotes a heightened awareness of the risk of cargo crime, as well as collaboration amongst the stakeholders impacted by cargo and equipment thefts. “Increased enforcement, crime suppression initiatives, and community engagement are among the measures we are sharing to help prevent theft and facilitate stolen cargo and equipment recovery. **TT**

Truck cargo crime is a \$5 billion-problem in Canada, costing half-a-million dollars a day in the Greater Toronto Area (GTA) alone.



Preparation is Everything.

You can take your chances this winter or you can prepare like the pros do. When the temperature drops, and your livelihood is on the line, there’s nothing like the confidence of knowing you’re prepared.

- ✓ Prevents Diesel Fuel From Gelling, *Guaranteed!*
- ✓ Saves Money and Eliminates Downtime
- ✓ Increases Power and Fuel Economy
- ✓ Eliminates Smoking and Rough Idle
- ✓ Treats More Fuel than Competing Brands
- ✓ Particulate Filter Friendly and Warranty Safe



Professional Grade Performance Since 1920
1-800 GET HOWES (438-4693) • www.howeslube.com

FREE! Howes Camo Cooler
when you purchase 6 bottles of Howes Products
Visit www.howeslube.com or call 1-800 GET HOWES
Offer ends: 3/31/14, available while supplies last.



BUILT FOR DURABILITY. WIRED FOR SUCCESS.

© 2013 Navistar, Inc. All rights reserved. All marks are trademarks of their respective owners.

From the versatility of the TerraStar® & DuraStar® to the heavy-duty performance of the WorkStar® & PayStar®, these trucks deliver the kind of durability that can stand up to any construction job. Equipped with the Diamond Logic® electrical system, each truck offers unparalleled diagnostics and integration between the cab and body. Making them some of the most efficient and durable trucks – inside and out.

To find a dealer near you and learn how these trucks can help build your construction business, visit InternationalTrucks.com.



Heard on the Street

New Lead Dog at Mack

Mack Trucks has announced that **Stephen Roy** has been named President of North American Sales & Marketing, effective Jan. 1, 2014. Roy succeeds **Kevin Flaherty**, who is retiring after more than 40 years of dedicated service. Roy has led the company's aftermarket business since 2008, and in his 25-year trucking career, has been involved "in virtually every aspect of the business, including truck sales, service, aftermarket parts, financing/leasing, and telematics," Mack said.

Wallace A True Man of Auction

Don Wallace is the new general manager of **Manheim Toronto**. Headquartered in Milton, Manheim Canada has five operating locations and hosts more than 40 in-lane and online auctions each month. In his new role, Wallace is responsible for all business operations at Manheim's Canadian flagship location.



Don Wallace

Armour All Over The Maritimes

Armour Transportation Systems has purchased **RJS Terminal Ltd.**, of Mount Pearl, NL. RJS will continue to operate under the RJS Terminal name as a division of Armour. With facilities in Corner Brook, Grand Falls-Windsor and Mount Pearl, NL, the RJS fleet is comprised of over 70 pieces of equipment, specializing in general retail freight services. Armour itself is a remarkable Maritime success story having grown from one truck hauling hay and gravel to over 4,000 pieces of equipment servicing clients from any number of businesses.

Lube Companies Blend

Howes Lubricator Products has purchased **U.S. Lube** of New Brunswick, New Jersey. Of the deal, Howes President and CEO **Robert B. Howes** said, "It is a partnership that we are really charged up about. We share a common cause; bringing professional-grade, problem-solving products to our customers." U.S. Lube President **Dave Latimer** added: "We just blended really well with Howes and are excited to go forward with a common philosophy. Knowing the reputation of Howes Lubricator and its longevity in the business was a deciding factor." Howes also says U.S. Lube customers should expect the same products, with a new look.



Howes' President Howes

YOU'VE BEEN PINKED!

What do you get when you cross firefighting equipment with Breast Cancer Awareness Month? A hot pink truck. And that's what Mississauga firefighters produced in early October with help from Starlite Graphics of Vaughan, ON. Mississauga Firefighter **Ryan Coburn** delivered the truck red on Wednesday and **Starlite's Don Dunphy** had it pink by Friday afternoon. While the truck serves as a back-up unit, it might still be called into active service, even though for October its main job will be PR.



WRAP ARTISTS: Firefighter Coburn and graphics ace Dunphy

A FULL RANGE OF HIGH PERFORMANCE ENGINE OILS



total-lub.ca

TOTAL

Trending

THE BEST FROM
Todaystrucking.com

In the News

TransForce Offers to Buy Vitran

MONTREAL — TransForce has submitted a proposal to Vitran’s board of directors to acquire any outstanding shares of Vitran they don’t already own for USD \$4.50 per share in cash.

TransForce said they made the proposal with the intention of “entering into negotiations with Vitran’s board and obtaining its support for the proposal.”

The proposal is conditional upon the sale of Vitran’s US LTL business, announced earlier this week.

TransForce said that a key aspect of the proposal is that Vitran would remain a standalone business. TransForce also noted that they are “very keen that the existing management team remain with Vitran going forward to continue to execute their business plan.”

TransForce said they are in the process of reviewing its alternatives related to the proposal. That includes taking the proposal directly to shareholders if the “board of directors do not engage in negotiations.”

TransForce currently controls 9.51 percent of the outstanding shares of Vitran.

For **MORE NEWS**,
 Be Sure To Check
Todaystrucking.com

Facebook Fun



The two Volvo Globetrotters that Robert Transport imported from Europe are on PMG Technologies’ test track in Blainville, QC. Performance Innovation Transport (PIT) is comparing their fuel efficiency with North American Volvo tractors. There are, according to sources, several fleet people interested in knowing more about those vehicles. **But man, do they look cool.**

Thanks to Transport Routier Editor Steve Bouchard for the pics.

What’s Tweetin’?

Our Favorite Tweets This Month:

@tank_yanker:

@Todaystrucking Don’t text and drive...



@JasonRhyno

Also, when trucking moves to space (it will), equipment, fuel, temperature and repairs will be crazy problematic.

@WatchD0gg:

@JasonRhyno LOL... What about HOS & parking for that 30 minute break?? #trucking

@JasonRhyno

@WatchD0gg Ha! Parking space in space? I think we’re good.

@JG_Drapeau:

Some qualities are inherent, and others can be taught—never judge a person—work & mentor them.

@LilSunshineX0:

The 401 was kind to me this morning. I love those big trucks, they leave enough room to merge and I always say thank you...

FOLLOW US @
todaystrucking

SAY GOODBYE TO YOUR STICK SAY HELLO TO **mDRIVE**[™]

You've probably heard the buzz about our new *mDRIVE* automated manual transmission, but you have to drive it to believe how smooth it shifts. The *mDRIVE* makes hauling loads easier, safer and up to 3% more fuel-efficient. One drive will automatically shift your thinking. Visit macktrucks.com/mDRIVE to learn more.



MackTrucks.com



logbook2013

November

6-9

14th Annual Convention Used Truck Association

Lake Buena Vista, FL
Website: www.uta.org/convention

7

Annual Dinner Hamilton Transportation Club

Website:
www.hamiltontransportationclub.com

13-14

87th Annual Convention & Executive Forum

Ontario Trucking Association,
Ritz Carlton Hotel, Toronto
Website: www.ontruck.org

14

Fall Awards Dinner

Manitoba Trucking Association
Website: www.trucking.mb.ca

20-21

Canadian Waste & Recycle Expo

Palais De Congres, Montreal
Website: www.cwre.ca

December

4-6

Executive Summit on Making Technology Pay Off

American Trucking Associations,
Four Seasons Resort & Club Dallas at
Las Colinas, Irving, TX
Website: www.trucking.org

5

Christmas Party British Columbia Trucking Association

Surrey, BC
Website: www.bctrucking.com

5

100th Anniversary Platinum Ball Toronto Transportation Club

Metro Toronto Convention Centre, Toronto
Website:
www.torontotransportationclub.com/events/2013-calendar-of-events

12

Annual Awards & Christmas Dinner

Atlantic Provinces Trucking Association, Moncton
Website: www.apta.ca

NEW YEAR

January 2014

27-30

Heavy Duty Aftermarket Week

The Mirage, Las Vegas
Website: www.hdaw.org

February 2014

15

DEADLINE!



Highway Star of The Year Contest

Do you know any deserving drivers who go that extra kilometre for their companies and communities? Nominating them is easy and free!

Website: http://todaystrucking.com/hSTAR_of_the_Year_2013.pdf

March 2014

4-5

The Work Truck Show and NTEA Convention

Indiana Convention Center
Indianapolis, IN
Website: www.ntea.com

23-26

Annual Convention Truckload Carriers Association,

Grapevine, TX
Website: www.truckload.org

27-29

Mid America Trucking Show

Kentucky Exposition Centre,
Louisville, KY
Website: www.truckingshow.com

April 2014

10-12

TRUCK WORLD



The International Centre,
Toronto, ON
Conveniently located near Pearson
International Airport,

- FREE Parking – 5,000 spaces – no downtown traffic hassles.
- New products, new ideas, new solutions.
- 300,000 square feet of trucks, trailers, equipment, tools, technology and services for the trucking industry.
- 350+ exhibitors, seminars, workshops and special events.
- Meet the Highway Star of the Year!

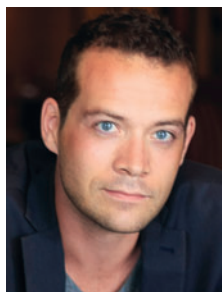
FOR MORE INFORMATION:

Tel: (416) 614-5817 or
Email: joanw@newcom.ca
Website: www.truckworld.ca

Get in the Game!

Do you have an event you'd like to see listed on this calendar or on the interactive www.todaystrucking.com online calendar?

Contact **Nickisha Rashid**
at Nickisha@newcom.ca
or 416 614-5824



Things I Would Like Banned to Alleviate My First World Problems

Between the Lines In September, City of Winnipeg St. Boniface Councillor Dan Vandal began pushing for a truck ban. His reasons—and logic—inspired me to make a list of other things I would like banned. By Jason Rhyno

Winnipeg St. Boniface Councillor Dan Vandal has inspired me with his recent campaign to ban trucks from Provencher Boulevard.

Apparently, the good people who frequent Provencher are finding it rather difficult to enjoy a pint of beer or cup of coffee due to all the heavy-trucks passing by. They are loud, Vandal said.

The Manitoba Trucking Association (MTA) issued a response to Vandal, saying that banning trucks from Provencher would cost the city almost \$600,000 annually.

I just happened to be in Pittsburgh, PA., covering a conference when the MTA issued their response. And after a solid day of work, I wanted to decompress with a colleague over drinks and food on a patio on Penn St. in Pittsburgh.

So there we were, relaxing, having a great discussion when a tractor-trailer rolled by and—get this—I couldn't hear what she was talking about for, like, five or seven seconds.

"It's a no-brainer," the Winnipeg Free Press reported Vandal as saying. "We have semi-trailers that go down Provencher over the bridge... and then meander onto Portage Avenue. It's time to get rid of the tractor-trailers from Portage and Main and Provencher Boulevard."

Vandal was also quoted as saying "We have to progress as a city, does anyone other than the trucking association like semi-trailers at Portage and Main?"

I think that was rhetorical, but I'll answer it: No. Nobody other than the trucking association likes semi-trailers. They are the only people in the entire world that like semi-trailers. Everybody else completely hates them.

So, I get it Vandal. Totally behind you on banning stuff that slightly inconveniences my life. Looking around my neighborhood



in Toronto (Leslieville, between Carlaw and Gerrard, just off Queen St. East—patios, nice shops, bars, restaurants), I found a few other things that we should ban to make the area more appealing:

Shadows

They scare me. Also, have you ever noticed that it's colder when you're standing in a shadow? Enough already—ban shadows.

Weekend Brunches

The lineups are too long. Does anybody other than the Ontario Brunch Eating Association (OBEA) really like brunch? Ban 'em.

Baby Strollers

There's a lot of them in Leslieville, especially on the weekends when non-baby stroller owning people like myself are trying to walk and shop and enjoy street festivals; strollers are always in the way, slowing down foot traffic. Ban them from Queen St. between Broadview and Coxwell. You can re-route them down to Eastern Ave. or up to Dundas. Those sidewalks were built to handle strollers, so it shouldn't be a problem.

Garbage Bins

This is more about getting rid of raccoons. The best way to do that is to ban garbage bins in the neighborhood. What I propose is that the city hire full-time, around-the-clock staff to collect garbage as it's created in all the homes and busi-

nesses in the neighborhood. The garbage catchers can then move the garbage to nearby neighborhoods. Costly? Yes. Unfair to nearby neighborhoods? Probably. But, like banning trucks, I don't care what the cost is to other neighborhoods or people.

Speed Bumps


I understand their purpose, but having to slow down that much on my way to work in the morning is really inconvenient. And if I'm going too fast, my coffee spills. Ban them. Children will just have to be put on leashes anytime they want to go outside.

Crosswalks

They slow down traffic. Ban 'em.

Roads

There are all these cars going by when I'm trying to jaywalk to the patio across the street. Ban 'em.

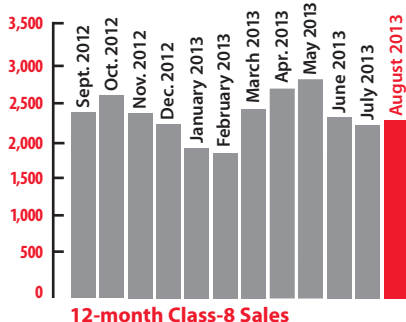
So there you have it: a handful of bans later, I'm sure the Leslieville neighborhood will prosper wonderfully. Yes, I know that other areas of the city will be affected, and it will cost a lot of money, but it's a "no-brainer." We have to regress, er, I mean progress... as a city. 

"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

August 2013

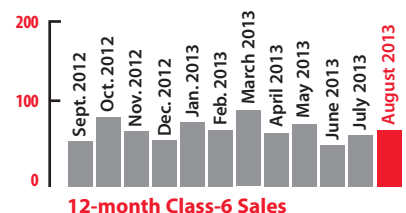
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	502	4649	5153	25.3%	24.7%
Kenworth	395	3364	4258	18.3%	20.4%
Peterbilt	366	2576	2777	14.0%	13.3%
International	308	2545	3236	13.8%	15.5%
Volvo	351	2230	2353	12.1%	11.3%
Western Star	151	1553	1533	8.4%	7.3%
Mack	179	1476	1572	8.0%	7.5%
TOTAL	2252	18,393	20,882	100.0%	100.0%



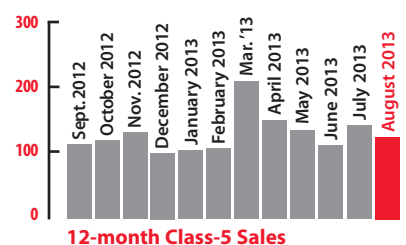
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	59	508	507	25.6%	24.0%
International	66	480	645	24.2%	30.6%
Kenworth	55	388	395	19.5%	18.7%
Peterbilt	40	338	324	17.0%	15.4%
Hino Canada	22	273	239	13.7%	11.3%
TOTAL	242	1987	2110	100.0%	100.0%



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	36	201	204	39.8%	27.4%
Hino Canada	19	169	224	33.5%	30.1%
International	13	122	304	24.2%	40.9%
Peterbilt	0	13	12	2.6%	1.6%
TOTAL	68	505	744	100.0%	100.0%



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	66	639	732	60.3%	57.1%
International	43	330	385	31.2%	30.1%
Mitsubishi Fuso	4	77	141	7.3%	11.0%
Freightliner	1	9	12	0.8%	0.9%
Peterbilt	0	4	2	0.4%	0.2%
Kenworth	0	0	9	0.0%	0.7%
TOTAL	114	1059	1281	100.0%	100.0%



Eastern Canada
www.easterncanada.cummins.com

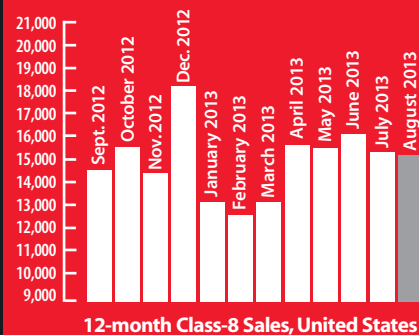
Western Canada
www.westerncanada.cummins.com



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

U.S. – Retail Truck Sales

CLASS 8	August 2013	YTD '13	Share '13
Freightliner	5341	44,041	37.8%
International	2186	16,824	14.4%
Kenworth	2314	15,795	13.6%
Peterbilt	1934	15,599	13.4%
Volvo	1757	12,523	10.8%
Mack	1524	9653	8.3%
Western Star	226	2006	1.7%
Other	6	26	0.0%
TOTAL	15,288	116,467	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	45	55	20	42	226	77	28	9	0	0	502
Kenworth	36	118	39	45	87	65	5	0	0	0	395
Peterbilt	37	125	30	19	96	35	18	6	0	0	366
International	18	49	12	8	156	47	10	4	4	0	308
Volvo	49	29	7	10	145	98	10	1	2	0	351
Western Star	21	63	10	5	22	23	2	4	1	0	151
Mack	17	26	16	3	77	27	6	1	6	0	179
TOTAL	223	465	134	132	809	372	79	25	13	0	2252
YTD 2013	2018	3974	1003	867	6023	3316	733	334	54	71	18,393

2014 HIGHWAY STAR OF THE YEAR

\$15,000 IN CASH AND PRIZES

Next year's winner will receive...

- ★ \$10,000 in cash
- ★ An Espar Heater System
- ★ Road-ready, trucker-friendly laptop from OBAC
- ★ Special-edition leather *Today's Trucking* jacket with winner's name and Highway Star of the Year logo
- ★ Travel and accommodations for two to Toronto for Truck World 2014










We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2014 Highway Star of the Year.



The Highway Star of the Year award is open to ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please submit your nomination as soon as you can. We'll be presenting the award during Truck World 2014 in Toronto, on Saturday April 12, 2014. **Forms are available on-line at www.todaystrucking.com/hsoy.**

THE HIGHWAY STAR OF THE YEAR

HALL OF FAME

	2013	2012	2011		
					
	Brian Bertsch Hi-Way 9 Express Ltd., Drumheller, AB	Stephen McGibbon Milltown Trucking, Oak Bay, NB	Reg Delahunt Independence Transportation Lanark, ON		
2010	2009	2008	2007	2006	2004
					
Cliff Lammeren Praxai Edmonton, AB	Bud Rush Armstrong Moving/ United Van Lines Oakbank, MB	Dale Hadland international Freight Systems (IFS) Beachville, ON	Jean-François Foy Transport J.C. Germain Neuville, QC	Terry Smith Highland Transport Miramichi, NB	René Robert Classy Transport inc. (contracted to SLH Transport) Calgary, AB

GOLD SPONSORS:



PROUDLY SPONSORED BY:

PLATINUM SPONSOR:



*Run Smart*SM

SILVER SPONSORS:



ASSOCIATION SPONSOR:



Street Smarts

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



MARSHALL LAW: Champion driver Rob Marshall illustrates pre-trip techniques to his supervisor Dennis Shantz.

receive defensive driver training and dangerous-goods training every three years. The company also offers a safe driving awards program as well as a bonus program to reward good driving.”

4 Breed Improving: Marshall says when he started competing in 2007, few drivers scored over 400; now high scores are more common. “Drivers are getting better,” he says. Adds Home Hardware’s PR Coordinator Lindsay Dietrich, “we know that competitions lead to safety on the roads.”

3 Driver Scouting: While Marshall’s supervisor at Home Hardware Dennis Shantz didn’t exactly swipe Marshall from Maple Leaf Foods, where Marshall worked until earlier this year, Shantz had a pretty good make on the guy. Marshall had competed under the Maple Leaf Banner in several competitions. Shantz, as one of the perennial organizers, spotted the talent. Then early this year after Maple Leaf Food unleashed staff, Shantz scooped Marshall, a month before the championships. “Because of the Rodeo we had a relationship already,” Shantz says.

2 Staff Morale: Fortigo’s Manager of Independent Contractor and Driver Relations Michele Joslin, who is also a director of the Toronto Regional Driving championships put it this way: “I can’t think of any better team-building exercise. Admin staff can see first-hand what drivers are capable of and are required to do on a daily basis. This also allows your entire team to cheer each other on, even if they work at opposite ends of the country. It’s not uncommon to find people working for the same large fleet that have never met until they come together at the rodeo.”

1 Awesomeness: Sometimes winning is just part of the victory. Even though Marshall won in several provincial championships, the only other year he qualified for the nationals, the event was cancelled. Hence he retained his rookie status at the most recent competition and then, when he was named Grand Champion, “I felt vindicated,” he says. **TT**

Bringing Home Hardware

Drivers *How to be the top-scoring driver in the country.*

By Peter Carter

Just remember. Everybody you see on the road is trying to accomplish the same thing. Everyone just wants to keep moving forward.”

“In any road-rage situation, don’t forget that in 10 seconds, that person is going to be out of your life forever and you’ll never have to think about them again.”

Those are just two of Rob Marshall’s rules to drive by. Marshall, 45, and a driver for St. Jacob’s-ON-based Home Hardware Stores, says much of his ability he can attribute to attitude.

Well, attitude and skill, more like.

All the patience in the world wouldn’t help a person navigate the tricky competitions that make up the Professional Truck Driving Championships.

The competition consists of a written test, a pre-trip (the judges build in defects to trick the drivers) and driving, which

involves everyday maneuvering, cornering and backing. Plus you have to do it all in somebody else’s truck.

And recently, the congenial Marshall was named Grand Champion and Rookie of the Year at this year’s national competition, held in Abbotsford, B.C. He was the first driver to ever claim Rookie of the Year and Grand Champion at the same time.

5 Reasons To Support Driving Competitions

5 Bragging Rights: After Marshall won, the president and CEO of Home Hardware Paul Straus used the victory as a podium: “Home Hardware takes its commitment to safety seriously. It was one of the first fleets to adopt a Carrier Safety Management System where on-board recorders monitor each driver’s safety and efficiency performance. All of our drivers

BY HEATHER NESS

Rules to Truck By

The transportation editorial team at J. J. Keller often jokes that we're a bunch of regulation nerds, or "reg nerds" for short. Need to know where to find a regulation? Just ask one of us reg nerds and we'll quote it for you line and verse, as if we're quoting some of our favorite movie lines. All joking aside, however, regulations are a very serious matter. Regulations are always changing and always evolving, and it can be difficult to keep track of what's coming up or even what's current. The good news for you is that this reg nerd has been keeping up on all of it. And lately there's been a flurry of activity in Canada and the United States, so let's get started.

Across Canada

Changes to National Safety Code Standard 10, Cargo Securement, became effective in June. The standard now requires friction mats to be marked by the manufacturer with the maximum usable friction resistance, if the mat is to be considered part of a cargo-securement system. Other changes included the reimplementation of securement for transverse rows of metal coils loaded side-by-side and intermodal container-securement requirements.

In the majority of the Canadian jurisdictions, because they've adopted the most current version of the standard by reference, the standard is effective and in force. Regardless, most jurisdictions are observing educational enforcement periods until

Jan 1, 2014. Only in Quebec are rules being enforced. Alberta, Prince Edward Island, and Newfoundland/Labrador need to make a regulatory change to adopt the new standard and are expected to do so by Jan. 1, 2014.

Ontario

As of Oct. 1, 2013, new Ontario-based commercial vehicle operator registration (CVOR) applicants have an extra step to complete in the CVOR application process. New CVOR applicants must now pass a 30-question multiple-choice exam proving their awareness of Ontario's commercial vehicle safety requirements. The MTO has developed a great resource to help applicants learn the requirements, the Commercial Vehicle Operators' Safety manual, and has posted it on their website. New applicants can review the manual and even complete a practice test on the website.

The examination requirement must be completed within six months after the new CVOR applicant submits the CVOR application to the MTO. Once the applicant passes the test, the CVOR certificate will be issued and then the carrier may operate on Ontario roads.

Quebec

In January, Quebec proposed significant updates to the Regulation respecting safety standards for road vehicles and asked for stakeholder feedback on the proposal. Part of this proposal included new pre-depar-



A coast-to-coast
round-up of
new regulations
worth learning.

ture (pre-trip) inspection regulations, among many other changes. However, Quebec's Societe de l'assurance automobile du Quebec (SAAQ) has delayed the adoption of the regulation, citing the need for further analysis of the proposed changes and potential follow-up on comments received. The SAAQ has indicated that the regulations will not be adopted in 2013 and will not be in force before fall 2014. There will be a bit of a wait ahead on this one.

Saskatchewan

Speaking of pre-trip inspection regulations, Saskatchewan recently repealed The Security of Loads and Trip Inspection Regulations and replaced it with two separate regulations, The Security of Loads Regulations, 2013, and The Trip Inspection Regulations. Both regulations underwent updates to make them more consistent with the respective National Safety Code standards that cover both

pute-resolution process. The dispute resolution process enables motor carriers to challenge out-of-service (OOS) declarations and Notice and Orders (N&O) issued in the province. If a dispute is ultimately decided in a carrier's favor, the CVSE will remove carrier profile points that were associated with the OOS (N&Os do not carry points). As far as we can tell, British Columbia is the only province to formalize this process for carriers.

U.S. Updates

And finally, a few notes about a recent rulemaking in the United States for those of you that operate cross-border. The long-awaited Unified Registration System (URS) final rule was finally published by the FMCSA in August 2013. The URS will make significant changes to the method by which motor carriers obtain federal operating authority and USDOT numbers, but since these changes are a couple years off, you won't notice much of a change to your immediate operations.

What is more immediate is that starting Nov. 1, 2013, the FMCSA will start enforcing the requirement that all motor carriers complete a biennial update of their MCS-150. The biennial update had been required all along, but the requirement had no teeth. The FMCSA is drastically changing that and starting Nov. 1, 2013, if a carrier has not completed an update of its MCS-150 within the past two years, the FMCSA will send a notification to the carrier requesting that the carrier update the information. If the carrier ignores the request, the FMCSA will proceed with deactivating the carrier's USDOT number and potentially imposing civil penalties. Without an active USDOT number, a carrier can't operate. If you're not sure if you've updated your MCS-150 within the past two years, now's a great time to check it out. Visit <http://safer-sys.org> for details. **TT**



Heather Ness is Editor—Transport Operations, at J.J. Keller & Associates. Contact her at transporteditors@jjkeller.com.



topics. Perhaps the most notable part of the trip inspection regulations is the change in applicability of the requirement to carry inspection schedules and complete a pre-trip inspection report. In the previous regulations, the definition of a "commercial vehicle" included vehicles or combinations with a registered gross weight that exceeded 5,000 kilograms, including buses. All commercial vehicles as defined in the regulation required inspection and drivers were expected to carry inspection schedules and complete a pre-trip inspection report.

In the new regulation, in the definition of a "commercial vehicle," the weight threshold was increased to include only vehicles exceeding a gross vehicle or registered gross vehicle weight of 11,794 kilograms, and buses. Trucks, truck tractors, and trailers still require inspection; however, the requirement to carry inspection schedules and complete a pre-trip inspec-

tion report only applies to commercial vehicles as defined in the new regulation.

There's a caveat, though. Carriers with vehicles plated in Saskatchewan and operating into other provinces must still ensure compliance with other Canadian jurisdictions' pre-trip inspection regulations and/or National Safety Code Standard 13, Trip Inspections, which may be more stringent than Saskatchewan's regulations. Case in point: Ontario.

Saskatchewan's rules do make them more in line with Alberta, where drivers of vehicles at 11,794 kilograms registered gross weight or less are exempt from the requirement to carry and produce an inspection schedule and prepare, carry, and produce a pre-trip inspection report.

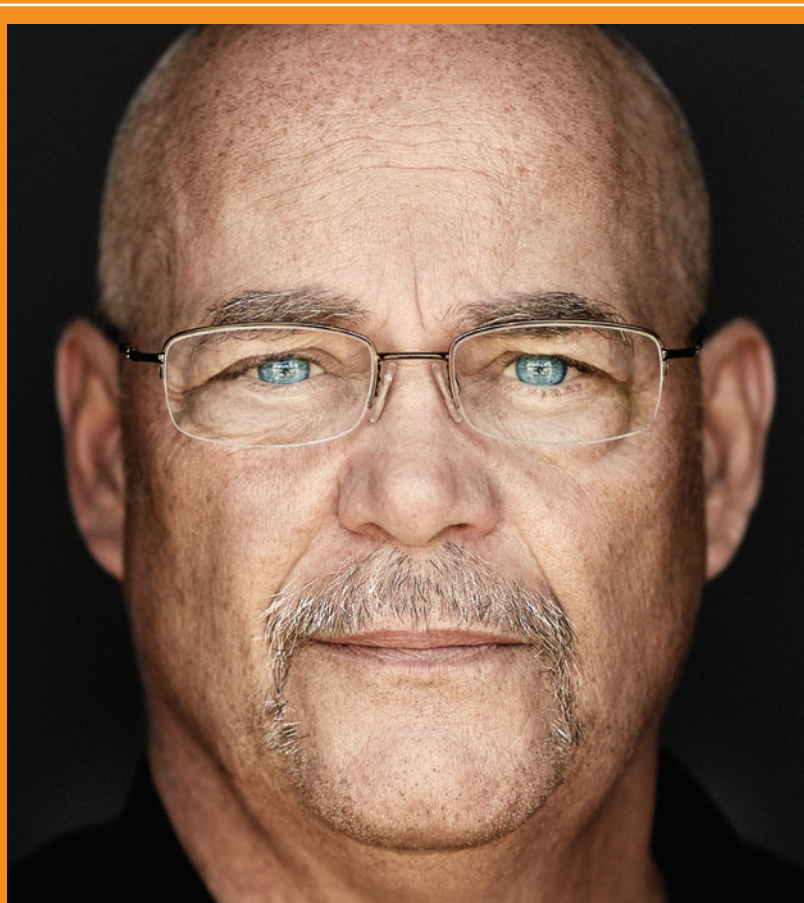
British Columbia

British Columbia's Commercial Vehicle Safety and Enforcement (CVSE) Branch has recently adopted a formalized dis-

“Northbridge showed me that many of our drivers couldn’t see all the hazards around them.”

Steve Farris, VP Safety and Risk Management, International Truckload Services, Belleville, Ontario

“To assist us in the prevention of certain types of accidents, they instituted a mirror adjustment training program,” says Steve Farris. “It was so well received by our drivers, I still get feedback today from people who have been driving transport trucks for years. They were impressed and surprised that there was a bit of science and a lot of technique involved in adjusting their mirrors. Our CFO was pretty happy, too.”



companies, more than we do at *Northbridge Insurance*[®]. With over 60 years of experience in the transportation sector, quite simply, we get trucking. Our *Visibility Improvement Program* is one example. Properly adjusted mirrors dramatically reduce

Nobody knows trucking and logistics, or understands the unique challenges facing transportation

major accidents, and minor incidents that lead to below deductible costs, such as

sideswipes and backing into stationary objects. We work with you to reduce the frequency of these occurrences so you can improve your bottom line.

“Compared to other insurers, the *Northbridge Insurance* team brings an awful lot to the table in the range of services they provide,” says Mr. Farris. “Not only are they a very talented group of people, they are truly experts in their field.”

Many *Northbridge Insurance* Risk Services Consultants come from the trucking industry with various backgrounds ranging from truck drivers to management. We focus on solutions that work to prevent loss. Many insurers do an initial risk assessment, then you may never see them again. We provide ongoing customized support, training and materials to assist with your specific needs. No other insurer matches the comprehensive safety management and driver training capabilities that we offer nationwide, and

at our own driver training facility in Guelph, Ontario.

“With *Northbridge*, you really feel like they’re in your corner,” says Mr. Farris. “They are way more proactive. I guess it comes from their many years of understanding trucking. It’s in their genetics.”

Talk to your insurance broker. Learn how we empower you with tools and resources so you can focus on what’s important—your customers and your profits.

“Working with *Northbridge* has been like going from the minor leagues to the majors,” says Mr. Farris. “The impact of changing insurers was immediate and tangible to our bottom line.”



nbins.com/transportation

Steve Farris

The Buying Habits *of the* Middle-Class



We're talking middle as in medium-class. Shop trucks; contractors, grocers and greenhouses. And guess what? The medium-duty market hasn't been this buoyant since '08!

BY TOM BERG AND PETER CARTER

Daimler Trucks North America (DTNA) President Mark Lampert told a group of journalists earlier this year that of all the accomplishments coming out of 2012, the “achievement we're probably most proud of,” was dominating the class 6 and 7 markets.

Last year, for the first time ever, the Daimler-owned OEM beat back Navistar in those markets. Freightliner maintained its seemingly dynastic lead in the class-8 division across North America, and Lampert was quick to point out that one single year of leading sales in classes 6 and 7 can't be called market dominance.



Navistar's own internal problems contributed to the sales situation, he said, so Freightliner cannot simply assume the market leadership will continue. But Freightliner also decided to pursue the vocational market with more rigor a few years ago and the payoff, Lampert said, was realized in 2012.

In 2012, Freightliner products claimed a 36.9 percent market share, while Navistar dropped to 34.7 percent.

Of the 344,227 class 6, 7, and 8 trucks that OEMs built for the North American market last year, a full 111,932 of those were Freightliners.

Freightliner's not the only benefactor. Fact is, for the past 12 months, sales have continued to climb for most midrange truck builders. Fact two is, sales haven't been this good since 2008.

Helping is the health of the North American economy, which medium-duty truck sales generally mirror.

The current king in the midrange business is Freightliner, which as of May held 42.3 percent of class-6 and 49 percent of class-7 sales, according to compilations by HDT from Ward's Communications data.

Freightliner has seriously gone after medium-duty business since entering that market about two decades ago, and in recent years has designed its M2-series chassis so they can be easily fitted with customized specialty bodies. It has also focused on service by its dealers.

Director of Product Marketing Mary Aufdemberg adds about most buyers of midrange trucks: “They're not in trucking, so they don't want to over-think the purchase. They're influenced by their peers, and go with what they know and what they're comfortable with. They don't do a lot of shopping like the heavy-duty customers do.”

Navistar International once stood where Freightliner does in class 6 and 7, but has dropped to a combined 25 percent in those classes—still a halfway respectable second place—and slumped to 14 percent in class 8.

CITY SLICKER: One example of a medium-duty innovation is Mitsubishi Fuso's brand new Canter FE 125 Class 3. It has a 169.3-in. wheelbase that can accommodate a 20-ft. box and is particularly suited for urban work with high-bulking items like furniture, baked goods, vending refill, and clothing.

“We've taken a market share hit in medium, and it is primarily related to the challenges we have seen in class 8 as we have transitioned our engine strategy,” says Navistar

spokesperson Elissa Maurer. “As we improve our class 8 share with these customers, the spillover effect will help us on the upside, just like it hurt us the past few years.”

In June Navistar announced that it will introduce selective catalytic reduction in its medium-duty engines at the beginning of calendar year 2014.

The SCR equipment is being supplied by Cummins, which is also supplying entire diesels and after-treatment equipment for SCR for class 8 International trucks.

Number three in class 6 market share is Ford, with almost 22 percent, thanks partly to its offering of both gasoline and diesel power in its F-650 trucks. Ford's class 7 share with the diesel-only F-750 in May was six percent, about the same as Kenworth and more than all other players except Peterbilt, which had 8.8 percent

WE DO IT RIGHT. PURE AND SIMPLE.

We start with pure diesel exhaust fluid and back it up with simple, customized solutions to keep your fleet always running at its best.



Purity – Solutions – Equipment – Delivery – Support

- Customized storage and dispensing equipment.
- Hassle-free turnkey monitoring and inventory management.
- Flexible financing options.
- Professional, local support.
- Training and information.

H2Blu™ **MAXIMUM SOLUTIONS**
DIESEL EXHAUST FLUID



Please visit us at H2Blu.ca or call us at 1-888-99H-2Blu for more information about pricing programs and equipment offers or to make an appointment with your local Wakefield Sales Rep. Produced and distributed by Wakefield Canada inc.

WHO'S BUYING?

of class 7. KW and Pete sell identical low-cabovers and similar conventional-cab models gotten from their corporate parent, Paccar, which can claim a combined market share of nearly 15 percent.

Hino holds 9.2 percent of class 6 and 3.4 percent of the class 7 market.

Sales are a little down from last year at Mitsubishi Fuso Truck of America, says Josh Tregear, marketing communications manager. "But we've seen a momentum shift in the last couple of months. We're being aggressive on low-interest-rate financing, lower prices on current models, and other things. We sold about 3,400 units in 2012, which is a 20 percent share in class 3 to 5 low-cabovers."

In classes 3, 4 and 5, Ford has been a traditional leader with its F-series, and was again strong in May with almost 34.5 percent. Ford offers both gasoline and diesel power in F-250 through 550 (and 650) models.

But Chrysler's Ram brand has come on very strong, with almost 46 percent in those commercial classes, according to the Ward's data.

Another factor is the continued popularity of the Cummins Turbo Diesel in the 3500, 4500 and 5500 series. The 5.7-liter Hemi gasoline engine is offered in the 3500 chassis-cabs and pickups, and a larger engine will soon be available in all three models.

Cummins has just also announced the ISV5.0, a new 5-liter V8 diesel engine designed to power pickup-and-delivery vehicles, step vans, other light- and medium-duty trucks, school buses, and motorhomes. Development of the engine,

"Leasing and rental fleets, because business customers need them," Hames says. "There's also a lot of public utility and construction business, and many of the upfitters have backlogs. Question is, how much capacity can they put into it?"



At Kenworth, the biggest gains in class 6 and 7 are coming in the lease and lease finance segments, says Doug Powell, medium-duty segment manager. "This is the biggest category in the last few years for medium-duty, overtaking the private fleet category. As many small business owners were having trouble in the economic downturn, the MD market has seen a big shift to the lease/rental category.

"Many of the other segments are similar to 2012 numbers with a small shift up or down," he adds. "The class 6 and 7 market size is pacing to be about the same as 2012 at close to 65,000, at least through the first four months. I expect it to improve as the year moves on."

Dealers have been selling a lot of reefer trucks, reports Josh Tregear at Mitsubishi Fuso. Another application is home insulating, where van bodies are set up to blow the fluffy stuff into the attics and walls of buildings. Also strong is the landscaping segment.

which won't reach production for about a year, actually began more than a decade ago and was launched at the time with the help of a grant from the U.S. Department of Energy.

It was originally conceived for pickup truck use, and in fact a version of the ISV5.0, called the Cummins 5.0L V8 Turbo Diesel, was introduced this past summer for the next-generation Nissan Titan. So far, Nissan hasn't announced a launch date.

2010-level emissions requirements have made diesels more expensive to buy in all classes. At Ram, the upcharge over gasoline ranges roughly from \$6,000 to \$9,000. It is that or higher at other builders.

Several years ago, General Motors warned of high diesel premiums and noted spiking prices for diesel fuel in

setting up a "why gas" website.

GM dropped all its medium-duty trucks prior to its controversial bankruptcy and, while now recovering nicely on strong sales of its cars and light trucks, stays mum about any return to heavier midrange vehicles.

Its sole offering in the segment, covered by this article, is the 3500 HD pickup.

Isuzu Commercial Truck of America, General Motors' former partner in the medium-duty business, remains a GM customer with the use of a 6-liter gasoline V-8 and Hydra-matic automatic transmission in its class 3 and 4 Isuzu NPR Gas models. Those trucks are assembled by Spartan Motors in Michigan using the GM components in cab-chassis kits sent from Japan.

Busy Bee

Follow Jacques and Daniel on



Michael Deschambault

1-800-694-8721
www.jdfactors.com



Transforming the workplace through innovation and design.



a division of **Mark's**

With innovative industrial workwear and footwear, including fire-resistant and hi-vis clothing, our extraordinary solutions bring it all together for over 17,000 businesses. We have over 100 consultants ready to help you maximize your safety and unite your team at 1-877-675-1513 or imagewear.ca

exceptional relationships
imagewear
extraordinary solutions

Watch for:

A Spate of New Medium Duty Rules

This past summer, the American Transportation Research Institute (ATRI) grabbed the trucking industry's attention by announcing that medium duty trucks are involved in more crashes than their class 8 brethren.

In fact, the number of heavy-duty truck crashes in the U.S. decreased by a factor of about 24 percent between 2000 and 2010.

But medium-duty truck crashes have actually gone up by an astonishing 34 percent in the same period.

Prior to this study, truck-crash statistics blended all size of trucks and thereby led to inaccurately reasoned regulations.

The ATRI study suggests that the reasons for the higher number of medium-duty crashes include increased urbanization as well as the fact that in some jurisdictions, drivers of medium-duty trucks don't need special training or licensing.

And what does this all mean?

For one it means that the general

population probably has an inaccurate sense of how many heavy-duty trucks are involved in accidents.

But moreover, as ATRI states, it means policymakers could use the

new data to streamline safety-related regulations as they apply to heavy and medium-duty trucks.

"As a result," the ATRI study states, "large truck crash statistics understate the safety improvements realized by the heavy-duty truck population over the 10-year analysis period. Furthermore, and perhaps more importantly, declines in medium-duty truck safety are concealed.

"In summary, increases in medium-duty truck crash rates are camouflaged by the improvement of overall large-truck crash statistics. This, in turn, may result in researchers and policy makers overlooking certain truck populations for crash-reduction opportunities."

Heavy-duty truck crashes in the U.S. decreased by a factor of about 24 percent between 2000 and 2010.

Gasoline-powered trucks account for 20 to 25 percent of Isuzu's business, says Brian Tabel, Isuzu marketing director.

"Our gas business in the last two years grew a lot," he says. "We sold a lot of gas in 2012 and could sell more gas than we can get. We're looking at adding a second shift to the line, if those trends continue. All options are on the table."

The price difference between gasoline

and diesel is almost \$8,000 and is a contributing factor to the trend, "but more customers are saying it's easier for drivers to drive a gas truck without having to worry about diesel exhaust fluid and other things," Tabel says. "We used to say that 20,000 to 25,000 miles a year was the threshold to or from diesel, but we are seeing some annual mileages that are 30,000 to 35,000 with gasoline." **TT**

www.espar.com (800) 387-4800

SUPPORT

OTHERS TALK IT, ESPAR WALKS IT.



On-site Training



Tech Center w/ Extended Hrs



Call Center



Product Support Group



Web-based Training



Training Videos



Downloadable Manuals



1000+ Service Locations



Espar

We've got you covered.



Espar Heaters:
They Just Make Sense



Trying to manage your business while also managing a fleet can be difficult.

With over 800 facilities across North America, we focus on your fleet management so you can focus on your business and Drive What Matters™

www.ryder.com
1-800-793-3765

Supply Chain | Leasing | Rental | Maintenance

Ryder and Ryder Logo are registered trademarks of Ryder System, Inc.
Copyright © 1996 - 2013 Ryder System, Inc.



In Gear

INSIDE:

43 Lockwood's Products

45 You Can't Get There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



AIR APPARENT: The Walmart Super-Cube trailer features a custom-designed side skirt package that almost completely seals wind out from under the trailer. Frankly, it looks pretty good too.

Skirting's the Issue

Trailers *Not all aerodynamic devices are created the same. But what you really have to know is what'll meet EPA approval.*
By Jim Park

If trailer aerodynamics is such a big concern, why do we see so many trailers with no aero treatments what so ever? Many of the manufacturers of such devices claim their product can improve fuel economy by up to four or five percent. That's a lot of money left sitting on the table with fuel running around \$3.80 US per gallon.

Or maybe not.

As veteran trucking journalist Rolf Lockwood recently reported in his [todaystrucking.com](http://www.todaystrucking.com) blog "A Fuel-Savings Controversy," (<http://www.todaystrucking.com/a-fuel-savings-controversy>) some

of the fuel-savings numbers claimed by various manufacturers of trailer aerodynamic products might not provide quite the fuel efficiency improvements they advertise—at least not in real life.

To be sure, we are not questioning the integrity of these manufacturers, but we've recently seen proof that discrepancies exist among the manufacturers' claims and what shows up in tests—even what fleets experience in the real world.

The differences, we surmise, can affect your return on investment, and in turn, your willingness to reinvest in those technologies.

Recently, Lockwood reported some fuel-economy test results provided in a press release by Performance Innovation Transport (PIT) group, a not-for-profit engineering and research outfit that works out of the big Transport Canada test track in Blainville, QC.

PIT published the results of tests conducted on four brands of trailer side skirts, and three brands of undercarriage air deflectors using the respected SAE J1321 Type II fuel economy test procedure. While PIT named the brands tested, it did not divulge the exact results achieved by each brand. Instead, PIT offered a range of results from lowest to highest.

From the PIT press release: "Fuel savings with [the side skirt] devices ranged from 5.2 percent to 7.45 percent compared to similar vehicles without skirts. Fuel savings measured on vehicles equipped with [undercarriage air deflectors] ranged from zero to 2.2 percent."

Mobil Delvac 1™ synthetic heavy-duty diesel engine oil presents:

The Mobil Delvac 1™
DRIVE LIKE A

BILLIONAIRE

CONTEST

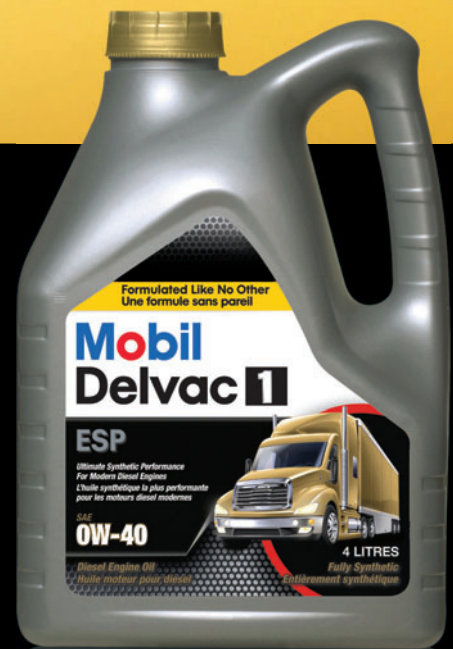
Mobil Delvac 1™ is built for diesel engines that work hard like you. And now we're giving you the chance to play hard too.

Win a chance to test drive six of the world's most exotic cars in LA or Miami with Mobil Delvac 1™.

Enter today and you could win:

- A Grand Prize six-day getaway to LA or Miami to take six of the world's most exotic cars for a three-hour spin along the perfect stretch of road.
- One of 120 daily instant win prizes that give a taste of the good life consisting of Visa gift cards, Esso gift cards and more!

Enter today at winwithmobil.ca



Mobil Delvac 1™
Synthetics Drive Business™

No purchase necessary. Contest begins on October 1, 2013 at 9:00 AM Mountain Time ("MT") and closes on November 29, 2013 at 11:59 PM MT. To enter, you must be a resident of Canada and 21 years of age or older. There is 1 grand prize available to be won consisting of a trip for two to either Los Angeles, California, or Miami, Florida, USA to participate in a Dream Car Tour (with an approximate retail value of \$7,000 Cdn); and 120 Instant Win Prizes consisting of gift cards each valued at \$125 Cdn (2 prizes to be awarded each day of the Contest Period) with a total retail value of \$15,000 Cdn. Skill-testing question required. For complete contest rules, prize descriptions and entry details, visit winwithmobil.ca © 2013 Imperial Oil. Mobil, Mobil 1, Delvac 1 and Esso are trademarks or registered trademarks of Exxon Mobil Corporation, Imperial Oil Limited or one of their affiliates. Other trademarks and product names used herein are the property of their respective owners.

BRINGING UP THE REAR

Our eyes were opened by a call from SmartTruck Systems Inc., one of the undercarriage device manufacturers. They furnished SAE J1321 Type II test data from a different testing firm conducted in 2010 showing a 5.5 percent improvement. Acknowledging the obvious; that's a significant discrepancy.

We can't, at this point, explain the discrepancy. And it's certainly not our duty to defend one set of results or the other. However, in conversations we have had with various fleets since PIT published its results, we have gathered a few opinions that fleets considering investing in such technology might keep in mind.

Real World vs. The Lab

Potential fuel savings are often expressed in terms of wind tunnel testing or computational fluid dynamics CFD modeling. While these might very accurately reflect the before and after differences of a given technology, it has to be remembered that the modeling is just that: results calculated or achieved under the tightest of controlled conditions. Wind tunnels and CFD can simulate headwinds and crosswinds but can't always simulate time spent driving below 90 km per hour. That's the speed most experts agree is where the real advantages of aerodynamic fuel saving devices are really noticed.

"If you drive into a zero-degree headwind all the time at 110 km per hour, chances are you're going to see very good results with whatever you test," says Bruce Stockton, a fleet-maintenance consultant operating under the banner Stockton Solutions. Stockton is the former vice-

Trailer lighting problems are among the top reasons trucks get pulled over. To help you avoid those costly roadside encounters, the electrical-harness pros at **Phillips Industries** produce a monthly tech-tips sheet. All you have to do is go to www.phillipsind.com, click on tech tips and submit your email address.

Here, for example, is what Phillips sent out in December.

Below are some basic guidelines on how to troubleshoot some of the problems that may arise with a trailer lighting system.

TOTAL LIGHTING FAILURE: No part of the system appears to be powered.

Possible Causes: Burnt-out light bulb causing a break in the system; corrosion in harness, light plug or pigtail; ground problem; hydraulic lock from too much dielectric grease; bad spot in wiring harness; issues in the 7-way plug; issues from the tractor.

1) Check to see if you have power at the 7-way of the trailer.

- If there is no power, check the back of the 7-way cable from the tractor.
- If there is no power there, check the 7-way socket on the tractor.

2) Check for a good ground.

3) Check the condition of the 7-way connector.

- Check for a secure connection.
- Check to see if corrosion is present.

SINGLE LAMP FAILURE:

Problem appears to be isolated to one lamp.

Possible Causes: Burnt out light bulb; corrosion in harness, light plug or pigtail; ground problem; hydraulic lock from too much dielectric grease; bad spot in wiring harness; issues in the 7-way plug; issues from the tractor.

1) Check the lamp with a lamp tester.

- If the lamp functions, try re-installing it. If the lamp is not functional, move on to step two.

2) With the power on, check the pigtail for continuity.

- If the pigtail does not function, check the jumper that connects the pigtail to the harness.
- If the jumper does not function, check the main harness.
- Keep working upstream in the system until you get a connection that functions. From there you know the problem is downstream in the system.

LAMPS WORKING INTERMITTENTLY AND/OR FLICKERING:

A Single Lamp or Entire Circuit

Possible Causes: Small amount of corrosion build up; ground problem; short in wiring harness; loose pins in 7-way; loose wire in 7-way; problem in the tractor.

1) Visually check connections and wire jacketing.

2) Start testing from the front of the trailer beginning with the 7-way socket.

Disconnect one piece of the harness at a time and check the circuit.

LIT LAMPS THAT SHOULD BE OFF:

This is the most difficult failure to find.

Possible Causes: Electrical short, crossed wires, bad switch.

1) Visually inspect all connections and wire jacketing.

2) Check the harness one piece at a time starting from the rear and working your way back up to the 7-way socket.

RECOURSE
2.99%
FOR 90 DAYS

NON-RECOURSE
3.99%
RISK FREE

ALL IN
Ask about our low rate guarantee

FLAT FEE
FACTORS™
FACTORS



- 95% Cash Advance on invoices
- Same Day Funding
- No Originals Required

also available:

- 50% Cash Advance on loads in transit
- Fuel Cards

Powered by **ACCUTRAC CAPITAL**

Get PAID ... Keep ROLL'N

Toronto: 416 260-4863 • Edmonton: 403 476-6938 • Vancouver: 604 629-9216

Call: **866 531-2615**

Flat Fee Factoring.com



TRUCKPRO

INVITES YOU TO EXPERIENCE
ITS **OUTSTANDING SERVICE**

FOR **FREE**

From October 15 to November 30, 2013, get **1 hour FREE** labour on your next Preventive Maintenance service

The TruckPro advantage:

- ✓ **Largest network** of heavy vehicle repair centres in Canada
- ✓ **Specialized** mechanics
- ✓ One-year **national warranty** on parts and labour
- ✓ National brands and **exclusive** private brand



1 hour FREE
labour on your

Valid for the **first 25 new customers** between October 15 and November 30, 2013, at participating TruckPro Centres in Canada.

Limit of one coupon per customer. Valid for any class 8 truck or trailer. Only original coupons will be accepted. Some restrictions may apply. See your local participating TruckPro Centre for details. Offer void where prohibited by law.

For internal use only

TruckPro

Customer name

Customer company

Customer phone number

Invoice number

Date

TruckPro representative signature

Find the nearest repair centre at www.truckpro.ca and call for an appointment today.

president of fleet maintenance for Con-Way Truckload (formerly Contract Freighters of Joplin, Mo.). “If your results differ from the manufacturers’ claims, it’s probably because your ‘real-world’ is different from the scenario under which the manufacturer tested the product.”

But getting accurate data in a fleet setting is not as easy as it might seem. Short of the largest fleets in the land, few will have the luxury of running the same trailer on the same route with the same truck and driver for extended periods. A few weeks of testing isn’t enough, notes Stockton.



“It took us a year before we saw consistent numbers across the fleet of trailers we first installed trailer skirts on,” he says. “It was a really difficult exercise because we had to track fuel data on different trucks that pulled the trailers, but first we had to identify the trucks that were pulling the trailers so we could track the fuel data. And even then, we didn’t know for sure how much fuel the driver had in the tanks when they hooked up to the trailer, and how much they had when they dropped it. It can even be affected by the number of active regen cycles the truck may have run while connected to the trailer. It’s not an exercise you take on without a great deal of thought.”

To be fair, even the SAE J1321 Type II test has its limitations when compared to real-world results.

“It’s conducted on a track under tightly controlled conditions, accounting for variables such as weather, wind speed, etcetera,” notes Yves Provencher, director of PIT.

“Several test segments are run and the results must be within two percent of

each other. The drivers have procedures to follow and the trucks must be identical. Still, because the conditions are controlled, variables like driver performance, terrain, average road speed, traffic conditions, vehicle condition and a host of others are eliminated. J1321 is probably the best way to measure potential real-world performance, and thereby provide a benchmark that’s realistic using equipment that sees real-world service.”

Brian Burningham, director of maintenance at Challenger Motor Freight, says his fleet is running side skirts and wide-single tires and he puts special emphasis


PASSING MUSTER: Under-carriage systems are generally regarded as low-maintenance items, and the EPA and CARB accept them as fulfilling the fuel-saving mandate.

on trying to close the tractor/trailer gap.

“We see results with that combination, but I couldn’t tell you precisely how much of an improvement they make,” he says. “I know the wide-single tires save us about two-percent per axle. As for the skirts, there’s something there, probably less than three percent, but I’m not sure exactly what it is.”


Burningham said quality of the mounting system and ease of maintenance were the driving factors in his brand selection.

“It would be too much of an undertaking to try to test them in service,” he says. “There’s proof out there that they work, and they pretty well have to be on the trailer to get into California now. That’d be the big concern now. EPA and CARB accept the skirts, in combination with some other technology—in our case the wide-single tires—will improve fuel efficiency by five percent, and that’s all I need to know.” **TT**



Diesel

Price Watch





CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	138.9	0.0	121.1
VANCOUVER *	142.3	-0.1	97.9
VICTORIA	136.2	-0.5	99.5
PRINCE GEORGE	133.4	2.0	100.4
KAMLOOPS	135.7	4.3	102.5
KELOWNA	137.5	5.2	104.3
FORT ST. JOHN	138.4	2.5	105.1
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	119.7	2.8	101.0
RED DEER	117.9	1.0	99.3
EDMONTON	119.9	3.8	101.2
LETHBRIDGE	125.2	0.3	106.3
LLOYDMINSTER	125.2	10.3	106.3
REGINA *	124.7	2.9	99.8
SASKATOON	124.3	2.4	99.4
PRINCE ALBERT	119.9	0.0	95.2
WINNIPEG *	124.7	1.8	100.8
BRANDON	122.7	0.4	98.9
TORONTO *	124.1	-0.2	91.5
OTTAWA	126.2	-0.4	93.4
KINGSTON	125.3	1.0	92.5
PETERBOROUGH	122.5	-0.3	90.1
WINDSOR	121.3	0.1	89.0
LONDON	123.9	0.0	91.3
SUBURBY	130.0	0.0	96.7
SAULT STE MARIE	129.3	-0.4	96.1
THUNDER BAY	136.2	2.3	102.2
NORTH BAY	129.5	0.1	96.3
TIMMINS	131.3	0.2	97.9
HAMILTON	124.5	-1.0	91.8
ST. CATHARINES	122.9	0.0	90.5
MONTRÉAL *	134.9	0.0	93.1
QUÉBEC	136.2	0.0	94.3
SHERBROOKE	135.9	-1.5	94.0
GASPÉ	136.9	0.0	98.7
CHICOUTIMI	134.9	0.0	96.9
RIMOUSKI	135.4	0.0	95.5
TROIS RIVIÈRES	135.9	0.0	94.0
DRUMMONDVILLE	135.9	0.0	94.0
VAL D'OR	133.9	0.5	96.1
SAINT JOHN *	134.0	-0.4	95.4
FREDERICTON	135.2	-0.1	96.4
MONCTON	135.4	-0.2	96.6
BATHURST	137.2	-0.1	98.2
EDMUNDSTON	136.0	-0.3	97.2
MIRAMICHI	136.2	-0.2	97.3
CAMPBELLTON	135.3	0.8	96.5
SUSSEX	135.0	-0.1	96.3
WOODSTOCK	137.1	-0.1	98.1
HALIFAX *	132.4	4.3	95.7
SYDNEY	136.0	3.9	98.9
YARMOUTH	135.1	3.9	98.1
TRURO	134.2	3.9	97.3
KENTVILLE	133.7	3.4	96.8
NEW GLASGOW	135.2	4.4	98.2
CHARLOTTETOWN *	139.8	0.0	98.4
ST. JOHN'S *	141.9	5.8	105.1
GANDER	138.4	3.5	102.0
LABRADOR CITY	147.2	-1.1	109.8
CORNER BROOK	142.6	6.5	105.7
CANADA AVERAGE (V)	127.9	1.2	96.5

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

HIGH PERFORMANCE ENGINE OILS

total-lub.ca

DO MORE WITH LESS
EFFICIENCY, PERFORMANCE & TECHNOLOGY

THE WAIT IS OVER

WAXIN100

INTRODUCING PROLAM'S NEW **WAXIN100**.

Cover every inch of the top side of your trailer floor with the ultimate in moisture protection.



You asked for it... You got it!

We received tons of great feedback on our revolutionary WAXIN treatment for hardwood trailer floors. Many of you were impressed by how well WAXIN protected the areas of your trailer floors most exposed to inclement weather, namely the first eight feet from the rear door. But even more of you asked us find a way to protect your ENTIRE trailer floor.

And find a way, we did.

Contact us today to find out more about our new **WAXIN100** treatment. Your trailer floors will never be the same again!

1 800 883-3975

The **WAXIN100** treatment is applied on the entire top side of your trailer floor, covering 100% of all areas subjected to moisture and creating a virtually waterproof barrier of protection. Your trailer floors therefore last longer—which ultimately means more money in your pocket.

WAXIN and **WAXIN100**: Durability for the long haul.



ON/OFF-ROAD ENGINE OIL

TOTAL CANADA HAS LAUNCHED RUBIA WORKS 2000 FE 10W-30 ENGINE OIL



TOTAL CANADA has launched what it calls a revolutionary engine oil, Rubia Works 2000 FE 10W-30. It's unique mainly because it's suited to both off-road machinery and over-the-road trucks, a semi-synthetic lubricant that brings an FE spec—for fuel economy—to the heavy equipment, mining, and agriculture industries as well as

transportation. That makes it ideal for mixed fleets.

The new lube has all the properties of Rubia FE 7900, an oil launched in 2008 for on-highway trucking use, while adding the fuel-saving feature and other benefits to off-road machinery. It's suited to engines with or without diesel particulate filters. Both Rubia lubricants are

blended at Total's plant in Montreal.

As a 10W-30 grade oil, Total says Rubia 2000 FE will greatly facilitate engine starting in cold weather and at the same time reduce engine wear, 70 percent of which is generated at start-up.

The product meets international standards, including the most stringent American, European and Japanese manufacturer requirements, with low ash content and the ability to reduce engine oil consumption, says Total.

See www.total-lub.ca

DETROIT DT12 DRIVER TRAINING

A NEW TRAINING VIDEO FOR DETROIT'S AUTOMATED MANUAL TRANSMISSION IS AVAILABLE ONLINE

Detroit Diesel Corporation has published a new driver training video for the Detroit DT12 automated manual transmission. The video can be found on the Detroit website.

It will assist drivers in operating the DT12 effectively from the start, the company says, and teaches them to take full advantage of all the transmission's features to achieve maximum performance and fuel economy.

Designed for drivers to watch before they drive a truck equipped with a DT12 for the first time, the video will help them understand the new functions and features of the transmission, such as eCoast,

Product Watch

Active Driveline Protection, and more. The video also demonstrates true two-pedal operation with an integrated stalk-mounted shifter that controls gear selection, engine brakes, driving modes, and manual shifting. Tips on selecting the right driving modes based on terrain and application are also included.

The DT12 is easy to adapt to, says Detroit, and helps drivers achieve

optimum fuel economy with minimal effort compared to operating a manual or automatic transmission.

It's available in the Freightliner Cascadia equipped with a Detroit DD15 engine, and will also be offered in all Cascadias equipped with Detroit DD13 engines for over-the-road/linehaul applications.

See www.demanddetroit.com

VOLVO'S 2014 ENGINES

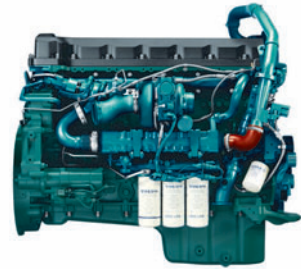
D11, D13, AND D16 ENGINES FOR 2014 SAID TO OFFER INCREASED FUEL EFFICIENCY

Volvo Trucks says that all model-year 2014 Volvo engines will offer fuel efficiency improvements as a result of optimized and enhanced engine componentry. The 2014 Volvo D11, D13 or D16 engines will see an increase in fuel economy ranging from 0.5 to 2 percent, the company says.

This comes from optimized or new engine components such as low-friction cylinder improvements, including a redesigned piston and liner developed with smoother surfaces. As well, a clutched air compressor, which completely disengages the clutch from the engine, has been introduced for 2014. The "advanced combustion technology" of a new seven-hole injector offers better fuel atomization for a more even distribution of fuel within the cylinder, maximizing fuel efficiency and offering a greater savings for customers, Volvo adds. And a new crankcase ventilation system filters more oil from blowby gases before they leave the engine and at the same time improves engine backpressure for better performance.

Other design changes have been made to improve serviceability, such as the two-piece valve cover which reduces repair time and is easier to handle than previous covers.

See www.volvotrucks.us.com



**SERVICE
IS NOT AN OPTION
IT'S OUR
DUTY**



THE RIGHT PEOPLE. THE RIGHT PARTS. THE RIGHT PLACES.

When nothing matters more than timely, world-class service, nobody delivers on that expectation like your local VIPAR Heavy Duty independent parts professional. Each VIPAR Heavy Duty distributor has the inventory on hand and the right people in place to help you efficiently get vehicles out of the shop and on the road.

VIPAR Heavy Duty is North America's leading network of independent truck parts distributors, serving the needs of customers from over 500 locations across the US, Canada, Mexico and Puerto Rico. Experience the advantage of doing business with your local VIPAR Heavy Duty distributor who is part of a nationwide network of specialists that understand the demands of local, regional and national customers.



To find a VIPAR Heavy Duty parts professional near you, or to learn more about VIPAR Heavy Duty, visit www.VIPAR.com or call 815.788.1700.

© 2012 VIPAR Heavy Duty

MICHELIN XDS 2 RETREAD

ALL-WEATHER TRACTION RETREAD IS OPTIMIZED FOR SEVERE WINTER CONDITIONS

Michelin Retread Technologies says its new XDS 2 Pre-Mold retread is designed for year-round drive-axle traction, with optimized features for challenging winter conditions. This "next generation" retread comes with a 10 percent improvement in tread life over the XDS Pre-Mold, the company adds.

The XDS 2 Pre-Mold, at 25/32nds

FUEL FOR THOUGHT

— By Bob Tebbutt

It is my opinion that we have seen the bottom of the economic cycle in North America.

There is more demand for long-term loans and increased demand for the borrowers' products.

Recently, the U.S. Federal Reserve has stated it will be cutting back on providing more funds to bail out toxic assets from the sub-prime loan debacle because the banks have restored their capital positions to proper levels.

Up until recently, the banks have been told by the U.S. Treasury that they are not to make new loans. But now, however, they will be told that they will be allowed to lend.

They will therefore be lending the cash they received at about \$90 billion a month for almost two years and, with more money in circulation, will cause inflation.

Since this influx of new money is well above any previous amounts in decades, I believe that inflation will be extraordinary. That, coupled with an improving economy, means there'll be an unprecedented demand for goods and a surge in prices.

The price of commodities will go up and an investor had better look to investments that will rise because of inflation.

As well, in the past, when the U.S. economy is growing, their currency tends to fall. A



falling U.S. dollar means that all commodities, priced in U.S. dollars, will increase in price.

MY SUGGESTIONS:

Gold, silver, crude oil and its products and perhaps, if China starts to improve its growth, the base metals that that country uses to a greater extent than any

other country in the world.

As a further caution, commodity trading is highly leveraged so an investment in commodities means large gains and large losses on invested capital, so options on futures should be considered in place of straight futures as a method of limiting risk.

Bob Tebbutt is a partner with Armour Asset Risk Management Ltd. Today's Trucking provides no personal investment advice. Armour offers education and training services only. It does not offer brokerage services or personal investment service.

YOU CAN'T GET THERE FROM HERE

Family Values

"We're right here in beautiful downtown Webbwood," says the proprietor of our last roadside landmark, Tom Stewart & Wife General Store, which has been there—on the south side of the Trans Canada about two and a half hours west of The Soo—since 1975. It's also now a liquor store. The first 10 readers to i.d. the store were *Beth Merryweather* of Waterloo, ON., Ontario Road Knight Alumnus *John Bonschanker* of Powassan, ON., *John Moffatt* of Callandar, ON., champion hat winner *Barb Johnson* of Kelowna (who has now won at least five!); *Douglas Courtney* from Truro, NS., *Don Mills* from Langley, BC., *Dave Karn* of St. Thomas, ON., and finally, *Aaron Stinson*, *Steven Wyman* and *Andrew Young*, all of Elliot Lake, ON.

Now, if you're one of the first 10 readers to tell us where this month's mystery location is, contact **Jason Rhino** at Jason@newcom.ca or 416-614-5827. If you phone your answer in don't forget to leave snail-mail address details. Finally, if you spot any roadside sights you think suit our contest, send them along, too.



October Answer:

Tom Stewart & Wife General Store, Webbwood, ON



YOU CAN'T GET THERE FROM HERE

c/o Today's Trucking Magazine

451 Attwell Drive, Toronto, ON M9W 5C4

Phone: 416-614-5827 • Fax: 416-614-8861

Or email: Jason@newcom.ca

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



Discover over 8,000 Company Driver jobs across Canada.



One click, endless career opportunities.
www.todaystrucking.com/careers

**Today's
Trucking**

 **SimplyHired**
Ready when you are.

depth, delivers that traction by using deep sipes with zig-zag groove walls, along with V-shaped transverse shoulder grooves. These features provide biting edges for full-life traction, says Michelin, as well as excellent evacuation of snow, stone and mud. The tread-life improve-

ment results from an engineered tread compound that delivers wear resistance in high-scrub applications, a

wide contact patch for force distribution, and a directional tread that reduces heel/toe wear. Michelin Retread Technologies franchisees operate 77 retread plants in North America, using a nine-step manufacturing process and advanced technology to examine 100 percent of casings before retreading.

See www.michelintruck.com



MILLION-MILE COOLANT

ALLIANCE TRUCK PARTS HAS ADDED TWO NEW COOLANT/ANTIFREEZE PRODUCTS TO ITS LINEUP

Alliance Truck Parts has added nitrite-free Organic Additive Technology (OAT) and Nitrited Organic Additive Technology (NOAT) extended-life



coolant/antifreeze products to its coolant line. Specially formulated for severe-duty applications, the company says they're designed to reduce the total cost of truck ownership by improving heat transfer and water-pump seal life.

Compared to the pink or traditional green formulations, Alliance claims these coolants can save truck operators

MACK LAUNCHES NEW TELEMATICS SYSTEM

MACK has a new telematics tool built on the company's GuardDog maintenance monitoring system, one that will come standard and free of charge for two years on model-year 2015 Pinnacles, Titans, and Granites, scheduled for roll-out in January 2014.

Called 'GuardDog Connect,' it can diagnose issues, schedule repairs, and confirm that the needed parts are in stock and ready to install while the truck is still working.

The system monitors the truck and if there is an issue like a clogged filter, low fluid level, or an upcoming service interval, a message is sent to the driver via a display on the dash.

For more severe issues, the system sends an automatic alert to Mack's 24/7 customer support center, where staff evaluate the problem and open a case in Mack ASIST—a web-based service-management platform. The owner or fleet manager is notified and the repair process begins. Once a dealer is chosen, Mack verifies that the parts are on hand and a bay is open. Repair instructions are also sent to the dealer.

Mack says that every step of the process happens within minutes of the initial alert, and is managed by support staff from start to finish. The end result is that techs are fully prepped by the time the truck pulls into the bay.

Mack also installs QR codes on the driver-side doorframe of all models during assembly, allowing techs to scan the code with a tablet when the truck arrives for service. The truck's information and service history are pulled, automatically launching Mack ASIST, speeding up the repair process. See www.macktrucks.com

GuardDog Connect can diagnose issues, schedule repairs, and confirm that the needed parts are in stock.

Flaunt your *Own* brand!

Put your logo here!



INSIST ON
PERSONALIZED CONSPICUITY TAPE
ON YOUR NEW TRAILERS

- DETERS THEFT
- NO UP-CHARGE
- LOW VOLUME
- HASSLE-FREE

WE COORDINATE EVERY DETAIL WITH YOUR MANUFACTURER



SECURITRACK
(2002) INC.

888-666-4961 • www.securitrack.com • info@securitrack.com



ADMIT ONE

VISIT THE RECENTLY LAUNCHED
TODAY'S TRUCKING
PRODUCT VIDEO GALLERY

Showcasing dozens
of videos from
suppliers you know,
and some you don't.



Scan to watch video

www.todaystrucking.com/video.cfm

SPECIAL EVENT

“approximately \$600-\$900 per year in coolant and maintenance costs.”

Both new coolants are specifically formulated to meet the requirements of current-model heavy-duty engines and are compatible with all quality coolants. They meet all relevant industry standards.

Heavily tested, Alliance OAT extended-life coolant is designed to provide extreme long-term wet-sleeve liner cavitation and corrosion protection. It's said to be the only coolant with a million-mile/20,000 off-road-hours guarantee.

Alliance NOAT extended-life coolant performs similarly and is available in full strength and 50/50. It's good for 750,000 miles/15,000 hours with top-off as needed.

Alliance notes that over 40 percent of truck downtime is related to cooling-system failure, making the case for investment in a quality coolant.

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

See www.alliancetruckparts.com

INFINITY SUPERIOR SLIDE TRAILER

FONTAINE'S NEW PLATFORM TRAILER FEATURES INDEPENDENT SLIDING AXLES

Fontaine Trailer Company's new Infinity Superior Slide trailer features independent sliding axles and is claimed to be the most versatile platform trailer on the market. It can be configured as a closed tandem set at the rear, a closed tandem set at the front, a full 10-ft spread axle, and any combination in between.

Fontaine says the design arose because fleets have been reporting that several jurisdictions are beginning to enforce kingpin-to-axle regulations, and that drivers need an easy way to stay in compliance since the rules and their application vary. The Infinity Superior Slide gives drivers the ability to change axle settings quickly and easily. That makes it well suited to leasing and rental operations.

The entire Infinity line is constructed



with fabricated steel mainbeams and steel cross-bracing, aluminum floor and rear skirt, and with Fontaine's exclusive RASR routed-aluminum side rail. The result is said to be a durable trailer that balances strength, weight, and economy. Infinity mainbeams are built with grade-130 flanges and are welded continuously on both sides. The design and construction are so strong, says Fontaine, that it offers the XtremeBeam Lifetime Warranty.

See www.fontainetrailer.com

YOUR JOB DRIVING YOU



Paramount Group of Companies has all the parts for the perfect career. Benefits, competitive wages, room to grow; all we need is you. Visit our website to see what we're all about.



Recognized as one of Canada's fastest growing companies by Profit magazine, 2009 to 2012 and, as one of Alberta's 50 fastest growing companies by Alberta Venture magazine in 2012.



paramountparts.ca

Fort McMurray • Nipawin • Saskatoon



International Centre Toronto, Ontario

THURSDAY APRIL 10

10:00 am to 6:00 pm

FRIDAY APRIL 11

10:00 am to 6:00 pm

SATURDAY APRIL 12

9:00 am to 5:00 pm



Platinum Sponsor:

Endorsed by:



Ontario
Trucking
Association



www.truckworld.ca



Official Media:

**Today's
Trucking**

Produced by:

NEWCOM

CUMMINS ANNOUNCES THE ISV5.0

5.0-LITER V8 DIESEL AIMS TO REPLACE GAS ENGINES IN NORTH AMERICAN ON-HIGHWAY MARKETS

CUMMINS has announced the ISV5.0, a new 5-liter V8 diesel engine designed to power pickup-and-delivery vehicles, stepvans, other light- and medium-duty trucks, school buses, and motorhomes. Development of the engine, which won't reach production for about a year, actually began more than a decade ago and was launched at the time with the help of a grant from the U.S. Department of Energy.

It was originally conceived for pickup truck use, and in fact a version of the ISV5.0—called the Cummins 5.0L V8 Turbo Diesel—was introduced this past summer for the next-generation Nissan Titan. So far, Nissan hasn't announced a launch date.

The Indiana engine company has been busy of late, having also announced in September a new global heavy-duty engine platform, the new G Series. An in-line six, it will be available in 10.5- and 11.8-liter displacements to meet a broad variety of on-highway and off-highway applications and both European and North American emissions standards. The G Series will initially be manufactured in China by the Beijing Foton Cummins Engine joint venture, serving customers around the world. Production will start during the first half of 2014, for non-North American markets only.

Design and development of the engine has been led by a small team in the U.S., supported by global technical and marketing resources with knowledge of local market and customer needs.

For on-highway markets the G Series diesel engines will be introduced, somewhat confusingly, as the Cummins ISG11 and Cummins ISG12. Not to be mistaken for the ISL G and ISX12 G Cummins Westport natural-gas engines available here and now.

The ISV5.0 is compact, light, and fuel-efficient, the company says, and is intended as an alternative to gasoline or other small-displacement automotive diesel engines. It's been designed to fit

easily where a comparable V8 or V10 gasoline engine would otherwise be installed. Multiple front accessory-drive options handle the common automotive accessories like alternators, compressors, and pumps. The idea is to minimize OEM engineering time and vehicle retooling costs.

The ISV5.0 sports two important firsts for Cummins: a compacted-graphite-iron (CGI) cylinder block and aluminum-alloy heads, along with a forged-steel crankshaft and chain-driven dual overhead camshafts. These contribute to low noise and harshness, raising driver comfort levels, a design goal.

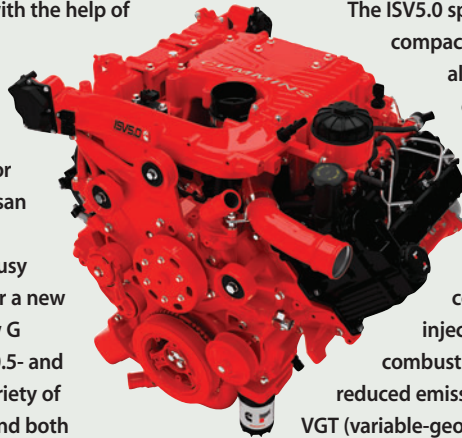
Fuel management features high injection pressures from the latest Bosch high-pressure common-rail (HPCR) fuel system and piezo fuel injectors that provide precise control for optimized combustion, leading to better fuel efficiency and reduced emissions. That fuel system, along with a Cummins VGT (variable-geometry turbocharger), contributes to a peak torque rating of 560 lb ft and quick throttle response. Ratings from 200 to 275 hp will be available. That turbo, incidentally, is a scaled-down version of the one found in Cummins heavy-duty engines.

In cold weather, the engine's advanced ceramic glow plug system is said to reduce start time and electrical current draw significantly, reducing charging-system requirements. The ceramic glow plugs are designed to last the life of the engine, with no maintenance.

The new ISV5.0 will be certified to the near-zero NOx and PM emissions levels required by U.S. and Canadian authorities. At launch, it will also meet greenhouse gas (GHG) requirements through 2016 and 2015 Air Resources Board (ARB) standards, including on-board diagnostics.

The ISV5.0, along with the 5.0L V8 Turbo Diesel for pickup trucks, will be manufactured at the Columbus Engine Plant.

See www.cumminsengines.com



LED LICENCE LAMP

TRUCK-LITE'S NEW LED 36 SERIES LICENCE LAMP INSTALLS WITHOUT TOOLS

Truck-Lite has expanded its Flex-Lite LED product line with the release of the new LED 36 Series licence lamp.

The lamp adheres directly to the mounting surface through the use of heavy-duty adhesive backing with an easy-to-install, peel-off liner, eliminating the need for tools during installation. This state-of-the-art adhesive is said to be made with industrial-strength compounds and to have endured rigorous pressure-washing tests that showed superior performance. It was also tested

for extreme temperature tolerance—the lamp maintained its locked seal in temperatures ranging from -40°C to 85°C.

There are two lamp options to choose from: one lamp has wires that exit from the side (PN# 35145C) and the other has wires that exit from the rear (PN# 36140C). The side-exiting lamp needs no mounting brackets or installation screws, while the rear-exiting wire lamp, which can also be directly mounted to the surface, comes with gray and black brackets, if preferred.

The lamp comes with a limited lifetime warranty and, when properly mounted, it will meet or exceed require-



ments of CMVSS/FMVSS - 108. The electronics offer multi-volt technology that adjusts from 10 to 30 volts and are completely sealed in epoxy to resist damage caused by moisture, corrosion, shock, and vibration.

See www.truck-lite.com/US

NATIONAL ADVERTISERS

Accutrac Capital	39	www.flatfeefactoring.com	Imagewear	34	www.imagewear.ca	Peterbilt	back cover
Alliance	4	www.alliancetruckparts.com	Imperial Oil	38	www.mobildelvac.ca	Prolam	42
Cummins Canada	23	www.cummins.com	International Truck & Engine	16	www.InternationalTruck.com	Ryder	36
Espar	35	www.espar.com	J.D Factors	33	www.jdfactors.com	Securitrim	47
Freightliner	2-3	www.freightlinertrucks.com	Kenworth	8	www.kenworth.com	Shell	13
Great Dane Trailers	55	www.greatdanetrailers.com	Mack	20	www.mack.com	Simply Hired	46
H2Blu	32	www.H2Blu.ca	Michelin	6	www.michelin.ca	Today's Trucking	48
Highway Star of the Year	24	www.todaystrucking.com	Molson Coors Brewing Company	14	www.molsoncoors.com	Total Lubricants Canada	18, 41
Hino	12	www.hinocanada.com	Northbridge	28-29	nbins.com/transportation	Truck World Show	50-51
Howes Lubricator	15	www.howeslube.com	Paramount Group	49	www.paramountparts.ca	TruckPro	40
						Vipar Heavy Duty	44
						www.vipar.com	

COMPANIES IN THE NEWS

A

Alliance	47
Armour Risk Management	45
Armour Transportation	17

C

Challenger Motor Freight	41
Con-Way Truckload	41
Cummins	31, 52

D

Daimler	31
Detroit	43
Dodge	33

F

Fontaine Trailer	49
Ford	33
Fortigo	25
Freightliner	23, 31

G

General Motors	33
----------------	----

H

Hino	23, 33
Home Hardware	5, 25
Howes Lubricator Products	17

I

International	23
Isuzu	33

J

J.J. Keller	26
Jeff Bryan Transport	13

K

Kenworth	23, 33
----------	--------

L

Linamar Transportation	11
------------------------	----

M

Mack	17, 23, 47
Manheim	17
Meritor	11
Michelin	44
Mitsubishi-Fuso	23, 30

N

Navistar	31
Nissan	33

P

Peterbilt	23, 33
Phillips Industries	39

R

RJS Terminal Ltd.	17
Robert Transport	19

S

SmartTruckSystems Inc.	39
Starlite Graphics	17

T

Total Canada	43
TransForce	19
Truck-Lite	52

U

U.S. Lube	17
-----------	----

V

Vitran	19
Volvo	19, 23, 44

W

Walmart	37
Western Star	23



By Peter Carter

Family Plots

It was the Carter Brothers vs. Paul Desmarais. I'm still not sure who won.

The multi-millionaire Paul Desmarais passed away a few days before Thanksgiving. The following morning, I emailed my brothers Tom, Alex, and Ed and said, “Today, I feel richer than Paul Desmarais.”

Alex asked why.

And I said, “Cuz I’m still here.”

The boys had lots of other Desmarais-related comments to make.

The billionaire got his start as one of our competitors in Sudbury, ON. From our perspective, he was always worth keeping an eye on.

I’m not going to share any of my brothers’ Desmarais-related comments here but trust me, they were funny because that’s how our family rolls.

Growing up in the Carter household, there were three constants: church, our family bus business, and humor.

The joking around got downright competitive. Of all my nine brothers and sisters, I calculate that I’m about the 10th funniest. And as the youngest, I even got hand-me-down jokes.

The accompanying photo proves my point.

In early October, I was writing about the buses and to illustrate that we loved our buses dearly, I wanted a picture of my parents’ and oldest brother Pat’s tombstone.

I live in Toronto. The tombstone is in a cemetery near Lively, ON. (Yup. That’s the name of the place the dead people are.)

I emailed Alex and asked him to whip out there to take a photo.

He obliged and threw in the hand that you see in the picture. Advantage, Alex.

What’s really weird is, the very next day, I was at the Canadian Recruiting and Retention Seminar here in Toronto and met one of the presenters, a very charming HR consultant named Hughena Brennan. See my mom’s name over there on the tombstone? Before the conference, she and my sister Mary Hughiena were the only ones with that name I’d ever met. (Those aren’t typos. They all spelled it differently.)

I introduced myself and soon we were laughing about our families and the transportation business. I showed Hughena Alex’s clever photo.

She said, “That’s amazing, I was just talking to Ray Burley. His parents have a bus on their tombstone too.”

Hughena found Ray, who is in acquisitions with Davey Truck Sales out of Mississauga. She introduced us. Turns out Ray’s folks ran Burley Bus Lines and on their tombstone near Port Hope,



ON., there’s not only a scenic cruiser bus, there’s an inscription: “Highway To Heaven.”

I guess the Burleys loved their buses just as much as we did ours.

Which of course brings me back to Desmarais.

At one point in the history of the Carter bus company, Desmarais was our direct competitor. And in a funny way, the Carters could be said to have outperformed Desmarais because our city-bus business lasted longer than his.

In the mid-60s, just as we were hitting our stride, Desmarais left Sudbury and the city-bus business for seriously greener pastures.

And I’m thinking there’s not much chance there’ll be a bus on Desmarais’ grave.

As much as Desmarais was probably a financial genius, I bet he didn’t really love his buses as much as we—or the Burleys—did.

And being in love with your business is downright dangerous.

To love business is one thing; to be in love with your business is quite another.

If you are literally emotionally attached to your enterprise, there’s a chance you won’t know when to sever ties and move on. Like Desmarais did. And we didn’t.

I once read a story about an Ottawa-based shoemaker who, long into his 80s, kept resoling and fixing his customers’ shoes even though he never raised his prices since the 1950s.

Toward the end, he loved his job so much he was using his Canada pension checks to subsidize the shoe-repair business.

I totally get the shoemaker. **TT**



EVEREST
REEFERS TL SS CL

More Standard Features. More Productivity. *More Long-Term Value.*

When everything depends on delivering on time, on temperature and on the money, you can rely on Great Dane's Everest series of refrigerated trailers. Whether you're hauling cross-country or locally, no one offers more standard features to support your bottom line.

- *Satin-Finish Stainless Steel Rear Frame*
- *Corrosion-Fighting Stainless Steel Front Bottom Rail*
- *Moisture-Resistant Composite Sill Flooring System*
- *PunctureGuard Lining*
- *100% LED Lamps and Long Life Lighting System*
- *Platinum Performance Plus Wheel End System (with exclusive six-year warranty)*

Also available with our exclusive *ThermoGuard* and *CorroGuard* technologies for maximum lifespan.



Great Dane

DRIVE AWAY WITH MORE



Find an approved Great Dane location near you by visiting www.greatdanetrailers.com, or download our new mobile app for free from the **App Store** or **Google Play**.

Explore our line of reefers online at greatdanetrailers.com/refrigerated



579

POWER YOUR
PROFITABILITY.

The aerodynamic Model 579 and fuel-efficient PACCAR MX-13 engine – your new business model.

PACCAR MX-13
Powered By Quality



Visit peterbilt.com/579 for more information.

