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PAGE **44**

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

# 20 *UNDER* 40

*Meet the men and women  
who will lead the industry  
into the next century*

**PG.28**

December 2013

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*Bell Cartage's  
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PACKING TRUNKS

You'll never know if you can move elephants until you've tried.

— BY PETER CARTER

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20 UNDER 40

Twenty (22 actually) good reasons to be confident the Canadian trucking industry is being transferred to very capable hands indeed. Welcome to trucking 2.0.

Meet Andreea Crisan, Elias Demangos, Jacquie Meyers, Jared Martin, Véronique Haché, Matthew May, Jennifer Singer, Donnie Fillmore, Ryan MacDonald, Nic Wiersma, Genevieve Gagnon, Doug Sutherland, Brett Marcoux, Jean-Phillipe Boutin, Harpreet Mander-and-Tucker Kang, Ben Boon, David Morneau, Craig Dichrow, Brothers Patrick and Mickael Turcotte and Alex MacKinnon.

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## ON THE COVER:

Bell Cartage of Kitchener, ON., was selected to deliver three elephants from Toronto to California in October.  
Story on pg. 27





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**Canada**



**Kenneth R. Wilson  
Award Winner**



## 40 Million Possibilities

In 2012, Ambassador Bridge owner Matty Moroun spent an estimated \$40.6 million failing to convince Michiganders that his Proposal 6 (amending the state constitution to require statewide votes to approve any publicly-owned bridges and tunnels to Canada) would not be to his benefit, but instead to that of Detroit and Michigan.

Yes, it was his money to spend.

Still, what else could that \$40.6 million have been spent on?

It could have:

- Paid 5.8 percent of Detroit's debt;
- Paid 13.5 percent of Detroit's pension shortfall;
- Made millionaires of 40 Detroiters;
- Maintained and improved the Ambassador Bridge;
- Safely demolished the abandoned, asbestos-ridden Packard plant;
- Removed lead paint from many Detroit homes;
- Restored and refurbished those same homes;
- Demolished many thousands of Detroit's abandoned buildings;
- Employed thousands of Detroiters on demolition and construction projects;
- Bought Matty Moroun an astounding amount of community goodwill.

Instead, Matty Moroun spent that \$40.6 million to be figuratively kicked in the privates by his fellow citizens.

— **Tim Sayeau, Winnipeg**

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## Digital Doctoring

I just finished reading your October Rear-View column ("*Hindsight*," by Peter Carter, pg.70) and have a few comments.

I was diagnosed with colon cancer in 2006 at the age of 44. I thought the symptoms were caused by hemorrhoids due to the fact that, as a salesman, I was travelling 75,000 km per year and eating poorly.

My first procedure involved a sigmoidoscopy, which is basically a shorter version of a colonoscopy, and only explores the lower portion of the colon. I am thinking that your first exam five years ago was probably not a full colonoscopy, as I also did not need an anesthetic.

Following this procedure, which involved the removal of several cancerous polyps, I underwent a full colonoscopy six weeks later. I have had several since that time, and have been given an anesthetic on each occasion.

Having said that, a colonoscopy is not a useful tool to detect prostate cancer. It is possible that, prior to the insertion of the scope, a doctor will do a digital rectal exam, but this is not always the case. The reason that a colonoscopy is not a good tool for prostate cancer detection is that at no point in the procedure is the prostate visible to the physician.

Regardless, I am glad that you have used your column to improve awareness of cancer. Early detection is the best hope to beat it, and your frank and honest depiction, mixed with some good humor, will hopefully inspire your readers to get checked.

— **John Overing, President,  
Dynamic Tire Corp., Brampton, ON**







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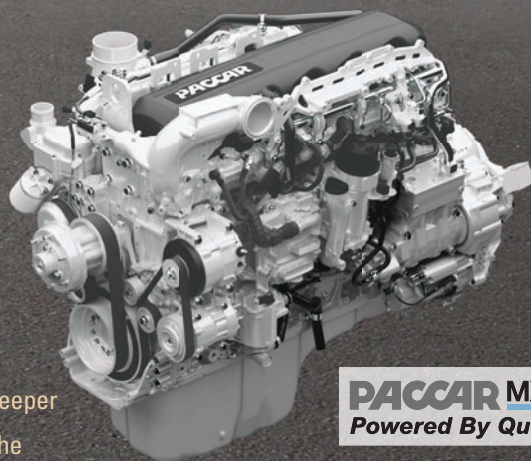
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By Rolf Lockwood



# The \$30-Million Oops

That's a conservative estimate of how much Ontario liberals are spending to mend a construction snafu.

**W**ell, it sure was nice to hear the other day that the Ontario government puts infrastructure spending at the top of its priorities list. Provincial finance minister Charles Sousa promises to spend more than \$35 billion on things such as roads, public transit and hospitals over the next three years. Good news indeed.

I didn't see any indication as to how much of those funds would go to roads, but it seems the province's projects will include widening Highway 417 in Ottawa and highways 11 and 17 between Thunder Bay and Nipigon (hear the cheers?), as well as finally extending Highway 407 east through Durham Region.

Sousa noted that almost 8,000 km worth of provincial highways—and some 950 bridges—have been constructed or repaired in the last 10 years. Sounds good, I suppose, except for the fact that almost all of that construction work has happened directly in front of my car. I'm sure it has.

It was not so nice, on the other hand, to hear that the province has effectively created the need for an extra 900,000 man-hours of work on the Herb Gray Parkway in Windsor. How on earth could that happen? Simple: the province failed to oversee properly – or at all – the construction and installation of more than 300 steel-and-concrete girders that are already in place. They're radically substandard and will have to be demolished and replaced.

The Parkway will be part of the new approach on the Canadian side to the international bridge that will connect Windsor with Detroit, a couple of kilometers away from the existing Ambassador Bridge. For Windsor, it's a crucial part of the project because it will not lead traffic through town the way the Ambassador does. The girder issue will delay completion by about a year.

The girders in question, worth as much as \$100,000 apiece, were fabricated by a sub-contractor for the Spanish-led consortium that won the contract to build the bridge. A Spanish company and a French one partnered on the girders. They've built 500 in total, all of which will be destroyed, but without inspection by or approval from the Canadian Standards Association (CSA). The faults were found this past summer and a recent report urged the demolition. Critics say the Ontario government should have

known about the situation earlier and halted construction until the CSA could do its inspection work. The critics are clearly right.

The only ones happy about this are members of the Labourers' International Union of North America, Local 625. Some of them are getting another year's worth of work out of this rather serious snafu.

I raise the matter, knowing that many of you elsewhere in the country don't much care about the specifics, because there are road and bridge-building projects going on across Canada. And since all of us in trucking depend so totally on having strong pavements beneath our valuable loads, we'd do well to ensure that provincial officials are active in ensuring that construction jobs are done properly. In this case, the Ontario government apparently had no oversight at all. None.

We obviously can't allow that to be the norm.

**We'd do well to ensure that provincial officials are active in ensuring that road and bridge construction jobs are done properly.**

**BUT THAT'S ENOUGH RANTING.** Let's move on to happier stuff, like Christmas, even though I'm writing this in mid-November. And to the retirements of people we should be thanking.

At its recent Annual Manufacturers' Conference, the Canadian Transportation Equipment Association (CTEA) honored Eddy Tschirhart and Lynn Eden for their long service to what is arguably the most useful trade association in the industry. They'll both be fully and formally retired by year's end.

It's the CTEA's 50th anniversary year, by the way. Congrats, folks.

Lynn has ably helped run the association for a dozen years and Eddy has been CTEA's technical go-to guy since his connection with the group began back in 1992. There may be nobody in the country who understands truck and trailer technology—or the wondrous rules created by bureaucrats—as well as Eddy does. And likely nobody who loves talking about it as much. I'm just one of hundreds and hundreds of people who have picked his ample brain over the years, and I'd venture a guess that he has saved uncountable truck, trailer and body builders, and fleets as well, from technical disaster since his career began, long before he hooked up with CTEA.

I hope Eddy will continue to take my calls on occasion, but at the same time I think he's earned a rest. He's also earned our thanks, a special guy who's made real contributions.

And on that note I'll finish by wishing you all a fine Christmas. **TT**

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



# Dispat

## Jestin Time Trucking

Scotiabank Economist Warren Jestin spreads the good-news gospel to truckers. Lesson one: Stop thinking in cycles. — **By Peter Carter**

**W**e're living in the best country in the world and if you think we've got problems, just go to Europe.

But we also have to get used to the fact that the Canadian dollar is going to remain strong.

Those are only two of the messages ScotiaBank's Senior Vice President and Economist, Warren Jestin brought to the Atlantic Provinces Trucking Association at its annual meeting in October and then again to the Toronto Trucking Association in November.

In broad-reaching presentations that took the audiences from the Grand Banks of Newfoundland to the shopping plazas of Beijing, Jestin expressed optimism for the Canadian economy, if you can call 1.5-percent growth optimistic.

However, he did say the bank economists expect growth to pick up to 2.3 percent next year by piggybacking on strengthening U.S. demand.

"I'm very optimistic about the outlook for Canada."

Jestin says North Americans traditionally view the economy as cyclical, but recent world events have changed that. For one thing, economics are dictated by politics and continuous growth in emerging nations eclipses business cycles in more familiar markets.

"It's nations we know nothing about driving our structural change," he says.

There was a time when Americans, Germans and Brits spent the most on tourism, but now it's Chinese tourists who spend most abroad. Last year, Chinese tourists outspent American



**BANKING ON IT:** Politics weigh heavier on economy than ever before, Jestin says.

tourists by \$20 billion.

"Developing countries are not producers of goods for the west, they're consumers," he said.

Other Jestinisms:

China produces more cars than U.S., Canada and Mexico combined.

"The Chinese government has \$3.4 trillion in cash."

The U.S. economy is moving higher; employment growth is accelerating, but the

American economy still doesn't have as many jobs as it produced before the 2008 recession.

"There is no chance that the U.S. is going to default."

"Short term interest rates are going to stay lower."

"Canadian interest rates follow American interest rates."

And finally:

"Accurate prediction requires an advanced degree in astrology." **TT**



# ches

**HEARD ON THE STREET**  
**A TransForce to Be Reckoned With**  
**PG. 24**



## **PRIORITIES**

### **10 Top Truck Woes**

*So what's keeping you up at night?*

If you're like the truckers surveyed in a recent study conducted by the *American Transportation Research Institute (ATRI)* on behalf of the *American Trucking Associations (ATA)*, here's what.

#### **Hours of Service**

Federal rules governing commercial driver hours-of-service (HOS) claimed the top position in 2013 after ranking second in 2012 and 2011, with a majority of survey respondents (58 percent) listing this as their first, second or third most-important issue.

The new rules limit use of the 34-hour restart and require a minimum 30-minute break before driving after eight hours on-duty.

A study by ATRI on the changes to the 34-hour restart provision projected that the restart changes alone would cost the industry \$189 million dollars.

#### **CSA**

CSA is a significant concern ATRI said, and is ranked first, second or third by 42 percent of respondents.

First implemented nation-

ally by FMCSA in late 2010, industry groups have since picked out a number of challenges within CSA. "Two of the most significant areas of concern surrounding CSA are the lack of crash accountability in CSA scoring and the inability of CSA scores to accurately predict carrier safety performance. Research by ATRI released in 2012 found that only three out of five publicly available Behavior Analysis Safety Improvement Category (BASIC) scores were positively correlated with crash rates."

#### **Driver Shortage**

ATRI said that at the height of the last period of economic expansion, the driver shortage ranked highly among the top industry issues (first place

in 2006 and second place in 2005 and 2007).

"Once the recession began to intensify in 2008, the driver shortage dropped in importance and did not make the top 10 list in 2009. However, when the driver shortage issue returned in 2010, it climbed quickly in significance.

ATRI also noted the divergence in opinion of the subject: Among motor carrier executive respondents, the driver shortage was the top issue of concern, among commercial driver respondents, the issue didn't even rank.

"Regardless of the disconnect in perceptions, the driver shortage is a major concern for many in the industry. ATA estimates the driver shortage at between 20,000

and 25,000 drivers. Over a quarter (26 percent) of respondents feel strongly enough about the driver shortage to rank it first, second or third.

#### **Economy**

The economy finally dropped to third after taking the top spot for three consecutive years and is now in fourth place on the 2013 top 10 list.

"The economic recovery, even with the more recent slowdown, has reduced this issue's significance relative to more pressing concerns," ATRI said.

ATA's Chief Economist has been calling for economic growth to continue, but at a moderate pace (2.5-percent growth in GDP forecasted for 2014).

## **SAY BROTHER, CAN YOU SPARE A DAIMLER?**

**T**he Community College in Edmundston, N.B., needs a truck, any brand; preferably something under 10 years old. That was the message delivered by the Executive Director of the **Atlantic Provinces Trucking Association (APTA)**, **Jean-Marc Picard** to members during the annual general meeting in Charlottetown P.E.I. in late October.

"It's for the community college in Edmundston; they want to start a driver training program and can't get funding for two trucks," Picard told todaystrucking.com. "They have everything else ready to go, they just need some equipment."

Picard said the school will be operated through the community college so it has the support of the association because it will turn out high-quality drivers.

If any education-minded carrier out there has some spare iron, Picard would be more than happy to hear from you. Write him at [jmpicard@aptca.ca](mailto:jmpicard@aptca.ca).



# BAD WEATHER IS NO EXCUSE FOR LOSING WINTER TRACTION.



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"Congressional inaction over increasing debt levels, funding the government and raising the debt ceiling would likely have negative impacts on growth forecasts," ATRI added.

## Electronic Logging Device Mandate

At number five, the Electronic Logging Device (ELD) mandate is the highest rank of any issue related to onboard truck technology in the nine-year history of the survey.

"In 2011, FMCSA was forced to vacate a proposed ELD rule due to a court decision regarding concerns over driver harassment. FMCSA is expected to release a supplemental notice of proposed rulemaking (SNPRM) in the next several months that will address ELD performance standards, requirements for the use of ELDs, requirements related to HOS supporting documents, and assurances that ELD mandates will not result in driver harassment," ATRI explained.

## Truck Parking

Truck parking made its debut in 2012 and has climbed two spots to the sixth position in 2013. The reason?

The new HOS requirement for drivers to take a 30-minute break before continuing to drive after eight hours on-duty went into effect, plus the 34-hour restart, so demand for truck parking has increased.

Now add in a growing economy. "A lack of truck parking can sometimes force a driver to choose between driving beyond available HOS to find safe parking, or parking in an undesignated, unsafe and/or illegal location."

## Driver Retention

"There is increased competition among motor carriers for qualified drivers, due in large part to the increased scrutiny of drivers and carriers under CSA," the reports authors noted.

Many drivers have also left the industry for oil and construction positions.

"During the second quarter of 2013, ATA's annualized driver turnover was 99 percent among large truckload fleets, indicating very high levels of turnover. The issue of driver retention goes

beyond driver pay, and touches on issues surrounding driver quality of life, demographics and workplace environment."

## Fuel Supply and Fuel Prices

This year has the lowest ranking for fuel supply and fuel prices since the survey began in 2005.

"Unfortunately for the trucking industry, the lower ranking appears to have more to do with less price volatility than lower prices: the 2012 average weekly diesel prices were the highest in the history of the survey and have remained high through 2013."

A previous ATRI study released this year found that "fuel and oil was the

single highest motor carrier cost center, even more costly than driver wages and benefits combined."

## Infrastructure and Congestion

Issues involving transportation infrastructure or funding have been in the top 10 list since the inception of the survey.

"While a new two-year highway authorization bill was passed in July 2012, several high-profile infrastructure failures have brought the issue of infrastructure quality into the national consciousness. The latest highway authorization bill, Moving Ahead for Progress in the 21st Century (MAP-21), expires in September 2014, which means that the debate over how to adequately fund transportation infrastructure will be a major topic over the next 12 months."

## Driver Health and Wellness

This is the second year in a row for driver health and wellness.

More than one in 10 respondents (11 percent) feel this issue is important enough to rank it first, second or third, ATRI said. That's even higher among driver respondents, ranking eighth.

"Given the concerns over driver retention and the driver shortage, as well as potential health issues related to truck driver lifestyle challenges, there has been a concerted effort to make the trucking industry healthier. In addition to obvious lifestyle benefits, an improvement in driver health may also have positive implications for industry safety as research has found a positive correlation between driver health and driver safety," ATRI explained. **TT**

**A previous ATRI study released this year found that "fuel and oil was the single highest motor carrier cost center, even more costly than driver wages and benefits combined."**



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## TECHNOLOGIES

### A Money-Saving PIT Stop

There's a five-year-old exclusive club in the trucking business and members know more than most about fuel-saving and other cutting-edge technologies. The people who run the club insist membership is a competitive edge.

The non-profit club is called Performance Innovations Transport Technologies (PIT) and participants have access to sophisticated facilities and trained research staff to test new equipment and gear before investing in it.

Check its website and you'll see a recent boast:

"The most spectacular acquisition is unquestionably the trailer-mounted dynamometer. This device is similar to a trailer and makes it possible to apply—behind the trucks being tested and in a reproducible way—resistance that simulates a slope of up to 25 percent."

This new technological arsenal has been added to PIT's impressive toolbox, which includes portable, high-precision systems for measuring emissions as well as numerous other sensors, radars and various equipment making it possible for our researchers to be more efficient as well as more accurate and precise than ever. From now on, PIT has the expertise, and tool to support fleets' improvement and to speed up the development of technologies.

And at the recent annual meeting of the Atlantic Provinces Trucking Association in Charlottetown, PIT Director Yves Provencher put it this way: "You have a fleet to run, we have the research facilities to help you make the right decisions."

Of course you're welcome to join.

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\$52 per truck for the first 500 trucks (Minimum \$5,200); \$31.25 per truck for the next 500 trucks and \$10.75 per truck for every truck over 1,000.

Today's Trucking also caught up with the very forthcoming Provencher at the American Trucking Associations (ATA) Annual conference in Orlando and dis-

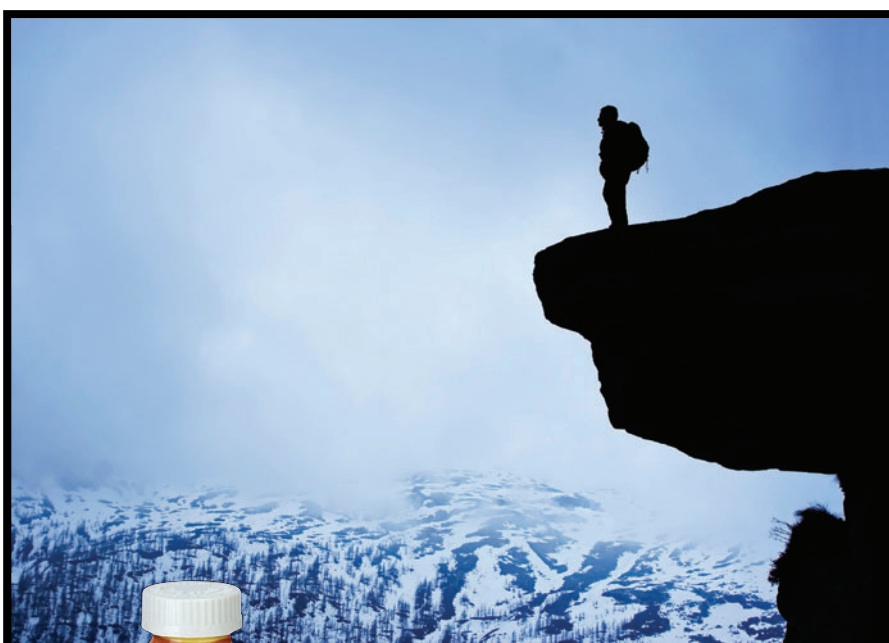
cussed, among other things, trailer skirts, cabovers and LNG.

**TT:** *So, it seems your side skirt and undercarriage test results have garnered some controversy. What are your thoughts on the issue?*

**YP:** I've heard all kinds of different issues with this. For instance, some people have tried to discredit our procedure — and that's fine; we know we're solid and we

know we've done our test work and repeated the tests before we published. I've had other tests done in wind tunnels that confirm our tests as well. So I have no issue with the quality of our tests.

What's interesting is that people are saying 'I don't care if it doesn't save fuel, as long as it is safe, as long as there is no maintenance and I can access California with this, it's great.' [laughs].



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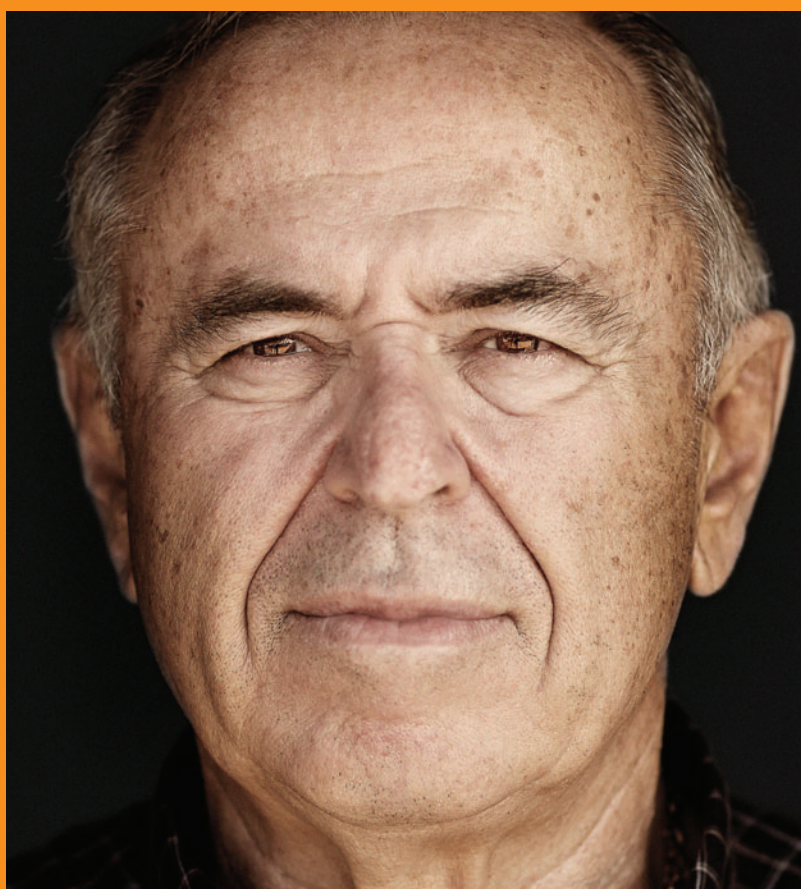


# “Who could possibly keep up with all the new trucking regs? Good thing *Northbridge* keeps me current.”

**Brian Kurtz, President, Kurtz Trucking, Breslau, Ontario**

“I’m old school,” says Brian Kurtz. “When I started my trucking company over 30 years ago, you didn’t worry too much about the rules. Now there are so many rules and regulations. Every province and state is different. And we’re getting more regulated every week.”

Nobody knows trucking and logistics, or understands the unique challenges facing transportation companies, more than we do at



we get trucking. We understand how difficult it is to stay current on safety and compliance requirements in various jurisdictions—with different weight restrictions, hours of service, maintenance requirements and operating authorities—and how genuinely complicated they can be.

Northbridge Insurance<sup>®\*</sup>. With over 60 years of experience in the transportation sector, quite simply,

“Someone once said that trucking has twice as much paperwork as banking. Too bad

we don't have twice the profits," jokes Mr. Kurtz.

Northbridge provides the kind of value-added features and benefits you won't find anywhere else—like reports that allow our clients to benchmark their safety and compliance performance versus the industry and their competition. Our tools enable you to improve your operations and lower costs, boosting your bottom line. Our customers, in turn, have used these reports to win more business by objectively proving that they adhere to best industry practices with superior compliance standards.

"Northbridge takes a real interest in my business," says Mr. Kurtz. "Some insurers you only see at renewal time, but these guys are in touch to keep us up-to-date."

No other insurer works as hard to maintain relationships with customers as Northbridge, or matches our comprehensive safety and compliance tools and

resources. We provide ongoing, customized support, training and materials to assist with your specific needs. We'll even help you improve your dollar-one loss costs for incidents below your deductible.

Talk to your insurance broker. Learn how Northbridge empowers you with tools and resources so you can focus on what's important—your customers and your profits.

"Margins are half of what they were 10 years ago," says Mr. Kurtz. "But I know Northbridge will always be there. Heck, they've been around even longer than me."

Bill Kurtz



[nbins.com/trucking](https://nbins.com/trucking)



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# SUPPORT

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you covered.



Espar Heaters:  
They Just  
Make Sense



**TT:** *Transport Robert has brought over a couple of Volvo cabovers to see how they perform against North American conventionals. Where are you guys with the testing?*

**YP:** We've done the tests but we don't have the results yet. What is important to understand about those Volvo trucks is that it is an 18-month test and the goal is to yes, see if there is true fuel economy there—we're not sure, so that's why we are measuring it—but there's also a big issue about the handling of those trucks. They are more compact so they will be easier to maneuver in tight spaces, and you can also have longer cargo—in this case windmill equipment, so you need a longer trailer. And you've heard the discussion in Ontario in looking at going to 57.5 ft. trailers. So if we can cut the nose off those trucks, we can put more cargo in.



**TESTING TESTING 1,2,3:** Provencher says a PIT membership offers companies a competitive edge.

**TT:** *A couple of objections to cabovers have been that the driver is sitting on top of the engine and vibrating, and that it's also more work for technicians to get to the engine. Are those things you're taking into account?*

**YP:** That is something we will evaluate. For instance, to do the pre-trip inspection you don't need to tilt the cab. The nice surprise we had was that the first driver came out of the truck and said "Wow, that rides just as nice as my truck." People always refer to "those cabovers from 20 years ago," they don't remember that their regular truck from 20 years ago rode rough as well. So I don't think driver comfort will be a big issue—and the driver who has it right now is quite excited about the truck. He's finding new features that he didn't have in his other truck, he can play with the beams to orient the headlights. I don't think it will be a big issue, but obviously we'll have to see if it's a big issue for the technicians—or the driver forgets to put

everything away and the technician tilts the cab and it all ends up in the windshield! So you need to consider that. But Europeans—and everywhere else in the world—have been using it and they're maintaining it. But yes, that is something we want to evaluate.

Transport Robert is the lead on this and we're assisting them on these tests. One issue that we have is that the wheel-

base on these trucks is very different from ours; the kingpin on the trailer is located according to the wheelbase they have in Europe and we couldn't find a trailer that could close the gap as much as we wanted to during the test, so we had to do the test on a flatbed trailer. Which is fine, but doesn't give us the right taste of what these trucks can do and that's something that we will hopefully test over the longer

period—and we couldn't bring a trailer from Europe because those trailers are higher and wouldn't go under an overpass.

**TT:** *A lot of good stuff came out of the Natural Gas Vehicle Conference in September and PIT was there. What stood out for you?*

**YP:** What I heard was—and we're close with Robert—is that it is a much rougher ride than was anticipated. But I think the benefit is there and it's worth the effort. And there are all kinds of other suppliers coming on board with natural gas and that will create more competition and therefore suppliers will have to be a little bit aggressive to solve the problems.

**TT:** *Are you excited about DME?*

**YP:** I'm excited that we have more and more options for fuel. There is no silver bullet. We need natural gas, we need DME, and we need propane and electric—we need all of those. I always refer to it as a cocktail of solutions and DME just enriches that cocktail. **TT**

## Diesel Price Watch

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	138.9	0.0	121.1
VANCOUVER *	143.7	-1.0	99.2
VICTORIA	136.5	-0.8	99.8
PRINCE GEORGE	136.3	-0.6	103.1
KAMLOOPS	135.9	0.3	102.8
KELOWNA	138.1	-0.2	104.8
FORT ST. JOHN	138.2	-0.3	104.9
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	123.7	0.5	104.8
RED DEER	121.9	1.3	103.1
EDMONTON	123.2	0.3	104.4
LETHBRIDGE	125.7	0.4	106.7
LLOYDMINSTER	124.9	-2.0	106.0
REGINA *	125.5	-0.3	100.5
SASKATOON	124.9	0.2	100.0
PRINCE ALBERT	123.4	1.2	98.5
WINNIPEG *	127.7	0.0	103.6
BRANDON	127.5	1.2	103.4
TORONTO *	124.3	0.0	91.7
OTTAWA	128.4	1.3	95.3
KINGSTON	125.4	0.0	92.7
PETERBOROUGH	123.9	0.4	91.3
WINDSOR	123.1	0.8	90.6
LONDON	125.7	1.0	93.0
SUDBURY	130.4	0.3	97.1
SAULT STE MARIE	129.5	0.2	96.3
THUNDER BAY	139.8	1.7	105.4
NORTH BAY	128.7	0.8	95.5
TIMMINS	131.8	0.0	98.4
HAMILTON	124.6	0.3	91.9
ST. CATHARINES	124.9	0.0	92.2
MONTRÉAL *	134.9	0.0	93.1
QUÉBEC	135.9	0.7	94.0
SHERBROOKE	135.4	-1.0	93.6
GASPÉ	136.4	0.5	98.3
CHICOUTIMI	134.9	1.0	96.9
RIMOUSKI	135.4	1.0	95.5
TROIS RIVIERES	135.9	1.0	94.0
DRUMMONDVILLE	134.9	0.0	93.1
VAL D'OR	133.9	-1.0	96.1
SAINT JOHN *	136.3	-1.6	97.4
FREDERICTON	136.9	-1.4	98.0
MONCTON	137.9	-1.1	98.9
BATHURST	139.2	-1.4	100.0
EDMUNDSTON	138.2	-1.4	99.1
MIRAMICHI	138.3	-1.4	99.2
CAMPBELLTON	137.4	-1.4	98.4
SUSSEX	136.8	-1.4	97.9
WOODSTOCK	139.2	-1.8	99.9
HALIFAX *	134.7	1.6	97.7
SYDNEY	138.3	2.3	100.9
YARMOUTH	137.4	1.6	100.1
TRURO	136.5	1.6	99.3
KENTVILLE	136.5	2.0	99.3
NEW GLASGOW	134.8	-1.1	97.8
CHARLOTTETOWN *	143.8	1.8	101.9
ST JOHN'S *	140.9	-1.5	104.2
GANDER	140.3	-1.4	103.7
LABRADOR CITY	146.2	-1.3	108.9
CORNER BROOK	141.6	-1.3	104.8
CANADA AVERAGE (V)	129.5	0.0	97.9

Updated prices at [www.mjervin.com](http://www.mjervin.com) • Prices as of November 5, 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](http://total-lub.ca)

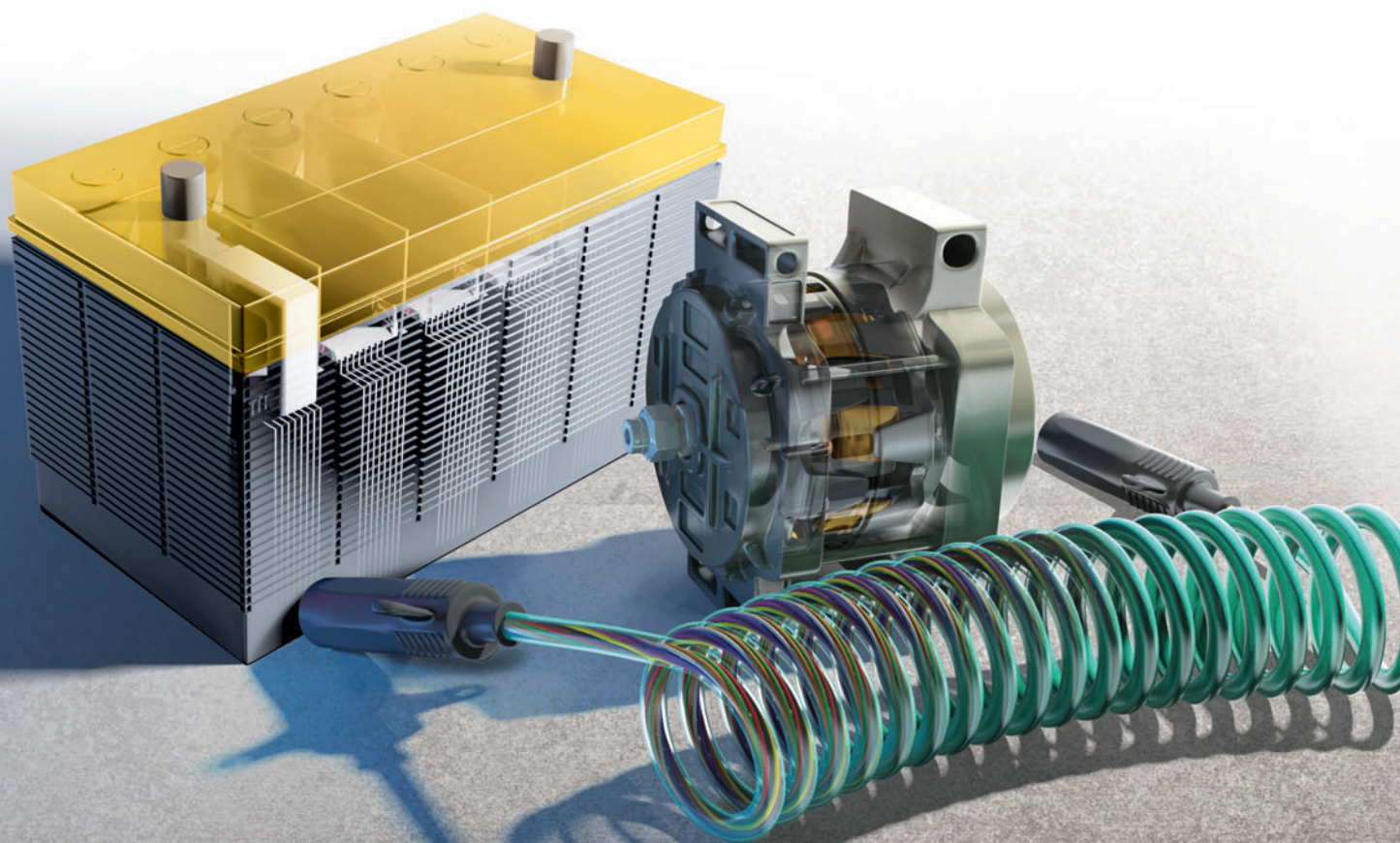
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# logbook2013

## 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](http://www.trucking.org)

5

### Christmas Party British Columbia Trucking Association

Surrey, BC

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

12

### Annual Awards Dinner Atlantic Provinces Trucking Association,

Dieppe, NB

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

## Get in the Game!

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

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

## NEW YEAR

## January 2014

27-30

### Heavy Duty Aftermarket Week

The Mirage, Las Vegas

Website: [www.hdaw.org](http://www.hdaw.org)

30

### Hours of Service Seminar Atlantic Provinces Trucking Association

Dieppe, NB

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

## February 2014

5

### Risky Business Seminar Atlantic Provinces Trucking Association

Dieppe, NB

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

15

### DEADLINE!



### Highway Star of The Year Contest

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

Website: [http://todaystrucking.com/hSTAR\\_of\\_the\\_Year\\_2013.pdf](http://todaystrucking.com/hSTAR_of_the_Year_2013.pdf)

## March 2014

5-7

### The Work Truck Show and NTEA Convention

Indiana Convention Center  
Indianapolis, IN

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

11

### Annual General Meeting Manitoba Trucking Association,

Viscount Gort Hotel,  
Winnipeg

Website: [www.trucking.mb.ca](http://www.trucking.mb.ca)

23-26

### Annual Convention Truckload Carriers Association,

Grapevine, TX

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

24-26

### CV and Transportation Seminar, Americas Commercial Transportation (ACT) Research Co.

CV and Transportation Seminar #50,  
Columbus, IN

Website: [www.actresearch.net](http://www.actresearch.net)

27-29

### Mid America Trucking Show

Kentucky Exposition Centre,  
Louisville, KY

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

## April 2014

10-12

### TRUCK WORLD

The International Centre,  
Toronto, ON

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- Meet the Highway Star of the Year!

### FOR MORE INFORMATION:

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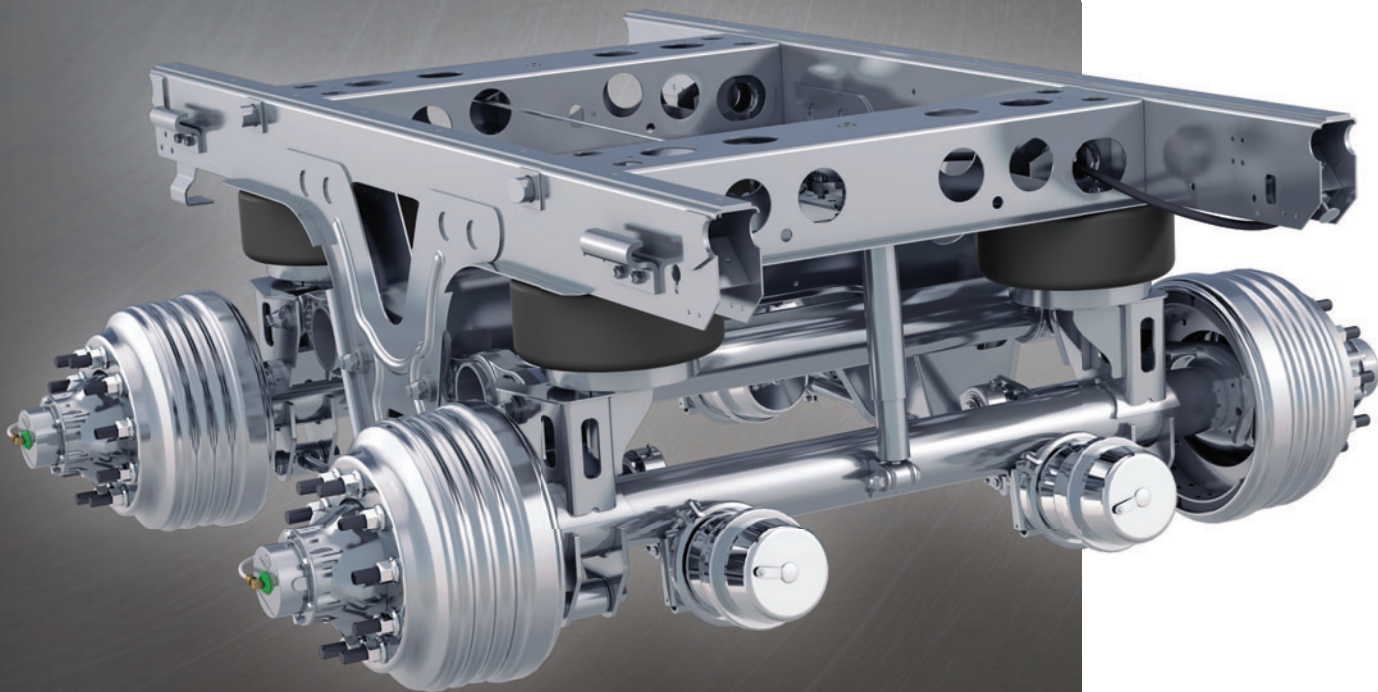
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**MERITOR**

# Trending

THE BEST FROM  
**Today'sTrucking.com**

## In the News

## Drivers Don't Feel Rested, Just Less Productive says Schneider

**GREEN BAY, WI.** — Since the new hours-of-service rules implementation on July 1, Schneider National says it has seen just over a 3 percent drop in productivity on solo shipments and a 4.3 percent decline on team shipments.

Schneider had forecasted a 3 to 4 percent drop in productivity. That forecast was based on predictive modeling and presented as testimony to the Federal Motor Carrier Safety Administration (FMCSA) in February 2011.

"The hours-of-service changes could not have come at a worse time," said Dave Geyer, senior vice president and general manager of Schneider's Van Truckload division. "We now need more drivers to do the same amount of work, but regulations, economic conditions and demographics are working against us in terms of recruiting new drivers. "We're being restricted in the number of miles we can give them and the ongoing challenges that come with sharply rising operating costs."

While productivity has been impacted, safety has not.

<http://www.todaystrucking.com/drivers-dont-feel-rested-just-less-productive-says-schneider>

For **MORE NEWS**,  
Be Sure To Check  
**Today'sTrucking.com**

## Facebook Fun

## Meanwhile, Back on Facebook...

On Take Your Teenager to Work Day, *Today's Trucking* was visited by **Melinda Vadan's** 14 year old daughter **Lorena** so we made the young scholar our cover girl! Come back again soon Lorena! Her dad Florin is a driver for Pinnacle Transport and her mom is one of the backbones of our administrative team!



## What's Tweetin'?

## Our Favorite Tweets This Month:

@GuyBroderick:

@peter\_truck @Todaystrucking.  
Nice article on Home Hardware and their extraordinary driver. Nice to see a Truck Champ cover story.

@Peter\_truck:

Thanks Guy. All you good drivers are champs.

@Todaystrucking:

*Today's Trucking* Intrepid videographers visit the Mack truck Museum  
<http://www.todaystrucking.com/todays-trucking-visits>

@Todaystrucking:

APTA in Charlottetown, Yves Provencher from PIT. When you turn an engine off it stays warmer than if you leave it idling an hour Provencher.

@Todaystrucking:

Nicola MacNaughton, Occupational Concepts Ltd, at APTA Only 2 to 3 percent of workers' comp people in the system abuse it.

@BBExpediting:

Our own Gord McNeil speaking out on #Movember. Hey Truckers: It's MO-Time!  
<http://www.todaystrucking.com/hey-truckers-its-mo-time...>  
via @todaystrucking

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# Heard on the Street

## Go figure: Eight.

Brothers **Jeff** and **Ryan Kirby** celebrated the opening of the newest location of **Altruck International Centre** in late October. Located 45 minutes west of Toronto in Burlington, ON., the newest outlet brings the number of Altruck locations to eight. The Kirbys' father Jack bought his first International dealership in 1977. The two sons grew up in the business and formed a partnership in 1994 to take the rein.

## A Very Winning Climate

**Espar Climate Control Systems** has received the prestigious *General Motors Supplier Quality of Excellence Award*.

The ceremony took place on Oct.1 at the Detroit Marriott in Troy, Michigan.

According to a statement from Espar's Vice President of Marketing and Communications **John Dennehy**, only top-performing suppliers who are compliant and meet the quality-performance criteria and provide cross-functional support to GM are chosen for this award.

"General Motors is a corporation that strives for excellence and their goal is to design, build and sell the world's best vehicles. Product quality, obviously, impacts their success and through their diligence and perseverance GM earned the top spot in the J.D. Power Initial Quality Study."

Espar builds fuel-operated heaters with sealed combustion chambers known for reducing fuel costs and green-house gas emissions.

They are designed for mobile applications such as truck, bus, off-highway, marine and automotive; the systems utilize 12 or 24-volt battery systems and gasoline or diesel.



**HEATED COMPETITION:** Presenting the award were Grace D. Lieblein, Beverly Gaski, and Sheri E. Hickok. Accepting on behalf of Espar were Operations Manager Ioan Albu and Quality Manager Ashu Aggarwal.

## Tracking by the Dozen

A dozen years ago, two IT vets with an entrepreneurial flair, **Stuart Sutton** and **Ed de Leon** started a fleet-management software company. Since then, the company—**Sylectus** has grown to serve 760 customers with more than 13,000 trucks. The company celebrated its 12th anniversary November 1.

## A TransForce to Be Reckoned With

*"The profitability of the package and courier (P&C) and Less-Than-Truckload (LTL) segments further improved, as we reap benefits from our constant initiatives to optimize asset utilization and maximize efficiency."*

— President and CEO **Alain Bédard**



After announcing in September that it intends to buy all the shares of **Vitran** that it didn't already own, **TransForce** said it was also buying **Clarke Transport Inc.**, and Clarke Road Transport Inc., two subsidiaries of Clarke Inc. Also, the perennially profitable Montreal-based corporation announced it will be shifting some of its priorities. The Clarke deal should close later this year and is expected to generate annual revenues of approximately \$190 million. The two acquired entities employ more than 600 staff and independent contractors.

President and CEO **Alain Bédard** also reported the company's net income this quarter on revenue of \$775.1 million was \$44 million—\$0.45 per share—which is down from \$53.8 million, or \$0.53 per share, on \$761.7 million, in the third quarter of 2012.

Here's what Bédard had to say to shareholders and analysts:

"The profitability of the package and courier (P&C) and Less-Than-Truckload (LTL) segments further improved, as we reap benefits from our constant initiatives to optimize asset utilization and maximize efficiency.

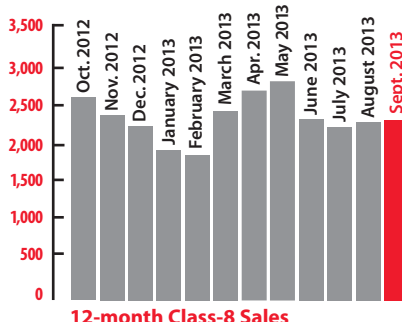
"In P&C, margins from existing operations improved significantly, while we are aggressively proceeding with operational changes at Velocity, which still generated a loss during the quarter.

The truckload segment experienced a small decline, while our energy sector experienced a major decrease in EBIT affected mostly by rig moving operations."

## Canada – Truck Sales Index

## September 2013

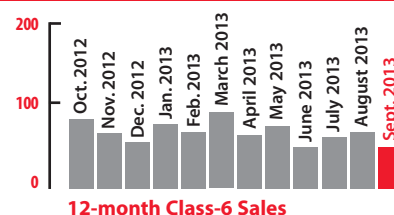
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	541	5190	5757	25.1%	24.7%
Kenworth	417	3781	4662	18.3%	20.0%
International	343	2888	3519	14.0%	15.1%
Peterbilt	278	2854	3161	13.8%	13.6%
Volvo	281	2511	2665	12.2%	11.5%
Western Star	241	1794	1734	8.7%	7.5%
Mack	170	1646	1776	8.0%	7.6%
<b>TOTAL</b>	<b>2271</b>	<b>20,664</b>	<b>23,274</b>	<b>100.0%</b>	<b>100.0%</b>



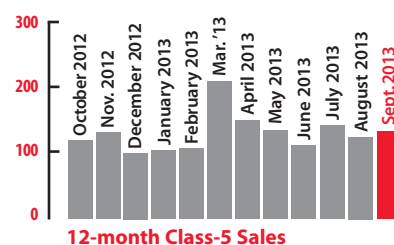
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
International	78	558	713	25.2%	30.7%
Freightliner	49	557	536	25.2%	23.1%
Kenworth	38	426	446	19.3%	19.2%
Peterbilt	41	379	361	17.1%	15.6%
Hino Canada	19	292	263	13.2%	11.3%
<b>TOTAL</b>	<b>225</b>	<b>2212</b>	<b>2319</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	23	224	222	40.7%	27.9%
Hino Canada	14	183	249	33.2%	31.2%
International	9	131	314	23.8%	39.4%
Peterbilt	0	13	12	2.4%	1.5%
<b>TOTAL</b>	<b>46</b>	<b>551</b>	<b>797</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	69	708	797	59.8%	57.4%
International	44	374	414	31.6%	29.8%
Mitsubishi Fuso	10	87	154	7.3%	11.1%
Freightliner	2	11	12	0.9%	0.9%
Peterbilt	0	4	2	0.3%	0.1%
Kenworth	0	0	10	0.0%	0.7%
<b>TOTAL</b>	<b>125</b>	<b>1184</b>	<b>1389</b>	<b>100.0%</b>	<b>100.0%</b>



www.easterncanada.cummins.com



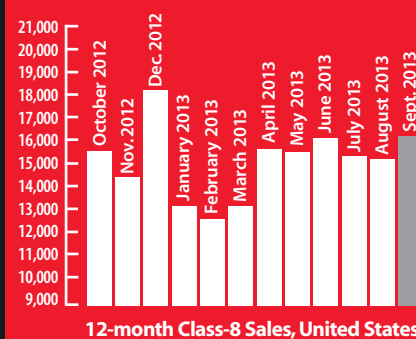
www.westerncanada.cummins.com



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

## U.S. – Retail Truck Sales

CLASS 8	Sept. 2013	YTD '13	Share '13
Freightliner	5452	49,493	37.3%
International	2502	19,326	14.6%
Kenworth	2718	18,513	14.0%
Peterbilt	1900	17,499	13.2%
Volvo	1783	14,306	10.8%
Mack	1545	11,198	8.4%
Western Star	219	2225	1.7%
Other	6	32	0.0%
<b>TOTAL</b>	<b>16,125</b>	<b>132,592</b>	<b>100.0%</b>



## Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	53	40	20	22	244	101	35	22	0	4	541
Kenworth	61	169	43	0	63	76	5	0	0	0	417
International	21	60	14	21	162	52	5	6	1	1	343
Peterbilt	37	96	33	21	41	34	14	2	0	0	278
Volvo	27	24	5	16	118	76	13	2	0	0	281
Western Star	37	58	7	10	71	52	5	1	0	0	241
Mack	7	14	31	4	63	46	3	1	0	1	170
<b>TOTAL</b>	<b>243</b>	<b>461</b>	<b>153</b>	<b>94</b>	<b>762</b>	<b>437</b>	<b>80</b>	<b>34</b>	<b>1</b>	<b>6</b>	<b>2271</b>
<b>YTD 2013</b>	<b>2261</b>	<b>4435</b>	<b>1156</b>	<b>961</b>	<b>6785</b>	<b>3753</b>	<b>813</b>	<b>368</b>	<b>55</b>	<b>77</b>	<b>20,664</b>



# 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](http://www.todaystrucking.com/hsoy).**

## THE HIGHWAY STAR OF THE YEAR HALL OF FAME



**2010**  
**Cliff Lammeren**  
Praxai  
Edmonton, AB



**2009**  
**Bud Rush**  
Armstrong Moving/  
United Van Lines  
Oakbank, MB



**2008**  
**Dale Hadland**  
international  
Freight Systems (IFS)  
Beachville, ON



**2007**  
**Jean-François Foy**  
Transport  
J.C. Germain  
Neuville, QC



**2006**  
**Terry Smith**  
Highland  
Transport  
Miramichi, NB



**2004**  
**René Robert**  
Classy Transport inc.  
(contracted to SLH Transport)  
Calgary, AB



**2013**  
**Brian Bertsch**  
Hi-Way 9 Express Ltd.,  
Drumheller, AB



**2012**  
**Stephen McGibbon**  
Milltown Trucking,  
Oak Bay, NB



**2011**  
**Reg Delahunt**  
Independence Transportation  
Lanark, ON

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# Street Smarts

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**ELEPHANTINE TRUCKING:** Brothers Jason and Dallas Bell in their Kitchener yard. Their successful cross-continent elephant move was featured on the CBC's "Fifth Estate."

Stephen Fritz of Kingman, Ariz., has moved "73 or 74" elephants in the past 27 years. Elephants, he says, are easy. It's people that make things difficult.

Fritz came so close to signing on to the Toronto project that he and his wife Phyllis visited Toronto to investigate the possibilities, but after he encountered all the political fighting, he decided it wasn't worth it.

"I've never met the guys who are going to do the move, but I wish them all the luck in the world."

Enter Bell, who has been operating since 1985. Bell's fleet consists of 70 tractors and over 225 trailers of various types.

Bell has considerable experience in flatbeds, oversize loads and hazmat. Their trucks roam the continent, but this was their first elephant move.

## Packing Trunks

**Drivers** *You'll never know if you can move elephants until you've tried.* By Peter Carter

**F**or the family-owned Bell Cartage of Kitchener, ON., moving three adult elephants from Toronto to California was all in a week's work. It started late one October Thursday night and wrapped up Sunday at suppertime.

The only trip-up along the road?

When the two trucks were near the giant I-80 truck stop near Walcott, Iowa, a police officer stopped them to ensure the paperwork was in order.

Other than that, by the time I talked to Bell's Vice President, Jason Bell, Monday morning, his trucks had found new loads and were headed home.

"It's a bit of a stress relief, knowing it's over with," Bell said. "But we're pretty pleased with how everything went."

And now it's business as usual, right?

"Except," Bell added, "there may be more work of this type in the future.

They're talking about moving an elephant from Edmonton, so who knows, now that we can add this to the list of things we can do well."

It was typical for a livestock move, actually. The animals had to be fed and watered on a regular basis and their custom-built crates were temperature controlled and teams of handlers, including two veterinarians (one named, aptly, Doctor Parrott) and three elephant trainers followed the trucks.

But in the lead up to the cross-continent move, it appeared like it wouldn't happen at all. The controversy in Toronto involved two years of delays, arguments and accusations among animal-rights activists, unions and politicians.

The rancor got so bad, one of the most experienced elephant haulers in the world backed away from the job.



**PACHYDERMS ON PARADE:** Says veteran elephant mover Stephen Fritz: "It's not the elephants that create the difficulty, it's the people organizing it."

Jason Bell said his father (and company founder) W.S. Bell, read a news story about the Toronto Zoo project and contacted the organizers to let them know that he would be interested in supplying trucks, drivers and trailers; one a step deck that would accommodate one elephant; the other a double-drop.

"We're feeling pretty good this morning," Bell said. "Everything went great." **TT**



# 20 UNDER 40

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## INTRODUCTION BY TEONA BAETU

**T**HE FIRST THING I LEARNED ABOUT TRUCKING WHEN I BEGAN contributing to this magazine two years ago, was that the industry is home to some of the most interesting, diverse, hardworking and genuine people I have ever met. Also, trucking veterans love teaching. From the very first time I lunched at the Fifth Wheel in Milton, ON, in June, 2011, until now, I've never lacked for seasoned truckers willing to share wisdom about what works and what does not work; what needs fixing and what, as they say, ain't broke.

For the past few months, *Today's Trucking* has been searching the country for 20 people (an arbitrary but manageable number) who exemplify the future of the industry. We consulted colleagues, associations and friends. We wanted to feature young leaders who've learned from their elders and gained the respect of associates and competitors. We think when you meet this group, you'll agree with our selections. (And we plan to do it again next year, so let us know if you know anybody who warrants a place on the next team.)

Our 20 all started off on different roads, some in B.C., some in Quebec, but there are characteristics they share: They're bright, ambitious and passionate about trucking. Every one has learned from the very best and in return, they're taking on grand initiatives to keep trucking moving forward. Keeping in mind those who paved the way, these leaders are catalysts for positive change, striving to keep the legacy alive and to engage more youth to become involved.

If nothing else, their stories are bound to make you proud. But also, you should be confident that the industry you've built is being transferred to very capable hands indeed.

**HERE'S TO TRUCKING 2.0.**

## Andreea Crisan



**Andreea Crisan**, 23, recently graduated from the University of Ottawa with a law degree and is now studying for the bar. She first became interested in business law after getting involved in her father's trucking business, **Andy Transport**, which operates out of Quebec.

"It's one thing when you read the law, it's another when you read it and you have a mental picture of its application to a real life situation," she says.

### Make Trucking Like Flying

Crisan started working at Andy in her early teens.

In the beginning, she says, her father still ran most

of his business out of his truck, so she was in charge of administrative duties such as writing checks and calculating drivers' mileage.

"I was also a high-performance athlete. I was part of Quebec's taekwondo team and was competing at the provincial, national and international level, attending school and working at least two days a week," she says.

To make it work, she had to be very structured and organized, she explains, but it was worth it because she simply loves the transportation industry that she grew up in. Today, she's the General Manager at Andy, which now has over 100 trucks and 130 trailers.

Law degree in hand, Crisan's next step is to get involved with industry associations, she says.

"I want to make trucking more attractive as a professional career path to younger people, as it is a lifestyle, after all. People of my generation should want to become professional drivers just like they wish to become pilots or flight attendants."

Too few people outside of the industry understand how important trucking is, she says. — Teona Baetu

## Elias Demangos



At 29, **Elias Demangos** is a snowboarder and undiscriminating sports fan. He's also the President of **Fortigo Freight Services**, specializing in dedicated fleet outsourcing.

"The transportation business runs in the family—it's in our DNA," he jokes.

His father started Fairway Canadian Express Inc. in 1975, and in the early 2000s, the company merged with Watkins Motor Lines Inc., which was then sold to FedEx.

Growing up, an interest in entrepreneurship led him to the Schulich School of Business at York University, where he earned a Bachelor of Business Administration.

"I got back in transportation at the ripe old age of 23, but I concentrated strictly on dedicated fleets."

He says congestion is a major issue.

"It's causing us all a heck of a lot of grief and it's costing us, as consumers, as

### "My Old Man Is My Mentor"

an economy, a heck of a lot of money."

"My father came from Greece in

1969 and he said 'Son, a lot of the major highways have not really changed,'" Demangos recalls.

"My old man is my mentor. He once told me 'Keep your word, keep your promises and always remember the customer, and in the long run you'll always succeed.'"

But, if you want to have satisfied customers, you must first have a strong team and drivers, Demangos says.

"I may be the president, but I'm not the strongest in the organization. It's the people who are running it who are the strength of it," he says.

Peter Calluori, Fortigo's Vice President of Sales and Marketing, says Demangos is an old spirit in a young body.

"He hasn't hit 30, but he's mature beyond his years." — T.B.

## Jacquie Meyers



### Breathing New Life Into The Firm

**Meyers Transportation Services** has been a family-run business for four generations, carefully nurtured by A.J. Meyers, who founded the company in 1927, then by Don Meyers, who was succeeded by his sons, Evan and Larry. In turn, they recently passed the reins to their daughters, **Jacquie and Natalie**.

"It's not a life we had everybody in the family fighting over," Jacquie Meyers says, explaining there's some pressure to keep the legacy going.

But Meyers has a lot of experience in the transportation industry. She started doing customer service while studying commerce at McGill University.

Now 32, she's President and brands herself as the face of Meyers Transport.

"If our drivers want to know me, if they want to know who I am, they can go on Twitter and follow me and we can interact as human beings not just 'I work for Meyers Transport, the corporation.' That was my theory; to give a human life to it," she explains.

While under her leadership, Meyers Transport expanded into the distribution and warehousing business with a new acquisition of an 80,000-sq-ft facility near Cheektowaga, NY.

She's also showing off her leadership skills at the Ontario Trucking Association (OTA), where she's involved with the Next Generation program and, of course, on social media, where she speaks out about industry challenges such as the tendering process.

"I find it so absurd. If you're going to quote against 75 people, I'm hopefully never the cheapest. That's not my goal. I can't have proper safety programs, proper equipment or proper training." — T.B.

## Jared Martin



Recent tweets from the keyboard of **Speedy Transport** President **Jared Martin** (@JMartinSpeedy):

"The #SpeedyTransport freight shakers killed it this week. Huge #EOM volume no issue for this team of professionals."

"Hopefully the 2013 #Ontario Driving Champion, Rennie Barran, enjoys his new reserved parking spot!"

"A Pessimist sees the difficulty in every opportunity; the Optimist sees the opportunity in every difficulty."

Speedy Transport, which was launched in 1941 now has more than 300 drivers and 275 employees. Martin, 34, assumed the top job in 2012.

He says he has a "slightly" different leadership style than his father Monty, now retired. "Monty was more old-school. I like to invest in different technologies."

Martin says he is constantly improving the operations at Speedy and at the moment, he's concentrating on adopting "courier-style applications on the company website to minimize the number of phone calls."

"The best advice I ever got? Be relevant. No matter what you're doing, you have to remain relevant. Think about it."

**How to Be Relevant** "We believe in being fair and firm with our employees.

And 25 percent of our profitability goes back into our employees."

"At Speedy we believe in people, partners and processes. Our people drive everything."

And the kind of staffer Martin wants to attract to his team? "I'd love to combine the old-school work ethic with the younger generation who comes in with a sense of entitlement. We have to make the transportation industry attractive to the next generation."

— Peter Carter



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## Véronique Haché



Like many people straight out of high school, **Véronique Haché** didn't know what she wanted to do after graduation.

The school counsellors didn't suggest engineering to her, so she hadn't considered that avenue until she spoke to a cousin who worked for Hydro-Québec.

"He told me engineering is about science and solving problems, I knew it was something I'd love to do," she recalls.

She enrolled in an industrial engineering program at the Université de

### Fixing to Fuel the Future

Moncton in New Brunswick, and fresh out of school, started in maintenance at Midland Transport, looking

at improving the efficiency of the shop.

"There, I learned about the equipment, the industry, the maintenance and all the components."

Shortly after, she became a fuel specialist and then, purchasing manager.

"Fuel in transportation can be, depending on the price of fuel, your number one expense in your company. It could be, depending on the company, from 30 to 45 percent of your overall cost," she says.

To minimize the cost at Midland, she explored different options, including the possibility of natural gas.

Now Haché, who will celebrate her 30th birthday in December, works as strategic initiative leader in natural gas at GE Capital.

"From Midland, I know what the barriers, the fear and the challenges that companies face before they switch to natural gas," she says.

She brings that expertise to her new job in hopes that she will help others grow their business.

"To me, natural gas is the way of the future. If I can help people follow the lead on natural gas and make them successful—that's going to be my biggest success," she says. — T.B.

## Matthew May



"You have to remind yourself how young he is. He's operating at the level of a man with much more experience."

The President and CEO of the British Columbia Trucking Association (BCTA) Louise Yako is referring to **Matthew May**, Vice President of **BST Management**: Corporate Motto—Bringing Agility to the Supply Chain. May is 32.

"He does look young, but he's strategic and at the same time very detail-oriented. He's one of the faces of the future of trucking in B.C.; he's constantly innovating and looking for areas to move into," Yako says.

Comments May: "I take a different approach to the transport sector as a whole, to raise its profile and make it a business that people see as not just trucking, but reaching further into the supply chain."

May assumed much of the decision-making around the 500-power-unit company from his uncle Bindy Sangara, who

### Put Your Own Mask On First

started trucking 30 years ago. BST runs seven asset-based companies with more than 600

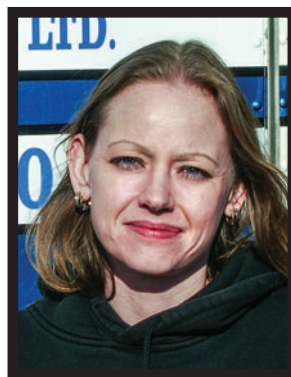
drivers. May also sits on the British Columbia Trucking Safety Council.

"At the end of the day the question is, 'Are we able to change the culture of the trucking community to become more of an active participant in moving the goods and being a member of the supply chain instead of just taking the goods and delivering them?'"

"A good friend of mine, Bob Meredith, shared this with me in the midst of the economic downturn: 'In times like this, put your own mask on first.'"

"If you and your business are not strong and able, then you are not in a position to support your stakeholders," he says. — P.C.

## Jennifer Singer



Trucking runs thick in the Singer blood and **Jennifer** is the third-generation to go into the construction-trucking business. Just shy of 33, she is the Ops Manager at **Ron Singer Truck Lines Ltd.** in Calgary and recently started Demon Water Hauling Ltd., a specialty carrier.

### Singer Makes Her Voice Heard

For her, trucking is a life that she eagerly chose at 19 when she started dispatching. Now she does it

all, from sales to HR to training drivers.

"I can't say enough about her attitude and her efforts to work with the trucking industry," says her father Ron proudly.

"It's not easy for a girl to work in a male industry. You have to work three times as hard as a man does."

Singer has taken a leadership role in the transportation industry and has helped the Alberta Construction Trucking Association (ACTA) convince the government to lift the weight restrictions of non-RTA trailers in Alberta.

As far as trucking goes, Singer says safety and professionalism have to come first.

"People have no idea what it's like hauling salt through the mountains," she says.

That's why Singer thinks businesses have to promote themselves and show customers both the pros and cons.

— T.B.

**READY FOR ANYTHING:** Singer's already proven her political abilities.



## Donnie Fillmore



### A Hands-Everywhere Businessman

"A born leader" is how the Executive Director of the Atlantic Provinces Trucking Association (APTA) Jean-Marc Picard describes the new APTA Chairman **Donnie Fillmore**. "He runs an excellent company with strong structure, values and continuous growth."

Fillmore is 38. He joined his father's fleet at 17, after graduating from high school.

He owns Atlantic Pacific Transport with his brother Mark. Head office is in Clairville, N.B.

Fillmore is married to Tammy and father to Autumn, 17, Cole, 13, Saige, 12, and Ty, eight.

"Most everything I can tell you about trucking I learned from my father," Fillmore says.

"The man's a visionary and he sees the big picture. You've heard of a hands-on businessman, my father's a hands-everywhere businessman."

But the most important advice he ever received, he says, came from his mom. "Life is more fulfilling when you serve."

"Life is better when it isn't about you."

The pending driver shortage tops the to-do list and on that matter, Fillmore says smaller companies like his, often have an advantage. Among the APTA's unique priorities is its vital relationship with Marine Atlantic and governments in attempts to provide continued and predictable service to Newfoundland. The economy is booming but the ferry service is limited.

Like Maritimers since the beginning of time, they're at the mercy of the weather.

"When the boat don't run, the boat don't run." — P.C.



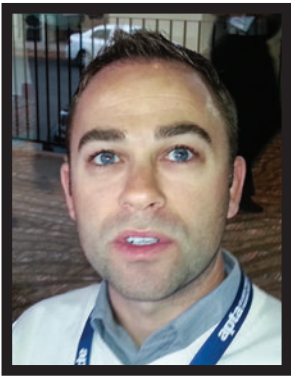
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## Ryan MacDonald



**Ryan MacDonald**, 36, of Sydney-N.S.-based **Tom MacDonald Trucking Ltd.**, is one of the youngest board members of the Atlantic Provinces Trucking Association. (APTA).

"Ryan was identified as a future leader early in his career and has been on our board of directors for seven years already," comments APTA Executive Director Jean-Marc Picard.

"Early in my career," MacDonald says, "my father gave me advice that sticks with me even now as I try to manage and direct our employees in the right direction."

"I was dispatching and had missed a delivery; the freight was supposed to be

### How to Fare Well in Nova Scotia

unloaded at midnight and reloaded on the local distribution trucks for Monday deliveries. My father must have

taken a call from the customer as he sat me down and explained the importance of that freight and how it affected so many other people rather than just me and our company. That late delivery led to lost sales for our customer, who we are trying to build a relationship with."

"He said 'service' is the only thing that we can control to differentiate us from our competitors. You must give our customers the best possible service so that they feel as though we are forming a partnership with each other and so that they have no reason to look for, or enter, into another carrier."

We have never practiced aggressive marketing, but attribute our success to high quality of service levels and word of mouth."

One arena that will certainly present service challenges is Newfoundland's booming economy. But according to Picard, MacDonald's the man for the task: "He provides great insight on the industry, especially on the Newfoundland market. He leads by example." — P.C.

## Nic Wiersma



### The Graduate

**Nic Wiersma**, 28, is in charge of sales and marketing at **Ed Wiersma Trucking Inc.**, his father's flatbed trucking business run out of Kitchener, ON.

As an only son, the younger Wiersma was groomed from childhood, starting out polishing rims and cleaning trucks. He moved up quickly, getting his AZ license, learning data entry and Canada and U.S. Customs procedures.

Then, Wiersma did something no one else in his family had done before: he went to college.

"When I graduated college, I was one of two people going into the transportation business out of 1,500 students that graduated from my program."

"Most people's assumption of a truck driver is some hillbilly or redneck that just drives a truck down the road. But you can't look at drivers that way. You have to look at them as professional people," he says, fiercely defending his profession.

"They make this country move and they deserve respect for what they do."

Although Wiersma spent three years in college to gain better leadership and entrepreneurial skills, he still goes out on the road to see what the drivers go through on a daily basis.

"You have to get out there and drive a truck, get a flatbed and see how the customers are treating the drivers, how the equipment is working, what it's like to go to a truck stop these days," he says.

For Wiersma, that's part of good leadership. — T.B.

### WEANED ON DIESEL:

Wiersma started young.



## Genevieve Gagnon



In January 2013, **Genevieve Gagnon** became President of **XTL**, a trucking company founded by her grandfather, Serge, in 1985. Today, XTL owns more than 400 trucks, 12,000 trailers and a container division. XTL deals primarily with companies such as Costco and Canadian Tire, because "they help

### Gagnon's Winning Ways

you improve," she says.

Gagnon, 39, has a bachelor's in economics and political science

from McGill University, and an MBA from Université du Québec à Montréal.

As a manager, she encourages her employees not only to bring problems to her attention, but also solutions.

"They must learn to find solutions on their own so they can achieve professional fulfilment."

Gagnon's a member of the Ontario Trucking Association (OTA) and TEC Canada, a community of business leaders, helping executives grow their business.

But in trucking, the method of compensation must change, she says.

"Every client pays by the mile. It's an old system that doesn't quite reflect today's reality."

For instance, going to New York used to take five to six hours. But nowadays with congestion, road construction and waiting times at customs, it takes approximately eight hours.

"Companies want to pay the same rates as they did 20 years ago, but truck drivers should be paid like cab drivers, according to the meter."

And if a newcomer to the industry ever asks her advice, she's ready: "Know your numbers, always walk the four corners of the building to get a pulse, and manage your emotions."

— Nicolas Trepanier

## Doug Sutherland



### Lights! Cameras! Traction!

**Doug Sutherland** worked in Los Angeles' movie industry for almost a decade, producing films such as Mean Creek. (He also worked with Hillary Duff.) But shortly after getting married, the B.C. native shifted gears and transitioned into the General Manager position at **Sutco Contracting Ltd.**, the family's trucking business.

"When I first made the move, people asked 'How do you go from producing movies to trucking?' and I said, 'Both are businesses and it's crucial for both to have great teams,'" he says.

Sutherland learned about teamwork early. He went to the University of Victoria on a basketball scholarship and got a commerce degree.



"I played in three basketball national championships and you're nothing without a strong team."

Sutherland weaves his expertise as a basketball player and film producer to trucking to create innovation and progress.

"One of the first things I wanted for our drivers was a pension plan. We were the first in Canada to go on the CTA pension plan and it's been a game changer."

He's also very active in the British Columbia Trucking Association. The President and CEO, Louise Yako says Sutherland "Wants to retain the best of the traditions of trucking—service, loyalty to customers and relationships. At the same time, he's trying to energize the company to think beyond the old stereotypes." — T.B.





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## Brett Marcoux



**Brett Marcoux** was raised on the family dairy and grain farm near Viscount, SK.—the same place his father Russel Marcoux, the eldest son of 12 children, grew up. It's also the birthplace of **Yanke Group of Companies**, which started in 1977 as Marcoux Brothers Trucking.

Now 33, Brett is President of AFI Distribution Group, a Yanke affiliate specializing in refrigerated services.

"I was the only sibling—I have two sisters—interested in running the family business, so it was agreed early on that I would enter the family business," he says.

After going to school for business, he began driving for another transportation company in Saskatoon.

"For me, it was very important to understand how I worked in another environment than the one I grew up around," he explains.

### Yanke's Rising Son

But he always intended to work for himself, and Aero Delivery, rebranded AFI Distribution Group, proved the ideal opportunity.

"Aero was considerably smaller and it was a really nice way for me to work in many different facets of the business on the day to day basis," he says.

"I was doing operations, I was down on the docks, I was working in accounting, I was doing everything and that transferred really well from my post-secondary education."

Looking forward to the future challenges of the transportation industry, driver retention definitely registers on the radar.

"I see and hear a lot more about 'It needs to be a registered and recognized trade' and I think there's some validity to that," he says.

To retain drivers, AFI Distribution strives for a 9:00-to-5:00 Monday-to-Friday work schedule.

"We're a shorter-haul carrier so we can market ourselves as not sending people out for long periods of time." — T.B.

## Jean-Philippe Boutin



**Jean-Philippe Boutin**, 29, was one of those students who had such good marks he could have succeeded at anything he tried. He opted to follow his father, Bernard—the President of **Groupe Boutin** of Plessisville—and became an accountant.

"It was not clear from the beginning that I wanted to work in the family business," he admits.

### Action Packed Trucks

For a time he worked with an accounting firm, until he realized his true calling was in management. Since then, he's been working at Groupe Boutin, first in pricing and now as Information Systems Director.

He says he would not go back to an accounting firm because "There's much more action in trucking."

Boutin now aims to learn other aspects of the business, "to make sure that I understand every department well."

That process, he hopes, will lead him to be his dad's right hand some day.

When it comes to business, one piece of advice from his father comes to mind: to make things your own way.

"Competition in trucking is extremely fierce and it's sometimes easy to follow what others do and get caught in a price war, for example. In his career, my dad discovered that following our own path is the way to achieve performance in the long run. That's the lesson I try to put in practice every day."

When he's not hard at work, Boutin is with his family. The day we interviewed him, his wife, Marie-Pierre, who he met 11 years ago, gave birth to their first child. She is his favorite traveling partner, he says.

"The cherished moments when we enjoy life the most are on our road trips to Florida or New-Orleans; because there's time to listen to our favorite music and talk about everything," he says.

— Steve Bouchard

## Tucker Kang & Harpreet Mander



Three gems gleaned from the Facebook page of **Tucker Kang**, owner, with **Harpreet "Harry" Mander**, of **Rosen Express** of Mississauga, ON:

"Saved money is like energy, use it whenever you like."

"I think we should only get three honks with the car horn, per month. People use it too much."

"Beards quadruple handsomeness." And here's what Mander says about Kang's beard.

"He grows it so people don't know how young he is."

Kang is 24. He and Mander, 34, launched Rosen Express in 2010. At last count, Rosen was running 10 trucks in Ontario and Quebec. In 2012, they opened a Greenway Carriers, their American division with 17 trucks.

Mander started driving truck after emigrating with his parents from India. Kang was born and raised in B.C., and moved to Toronto with his folks (his father is a gravel hauler) when he was a teen. He entered the business world

immediately after high school.

### Two For The Road

"My parents," Kang says, "understand working hard to grow a business."

Among Mander's early jobs, he includes driving for Wheels. There he met Dayan Baddeliyanage, now the Director of Risk Management with Highland, a division of TransForce. With 25 years in the Canadian trucking business, off hours, Baddeliyanage volunteers in the immigrant driver community, spreading safety-and-compliance.

And when I asked Mander and Kang about mentors or influences, they quickly mentioned Baddeliyanage.

"I have a lot of respect for them," he told us. "They're very humble and respectful, but they have a very positive attitude." — P.C.

## Ben Boon



### A Boon to the Business

**Ben Boon**, 37, the Chairman of the British Columbia Trucking Association's (BCTA) Associates Division moved to Canada nine years ago and has been with Chevron for seven. He also sits on the BCTA's board of directors and executive committee.

According to the BCTA President and CEO Louise Yako, the U.K.-born Boon brings high energy and an international perspective to the board.



Boon studied business at the 600-year-old St. Andrew's University in Scotland and then joined Barclay's Bank. That, he said, is where he heard the best business advice he's ever come across.

"You've got to have goals, but don't just have them. Write them down. I'm a big believer in that. Have one-year, two-year and three-year goals, write them down and come back to them."

Although his BCTA commitment is a significant time-consumer, Boon says his company is 100-percent supportive of his association activity.

"When biofuels were coming in we didn't want to be a force against changes, we worked with the BCTA and government to facilitate conversations so there wouldn't be unrealistic goals set."

"We weren't trying to stop progress, but we wanted to make sure it worked. It was an education process." — P.C.



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## David Morneau



If there were an award for enthusiasm and positive attitude, **David Morneau** would own it. The 29-year-old Business Development Director of Eskimo Express, a division of **Groupe Morneau** of St-Arsène, QC., greets everybody with a big smile and a warm handshake. Even a short interview with him is punctuated with laughter, but it's also laced with a serious dose of business knowledge and introspection.

It's clear he inherited the affability, sociability and love of the trucking industry from his father and mentor André, president of Groupe Morneau.

The younger of the two says they have a father-and-son as well as a student-and-master relationship.

"André is an indispensable mentor who shares his experience with me and who taught me an essential lesson: 'Take care of people around you, and people around you will take care of your customers.'"

Based on that philosophy, it's not surprising that human resources is a crucial aspect of business for Groupe Morneau. "It's important to support our people and to make sure that they are happy when

## Aiming for the Sun

they meet the customers." After being director of Eskimo Express terminal in Montreal from 2008 to 2011, Morneau is exploring new horizons and wants to do it in the way that characterises him: with positivity and, well, fun.

He takes his inspiration from another leader who infuses his enterprise with caprice: Cirque Du Soleil founder Guy Laliberté, an entrepreneur who, Morneau says, "started from absolutely nothing and who is a charismatic leader with the ability to recruit the right people."

Under the guidance of his father, Morneau wants to create his own legacy.

"With the right people," Morneau says, "You can aim for the sun." — S.B.

## Craig Dichrow



## Making Things That Don't Work, Work

As a young man, **Craig Dichrow** wanted to be a firefighter, but his interests took him on a different road.

"I like getting my hands dirty and making things run. I have a knack for making things that don't seem to operate — operate," he says laughing.

Naturally, his vocation led him into mechanics and Dichrow found himself to be not a firefighter, but a certified heavy duty mechanic. He then became an owner-operator and in time, took over his father's trucking company.

Now 37, he runs **Upcott Enterprises Ltd.**, out of British Columbia.

He does a lot of off-road trucking, and weather conditions and terrain can sometimes be tough.

Despite the challenges, Dichrow enjoys supplying the service because it's essential to his customers.



"I do a lot of off-road and supply customers their equipment so that other people can go to work," he explains.

Dichrow's friend Larry Hall heads the North American Truckers' Guild. He calls the Dichrows a "family of go-getters."

"Craig is past President of the Western Professional Truckers Association (WPTA), he's still an active board member and lobbyist and he's been involved in all of our winter road-maintenance work groups. He's just plainly a good representative of our industry." — T.B.

## Patrick & Mickael Turcotte



For **Patrick Turcotte**, 39, and his brother **Mickael**, 35, the future is now.

Running the 15th biggest for-hire fleet in Quebec, the young leaders have made **TYT Transport** one of the fastest-growing fleets in the country.

Back in '92, Patrick was 17 and dispatching for the Drummondville, QC-based company, which his father, Yvon,

founded and which, at the time, had nine trucks. When Yvon died in 1996, Patrick became President. He was 22.

Mickael was 17 at that time.

He started as a driver and switched to the office in his early 20s. He's now Vice President of Business Development.

Through a series of acquisitions — and after opening a specialized transport division — TYT grew from nine trucks to 135 today. That's 15 times bigger over a period of about 15 years, Patrick says.

"We grew with our customers. Maybe it's our age, maybe it's in our nature, but we have a huge appetite and big ambitions."

They also innovate. The Turcottes were the first in the province to use propane in their trucks.

They also pin much hope on multi-modal. "Working with railroads, for example, is a great way to haul more freight in a more ecological way."

"It also helps with the driver shortage. That means fewer drivers are required for a long haul delivery and we can use our drivers for our more local container and oversize freight operations."

While Patrick is the management expert, Mickael lives for new projects. Earlier this year, Mickael climbed Mount Kilimanjaro and arrived first at the top because he prepared and trained, like he does for his business projects. — S.B.

## Alex MacKinnon



## Kitchen-Table Trucking

For many years, **MacKinnon Transport** was run out of the family's kitchen. Drivers would come in, grab a coffee and a plate of bacon and eggs and pick up their wages, which were paid in cash.

**Alex MacKinnon**, 33, is the fourth generation to go into the business and although they no longer pay their drivers cash over the kitchen table, they still strive for a close relationship with their drivers, he says.

"Our drivers have my cell phone number, my email; they know where I sit in the office. We always have time to talk to them because without them, we don't have a job."



His first job was cleaning trucks and sweeping floors at MacKinnon Transport when he was 13. Then, he went to the University of Virginia to study business on a water polo scholarship, and after receiving his degree, he got a job that led to his current position as VP of Finance and Admin.

"Today, we have about 75 trucks, but I want to help grow it so that when you think flatbed, you think MacKinnon," he says. MacKinnon is based in Guelph, ON.

He also wants to give back to the trucking industry as a whole. Like his father and grandfather before him, he's involved with the OTA and with Trucks for Change, which "enlightens the general public that trucks are necessary and a positive contributor."

He's concerned that not enough people go into the industry. And he's not just talking about the driver shortage, either.

"There's a shortage of young talent coming into the industry in all capacities — sales, IT, accounting; I don't think they look at trucking as being a hot career choice." — T.B.



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## EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

**THE SOUNDS OF SILENCE:** There are more reasons than ever to invest in engine-warming technology.



# Drivers Warm Your Engines

**APUs** *A few need-to-know recent breakthroughs in the science of power-management. By Jim Park*

**T**ime was, you'd walk across a truck-stop parking lot on a warm summer night and you couldn't hear yourself think, for the roar of the engines and the big fans drawing wind through the air conditioning condensers to keep the driver comfortable. That was a lot of noise and smoke to keep a few cubic meters of cab space cool.

Auxiliary power units (APU) have changed much of that. Now it's just a dull hum. Tiny little diesels do the same work, with much less commotion. There are some you can't even hear. Electric APUs can manage all that on batteries alone—for a limited time anyway.

Still, there are a surprising number of trucks without some form of auxiliary power for climate control, creature com-

forts, etc. One presumes they have auxiliary heaters for winter—Espar, Webasto, or the likes—but unless you spend a lot of time in the deep south, it's tough to make the business case for a fully equipped APU in Canada.

Paul McLellan, an owner-operator with the Elite Fleet division of Eassons Transport based in Moncton, N.B., is a wizard with figures. He does nothing without running his numbers every which way from Sunday. He can tell you to a few decimal places what his tire, fuel and maintenance costs are. He says it would take him 86.2 years to recover the cost APU at its current rate of return, but he bought one anyway.

Actually, he picked one up in 2010 while Nova Scotia was offering rebates and incentives to truckers to embrace GHG

reducing technologies. He got about 30 percent of his purchase price back, which pushed him over the edge.

He runs a nine-year-old Western Star with 1.8 million kilometers on the clock and lifetime idle hours of less than 1,500—43 of which were accrued by the drive-away company that delivered his truck from the factory in Portland, Ore. His Cat engine monitor records just 657 imp. gallons burned at idle since the truck was new (6.6-percent idle time). He also uses a diesel-fired cab heater, which has been on the truck since day one and he's never put a wrench on it, save for regular maintenance.

His APU, a Carrier, serves him well and it now has 2,919 hours on it. He says he's getting older and a comfortable night's sleep is more important.



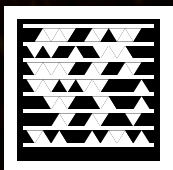


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## GUARANTEED TO START

**W**hile battery-powered HVAC systems are gaining popularity, they struggle to overcome the fear of not starting—that overnight, the climate-control system will sap the batteries.

Depending on ambient conditions, the electric systems can maintain comfortable temperatures for an eight-hour period (provided they are fully charged), but there's not much margin for a movie before bed and cup of coffee to get you going in the morning.

Enter the **Maxwell Ultracapacitor Starting System**.

It looks kinda like a battery, except it has an extra terminal post. It fits into the same space as a typical Group 31 truck battery, but it weighs only 20 pounds. And just one of these will start your truck every time.

One ultracapacitor starting unit—Engine Start Module, as Maxwell calls it—will replace the two, three or four traditional lead acid batteries, allowing fleets to substitute lead acid starting/lighting batteries with an equal number of deep-cycle AGM batteries, which are better suited for the slow, deep discharge demands of electric HVAC systems.

"ESMs are one of the rare instances where the adage, 'if it sounds too good to be true, it probably is' does not apply," says Dennis Flynn, director of brand communication and marketing at Maxwell Technologies. "There



are no moving parts, no chemical reactions to degrade over time, so they will last almost infinitely. And they will recharge from near zero to full charge in just a few minutes."

Here's the beauty of the ESM: AGM batteries aren't very good at starting trucks, but they are great for hotel loads because they are designed to discharge current slowly, over longer periods of time. Maxwell's ESM is very good at starting engines because it is designed to deliver high

current output over short periods. Together, an ESM and a bank of AGM batteries solve all the truckers' on-board electrical demands.

And there's still more. ESMs are not affected by cold temperatures. The discharge cycle doesn't depend on chemical reactions that slow at low temperatures. The ESM is ambivalent to temperature, so it will perform equally well at minus-40 degrees as it will at 140 degrees.

Maxwell's ESM currently sells for about \$800, but it replaces a bank of four lead-acid batteries, or frees up space for a rack of deep-cycle batteries better suited for hotel loads and climate control. With no need to maintain a reserve for starting, the deep-cycle batteries can work all night, keeping your driver comfortable and saving fuel. And one more thing; Flynn says relieving the deep-cycle batteries of their starting duties can about double their life expectancy.

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

"I use it because I have it," McLelland says. "I did without air conditioning for many years, but it's nice to have it now."

Using his number for fuel consumed at idle over the life of the truck, he has spent an average of \$7.18 per week idling. At that rate, you can see why he thinks it would take 82 years to pay for it.

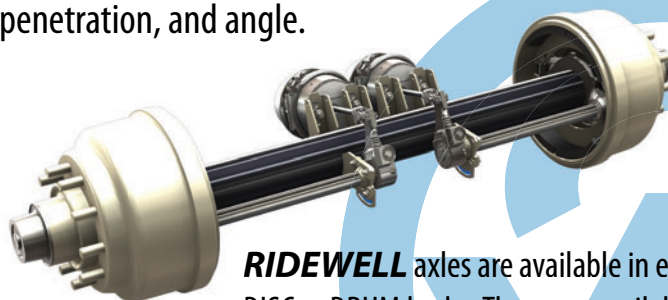
But that's where the math parts company with reality. He also uses the APU to pre-heat the engine and keep his batteries charged in cold weather. The payback on that running time is harder to quantify, but there may be another advantage to keeping your engine warm.

Webasto recently came out with a study that demonstrates how preheating an engine prior to a cold start can help reduce soot build up in the DPF. The company says independent testing in a cold chamber showed reduced soot output at start up and for a period lasting about 20 minutes. By preheating the engine to 155 degrees F from 40 degrees F, DPF-plugging soot (unburned fuel) was reduced by 66 percent. There was also a 27-percent reduction in soot with the engine warmed up even while starting at 75 degrees F.

"The independent testing results show that pre-heating engines improves DPF


## FACT #6 (of 6)

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performance and longevity along with extending the duration between cleaning cycles on engines that do not run a heavy duty cycle," says Kurt VanPortfliet, national sales manager, Commercial Vehicles at Webasto Thermo & Comfort NA.

## Electric APU

McLellan's son Jason also has an APU on his truck, but a different sort. It's a diesel-powered 7,200-watt generator producing 220 volts of AC power that he can do with whatever he chooses. He runs an electric HVAC system—separate from the APU, as well as the usual hotel loads. He preheats his engine with a block heater plugged into the generator—stepped down to 110 volts. All of his appliances are consumer-standard 110-volt items, which are less expensive and more reliable than their 12-volt counter parts. And he never has to worry about not starting because of dead batteries.

But the manufacturer no longer makes that kind of system anymore. The EPA Tier IV standards for non-road engines that kicked in Jan. 1, 2013 proved too stringent to meet at an acceptable cost for many manufacturers. That company, Idle Free, now produces 100-percent electric systems powered by deep-cycle batteries.

Electrical systems, dollar for dollar and pound for pound, are similar to diesel systems, but they require a fraction of the diesel's maintenance. The only, but very real, down side is the ability to recharge the batteries.

Users report good performance from the electric systems, provided the truck runs long enough during the day to recharge depleted batteries. Where they fall down is on layovers of several days, or when several days are spent running from door to door grabbing LTL freight. If the truck isn't run long enough, the batteries won't receive a full charge.

Fortunately, great strides are being made in better power management and in reducing unnecessary loads on the system, which all go toward extending battery life. There isn't a system out there now that doesn't claim a full 10 hours of service on a full charge. It won't turn the sleeper into a deep freeze, but they'll reduce humidity and maintain a reasonable temperature.

And across the hall, the battery people

are making improvements for better power yields and faster charging. And then there's the Maxwell engine start module (see sidebar, pg. 41) which could revolutionize battery spec'ing, leaving more room on board (physically and weight wise) for a few extra deep-cycle batteries for the HVAC system.

The diesel systems will be with us for a while yet, but they will probably hit an

emissions wall sooner or later. The folks at EPA and the California Air Resources Board do not like anything that burns diesel. And with battery technology only improving, the electric systems appear to have a brighter future in the long run.

The truckstop of the future may be a lot quieter, but the sound of the snoring might be enough to keep you awake at night. **TT**



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## REGIONAL EFFICIENCY FROM VOLVO

**VOLVO SAYS IT'S BOOSTING FUEL EFFICIENCY  
AND PAYLOAD CAPACITY FOR REGIONAL HAULS  
WITH ITS OPTIMIZED SERIES**

**VOLVO TRUCKS** says it's boosting fuel efficiency and payload capacity for regional-haul carriers with the introduction of its Optimized Series, now available for order. The series

includes eight truck models equipped with proven fuel- and weight-saving specs for regional tanker, bulk haul, refrigerated, dry van, or flatbed applications.

They are: VNM 200 and VNL 300

daycabs; VNM 430 and VNL 430 flat-top sleepers; VNM 430 and VNL 430 mid-roof sleepers; and VNM 630 and VNL 630 mid-roof sleepers.

As part of the Optimized Series, Volvo Trucks is also offering a mid-roof design for its VNM 430 and VNL 430 sleepers to provide additional headroom.

Optimized daycabs, 430 sleepers, and the VNM 630 model feature a Volvo D11 engine with 405 hp and 1550 lb ft of torque couple to the Volvo I-Shift automated manual transmission. The Volvo VNL 630 model is spec'd with a Volvo D13 engine featuring 435 hp and 1750 lb ft of torque. All Optimized Series models use an aluminum fifth wheel, Michelin wide-base single tires, aluminum wheels, 6x2 tandem rear axle configuration with rear-tag axle, and Volvo air suspension rated up to 38,000 lb.

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





## LONG-WHEELBASE CANTER

MITSUBISHI FUSO IS OFFERING A NEW LONG-WHEELBASE CLASS 3 CANTER FE MODEL

**Mitsubishi Fuso** is now offering its class 3 Canter FE125 cabover truck with a 169.3-in. wheelbase that will accommodate bodies up to 20 ft long. This work truck model has a GVWR of 12,500 lb and a body/payload capacity in its

normal configuration of 7095 lb., making the new long-wheelbase version well suited for urban delivery of high-bulking items like furniture, baked goods, vending refill, clothing, and the like.

The Fuso Canter FE125 accommodates the same rear body widths and heights as its heavier class 4 & 5 FE brethren.

The new long-wheelbase Canter FE125 models are available now.

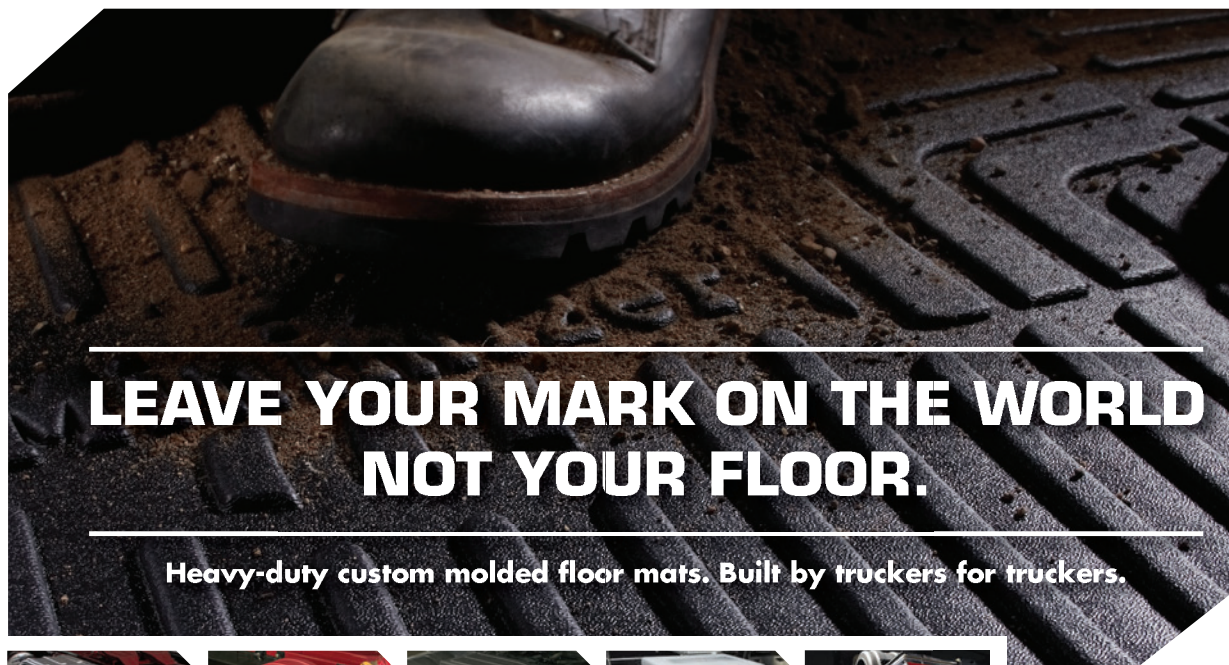
See [www.mitfuso.com](http://www.mitfuso.com)

## BRIDGESTONE'S R268 ECOPIA

NEW FUEL-EFFICIENT TIRE FOR HIGH-SCRUB ENVIRONMENTS IS AN ALL-POSITION STEER RADIAL

**Bridgestone** offers a new addition to its Ecopia product line, the R268 premium all-position steer radial for regional and pickup-and-delivery fleets. The tire is said to stand up to high-scrub environments while offering fuel efficiency advantages too. Other benefits are claimed to be high traction, long wear life, and low rolling resistance.

The tire's "unique" tread design is matched with protective features in the



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## Product Watch

casing to help resist damage from curbing and maneuvering scrub, extending tread life.

Other features include 'wave channel design' that's said to reduce groove-bottom strain, combating irregular wear. As well, "optimized" rib distribution means that ribs are proportioned for added stiffness, also helping to reduce irregular wear throughout the footprint. The tread

compound is said to enhance resistance to scrubbing, increasing tread life.

The R268 Ecopia is available today in size 295/75R22.5, with other sizes to launch in the coming months.

The tire is SmartWay-verified and California Air Resources Board (CARB) compliant.

See [www.ecopiatrucktires.com](http://www.ecopiatrucktires.com) and [www.bridgestonetrucktires.com](http://www.bridgestonetrucktires.com)

## SINGLE-AXLE DRIVE TIRE

GOODYEAR'S G572 1AD TIRE AIMS AT SINGLE-AXLE DRIVE AND 6X2 APPLICATIONS

**Goodyear** has launched the G572 1AD truck tire for single-axle drive and 6x2 applications. The company says it's been engineered for the high-torque conditions found in such trucks.

Features of the G572 1AD include 'Fuel Max' technology, said to employ fuel-saving compounds and advanced design to help promote energy efficiency and fuel economy. As well, highly siped center rib and lateral grooves promote all-season traction while semi-solid shoulder ribs and a 24/32nds tread depth also enhance traction, plus stability and long tread life in high-scrub applications.

Goodyear's 'Tredlock' technology is also seen in the new tire, which features interlocking microgrooves that are said to help stabilize the tread for longer life and enhanced toughness.

The G572 1AD is available in sizes 295/75R22.5 and 11R22.5, both Load Range G, and can use the G572 Goodyear UniCircle and precure retread products.

The G572 1AD is SmartWay-verified. See [www.goodyeartrucktires.com](http://www.goodyeartrucktires.com)



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## NOSEBOX OPTIONS

PHILLIPS EXPANDS AVAILABILITY OF THE PERMALOGIC SELECTOR SYSTEM

The Permalogic Selector System from **Phillips Industries** is now available for more applications. It can be included in the Phillips i-Box housing and as a component of the new Sta-Dry S7 swivel electrical socket recently introduced for tractor/trailer combinations operating in tight maneuvering environments.

Originally developed for refrigerated freight carriers with heavy-cycle liftgates, it's now available in the Phillips' i-Box housing that's said to have two thirds more room than traditional noseboxes



with a lower profile specifically for reefer applications. It intelligently selects between the tractor (via dual pole) or the trailer's reefer unit as a source of power to charge the liftgate batteries to capacity, ensuring no downtime due to lack of power. The system will automatically shut off if it senses a problem with the reefer's electrical system and will not cause any out-of-balance issues with either the reefer unit or the tractor.

Phillips' Sta-Dry S7 socket, can now include the standard Permalogic dome lamp controller and TC liftgate battery-charging system. Both are all-weather, all-electronic controllers that manage power from available sources to save the life of the batteries and to reduce road-call expenses. The Sta-Dry S7 swivel system allows air and electrical cables to simply follow the truck even when the truck/trailer combination is required to move in tandem at severe angles.

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

## CORONADO BUMPER

HENDRICKSON'S CORROSION-RESISTANT AERO CLAD BUMPER FOR THE FREIGHTLINER CORONADO SD  
New from **Hendrickson** Bumper and Trim is a new addition to the extensive



Aero Clad line, a lightweight bumper for the Freightliner Coronado SD.

The new bumper has a bright mirrored finish that promotes better corrosion resistance as well as weight savings. It's more than 150 lb lighter than the OEM steel equivalent, made of a bi-metal material that bonds stainless steel and aluminum at the molecular level. The result, says Hendrickson, is a chrome-like finish

that will not rust, peel, or fade over time.

The material is said to have a higher yield strength than steel, making it durable. It comes with a five-year limited warranty.

The bumpers are available today through the Hendrickson All Makes Program and can be purchased through Freightliner dealers.

See [www.hendrickson-intl.com](http://www.hendrickson-intl.com)

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## Product Watch

### WIRELESS COLUMN LIFT

MAHA USA INTRODUCES A NEW AND REDESIGNED WIRELESS MOBILE COLUMN LIFT

**MAHA USA** has introduced its new and redesigned MCL family of ball-screw-powered mobile column lifts. They're said to be the first of their kind, the only non-hydraulic wireless mobile column lifts in the industry. They expand the variety of tire profiles and vehicles that can now be served by wireless mobile lifts.

city buses, more effectively.

The main support column of each lift is formed from a solid, one-piece, hot-rolled I-beam, giving it rigidity and stability while reducing load and stress on interior structural welds.

These ball-screw column lifts are said to be up to 30 percent lighter than comparable hydraulic lifts that require heavy hydraulic fluid, cylinders, hoses, valves, and pumps. Unlike hydraulic lifting equipment, the company claims, ball-

### CARRIER'S VECTOR 8500

NEW CARRIER UNIT SHEDS WEIGHT AND OFFERS GREATER REFRIGERATION CAPACITY. Significantly reduced weight, improved fuel economy and greater refrigeration capacity are a trio of advantages said to be found in **Carrier Transicold's** new Vector 8500 single-temperature hybrid trailer refrigeration unit. It features what's called the first fully hermetic electric scroll compressor used in a North American trailer refrigeration unit. Proven in refrigerated marine container systems, Carrier says it has 70 percent fewer moving parts and is 200 lb lighter than a traditional reciprocating compressor.

As with other 2013 Carrier models, the Vector 8500 unit incorporates the company's ecoForward technologies, which are said to boost performance while providing compliance with 2013 Tier 4 emissions requirements from the U.S. Environmental Protection Agency.

The new Vector 8500 achieves 5 to 30 percent more BTUs of cooling per gallon of fuel at AHRI rating conditions, the company says.

The Vector platform's signature E-Drive all-electric refrigeration technology means refrigeration and heating operations are 100 percent electric, powered over the road by an on-board generator driven by the unit's diesel engine. Electric standby capability is built in, allowing haulers to tap into electric power supplies to run the system when parked, providing quiet, emissions-free refrigeration performance that's said to reduce operating costs by up to 70 percent compared to diesel operations.



The MCL 12 and MCL 15 lifts are completely new while the MCL 16 and MCL 18 have been "significantly" redesigned. All of them aim to speed maintenance work by providing a more open and accessible work space.

All base frames for the MCL lifts have been redesigned, and each base frame now features a lower profile and longer leg structure that increases the columns' stability, allowing them to engage low clearance vehicles, such as

screw lifting mechanisms lift at a constant speed, are impervious to cold weather, and are environmentally friendly.

The MCL 12 can lift 12,000 lb per column, while the new MCL 15 holds 15,000 lb per column and features a 20-in. fork length and an extended base. The longer fork allows the devices to lift dual-tire assemblies while completely engaging the surface of both tires.

See [www.maha-usa.com/wireless/mobilecolumnlift.htm](http://www.maha-usa.com/wireless/mobilecolumnlift.htm)

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Vector systems provide the dual benefits of reduced maintenance requirements and higher system reliability because overall they are less complex than conventional mechanical systems, says Carrier.

The EcoForward 2.2-liter engine has been made smarter through the use of



sensors and an electronic control module that communicates with Carrier's APX control system to optimize performance, which is now standard with the company's 2013 models.

Compared to the unit it succeeds, Carrier says its new Vector 8500 weighs

210 lb less, provides up to 4 percent higher cooling capacity, and consumes up to 26 percent less fuel over a full range of operating conditions. It also reduces engine runtime by up to 14 percent, resulting in claimed improvements in durability and longevity.

See [www.transicold.carrier.com](http://www.transicold.carrier.com)

## RUGGED IN-CAB TABLET

WEBTECH WIRELESS HAS ANNOUNCED ITS NEW MDT 3500 IN-CAB TABLET

**Webtech Wireless** says its new MDT 3500 in-cab tablet is based on **Micronet's** new Android-based A-300 rugged tablet for mobile computing. It's in a form



factor that, the company says, customers have been asking for.

Features include signature capture, a built-in camera with flash, and

eDVIR. It's rugged, designed to work in the most demanding environments. The MDT 3500 is fully integrated into Webtech's Quadrant Manager which automates hours-of-service management.

The MDT 3500 will be available in Q4 2013.

See [www.webtechwireless.com](http://www.webtechwireless.com) and [www.micronet.co.il](http://www.micronet.co.il)

## LANE-DEPARTURE SYSTEM FOR FREIGHTLINERS

The latest example of the **Meritor WABCO** joint venture is its OnLane lane-departure warning system, now available as an option on Freightliner Cascadia and Cascadia Evolution trucks.

Based on SafeTrak technology by Takata, OnLane is a forward-looking, vision-based system that monitors road markings and the vehicle's position in the lane. It delivers audible warnings to the driver if the truck leaves its lane unintentionally, which encourages the use of turn signals. A feature called driver alertness warning (DAW) detects erratic driving based on lane weaving and warns the driver that he might be affected by fatigue or distraction. Those warnings and alerts can also be transmitted to home-base fleet-management systems.

It's a one-box system integrating a camera and electronics, said to allow quick and simple installation as a retrofit as well as OEM line build. Service and support come via Meritor's DriveForce and OnTrac organizations.

The U.S. Federal Motor Carrier Safety Association is promoting voluntary adoption of lane-departure warning systems by trucking fleets, not incidentally. Given the cost of collisions, it figures the payback for warning systems like OnLane can be as short as nine months and the payback as high as \$6.55 for every dollar spent.

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

A feature called driver alertness warning (DAW) detects erratic driving based on lane weaving and warns the driver that he might be affected by fatigue or distraction.

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# FUEL FOR THOUGHT

Commodity markets such as gold, natural gas and lumber give strong clues as to where your investment dollars go. — **By Bob Tebbutt**

**F**or example, if gold were rising, each and every gold mine would also rise. However, for the past two years, gold has been falling and every gold-mining company's value is declining.

Similarly to gold, the price for natural gas (NG) is down 75 percent from its high in 2008. However, NG differs from gold because the U.S. government is developing legislation to encourage its use in transportation and electrical-power generation.

While NG exports are low today, there is an abundance of the environmentally clean gas in North America and as a result, governments—B.C. in particular—are encouraging export. Governments are also pushing for developments of facilities to liquefy natural gas (LNG). Furthermore, the

development of “fracking” has ballooned the amount of NG in North America to such an extent that today, we import a fraction of the amount of NG we imported in the 90s.

Commodity traders are confident enough to have raised the price of NG future contracts out as far as 2021 to over 50 percent above what is currently being paid in the spot market.

Therefore, the NG industry should be viewed positively by investors whether the investment is directed at producers, pipelines or infrastructure.

Another profitable commodity to hold is lumber. While it's true that the U.S. housing market collapse caused worldwide recession in 2008, lumber has gained 119 percent since the crash.

**THE REASON:** U.S. housing activity is seeing the highest activity since before 2008, and, because lumber is a main component of single-family homes, its demand has improved mightily.

Chinese, Japanese and Indian house building has



grown in double-digit amounts and those countries also want Canadian lumber.

My final thoughts are also about the housing activity in the U.S. Demand for housing has meant a strong demand for mortgages, so mortgage

rates are up about two percent since April.

In addition, investments by the private sector for developing businesses have added to the demand for borrowing.

Consequently, while buying bonds for income is a good investment, one has to realize

that when demand increases for borrowing—whether for mortgages or corporate purposes—existing holdings of bonds will decline.

Therefore, understand that the capital invested in bonds will decline. An investment

today will continue to pay the same amount per year, but its value will decline until maturity of that bond.

Interestingly, the U.S. Federal Reserve is trying to keep interest rates down, but only until March, 2014.

*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 advice.*

## CASCADIA ROOF FAIRING

A NEW ROOF FAIRING ENHANCES FUEL ECONOMY FOR FREIGHTLINER MID-ROOF XT MODELS

**Freightliner Trucks** offers a new factory-installed roof fairing as standard equipment on Cascadia Evolution 72-in. mid-roof XT models and as an option on Cascadia 72-in. mid-roof XT trucks.

Available with 12- or 20-in. side extenders, the roof fairing's overall height is the same as the truck's raised roof. The addition of the new fairing will provide up to a 2.8 percent fuel economy improvement over previous-generation models, Freightliner says.

A similarly designed 60-in. XT Roof Fairing will be available in 2014.

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

## HYDRAULIC COLUMN LIFT

STERTIL-KONI'S NEW ST 1085 HEAVY-DUTY LIFT HAS GREATER CAPACITY AND MORE FEATURES

**Stertil-Koni** has introduced the ST 1085, its latest mobile column vehicle lift. It features a lifting capacity of 18,500 lb per column and is equipped with extra-long adjustable pick-up forks of 14 in., making it able to raise all types of vehicles, including those with super-single tires. In addition, the width between the lifting forks is adjustable, so that vehicles with variable wheel diameters can be lifted easily.

The ST 1085 is also equipped with a control box on each individual column, meaning that lifting columns can be operated individually, in pairs, or as a

complete set with the touch of a single button. All columns are interchangeable, so they can be used at multiple locations.

The lift only needs 94 seconds to reach its maximum lifting height of 73 in., the company says, claiming that it's one of the fastest mobile lifting columns in the world.

The ST 1085 is available in four control-system options, including wireless. They operate on 24 volts DC, require no external power source to operate, and are powered by standard deep-cycle batteries that typically last up to two weeks prior to recharging.

The ST 1085's controls allow operation of a maximum of 28 columns in a set with a fully functioning control box on each column.

See [www.stertil-koni.com](http://www.stertil-koni.com)



## HD TOOLS CATALOG

THE NEW SNAP-ON HEAVY DUTY CATALOG FEATURES 12 PAGES OF TOOLS AND EQUIPMENT

The latest **Snap-on** Heavy Duty Catalog is filled with tools and equipment, and special pricing is available on many of the items covered.

The 12-page catalog shows off hand tools, power tools, shop and tech equipment, plus tool storages units, mobile carts and chests.

Among the tools featured is the Snap-on 13-piece, 12-point, 1/2-inch-drive Deep Impact

Fractional Socket Set (313SIMD). Compared to chrome sockets, these versatile sockets are heated to a low-hardness range which enables them to withstand impact blows instead of



breaking, the company says. The Flank Drive wrenching system grips the fastener on the socket flanks (flats) to deliver 15 to 20% more turning power.

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

## KW BODY-BUILDER MANUAL

MANUAL FOR K270 AND K370 MEDIUM-DUTY MODELS NOW AVAILABLE FROM DEALERS

**Kenworth** now offers its latest Kenworth Cabover Body Builder Manual, which contains useful information and guidelines for truck spec'ing and design during the body planning and installation processes. The manual's information is specific to the K270 class 6 and K370 class 7 cabovers.

The 96-page manual contains detailed sections on cab and chassis dimensions, 2013 engines, exhaust and aftertreatment designs and functionality, frame layouts, chassis and cab electrical systems, body mounting, frame modifications, and routing.

With this manual body builders can

often contribute valuable input that may help reduce the ultimate cost of the customer's cabover body installation early in the vehicle definition and ordering process, says Kenworth.

To obtain a copy of the manual, contact your dealer.

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

### Kenworth Cabover Body Builder Manual



KENWORTH

## ELECTRIC CHAIN HOIST

CM LODESTAR ELECTRIC CHAIN HOIST OFFERS CAPACITIES FROM 1/8 TO 3 TONS. The new Lodestar electric chain hoist from **Columbus McKinnon** features quieter operation, an environment friendly design, easier access to components, higher duty cycles, less maintenance, and enhanced safety features. It's said to be 80 percent quieter compared to the classic Lodestar.

Its heavy-duty DC brake is designed

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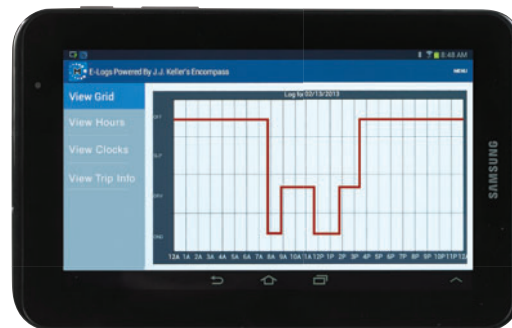
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PC 105009



## Product Watch

for a long service life, the company says, and its location allows for quick access and easy inspection.

The lifetime grease-lubricated gearbox means no oil changes are required.



Precision gears are said to provide better wear and longer life, and the clutch is located outside the gearbox allowing for easy access and eliminating the need for complete disassembly when service is needed.

The five-pocket lift wheel provides better chain and lift-wheel engagement for smoother lifting and reduced vibration, says CM, which equates to less wear and a longer chain life. There's also zinc plating to protect the chain from environmental conditions.

With finger-safe wiring and plug-and-play connectors, the hoist's control panel allows for quick voltage change, access to terminal strips and simple fuse installation. Optional features include a double DC

## 11-LITER FUEL EFFICIENCY

Volvo Trucks has announced the XE11 powertrain package for the D11 engine

**VOLVO TRUCKS** has expanded its XE (referring to 'exceptional efficiency') powertrain package lineup with the introduction of the XE11 for its 11-liter Volvo D11 engine. Available on Volvo VNM and VNL models and rated up to 80,000 lb GCWR, it's said to be ideal for LTL, bulk haul, and other regional applications. The powertrain package improves fuel efficiency by up to 3 percent, Volvo says.

Volvo first introduced XE packages for its 13-liter D13 and 16-liter D16 engines, it says it's been spec'd on more than 24 percent of all Volvo-powered trucks ordered in 2013.

The XE11 package starts with a D11 engine sporting 405 hp and 1550 lb ft. of torque, mated to a Volvo I-Shift overdrive transmission with a 0.78:1 ratio, plus axle ratios of 2.64 to 2.80. Proprietary software manages communication between these components.

Volvo says XE11 ensures that the engine runs in its sweet spot without wavering at any road speed. The I-Shift transmission and XE software control the engine to maintain rpm as low as 1150 while cruising at 65 mph.

The basic XE idea is to improve fuel efficiency by lowering engine rpm at a given vehicle speed, a concept Volvo calls "downspeeding." XE allows the engine to cruise about 200 rpm less than the average truck. Fuel efficiency is said to improve by about 1.5 percent for every 100 rpm of downspeeding, so customers spec'ing the XE package can expect up to a 3 percent improvement when compared with another overdrive transmission in a similar operation, Volvo says. See [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

brake, meaning two independent brakes for redundancy. A field installation kit is available. Other options include an AC electrical brake and variable-speed drive.

Hoist workmanship is backed by a lifetime warranty. It's CSA-approved for sale in Canada.

See [www.cmworks.com/lodestar](http://www.cmworks.com/lodestar) 

## YOU CAN'T GET THERE FROM HERE

### Man-Made Wheat

Halfway between Prince Albert and Saskatoon, on Highway 11 near Rosthern, sits a giant stalk of wheat. By press time, the only reader to identify the sculpture was **Barb Johnson** from Kelowna. All those years of traipsing around the country with her Bison-truck-driving husband Lyle Johnson have paid off.

This month's truck on a stick should prove a challenge, but if it weren't for challenges we'd all still be living in caves. If you think you know where this high-flying Mack is, email [peter@newcom.ca](mailto:peter@newcom.ca) or phone 416-614-5828 and leave your guess and address.

If you're one of the first 10, we'll send you a swell **Today's Trucking** cap.



#### November Answer:

Halfway between Prince Albert and Saskatoon, on Highway 11 near Rosthern



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



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By Peter Carter

# Ryan's Hope

## Presenting a chorus of Canadians who will hit those notes we can no longer reach.

**W**hen I was a teenager I wanted to learn the flute. Really. Jethro Tull and Traffic were among my favorite bands and both used flute to great effect, especially Tull's Ian Anderson.

I did learn it, too.

And practiced, with enthusiasm. Until, that is, Heather Gardner—who I kinda liked and not just because her family owned Gardner Motors, the local Chrysler dealership—piped up.

I told her I played the flute, and she responded with: “The flute? Why don't you play a manly instrument like the sax?”

Heather didn't really make me quit. But I've never bought a Chrysler either.

However, I've been thinking about flutes and Heather a lot recently.

My brother Eddie and I went to hear Jethro Tull's Ian Anderson in concert in Hamilton in October. I won tickets from Funny 820, an AM radio station (“All-Comedy; All The Time”) and Eddie, well, he's up for anything; plus, he introduced me to Tull all those years ago.

And folks?

Anderson still has it.

The concert was a wonderful live rendition of the “Thick as A Brick” album. Every time he'd start into a new piece, Eddie and I would be emotionally yanked back to our teens, right into the front seat of the jet-black 1975 LeSabre my father was so proud of. I got so nostalgic that at certain moments I welled up with tears. I swear Eddie did too.

During one song, the guitar leapt back and forth between the left and right speakers; just like it did between the speakers in the Buick's red dashboard. And the best thing about 8-tracks? They just played and played and played.

I had forgotten how familiar I was with this album.

I did not expect to enjoy the concert as much as I did.

I also did not expect what happened right in the middle of it. Anderson, 66, stopped for a public-service announcement. “Gentlemen,” he said. “Get your prostates checked.” (Rockers used to advise fans to “put it to The Man.” Anderson was suggesting they put it IN The Man. Sorry.)

There was something else.

As good as Anderson was, quite a few of the high notes were no longer within his reach. The old carcass doesn't always perform the way it used to. I know the feeling.

So what Anderson did was—pay attention—he hired a younger guy to sing the high notes for him. Anderson shared the stage with Ryan O'Donnell who, at 31, sounds just like an in-his-prime Anderson.

Full marks to the old boy, I say.

Not only could O'Donnell sing like Anderson, he danced like Astaire. But O'Donnell also knew when to stand back and let Anderson shine, as if he were paying artistic respect to the old guy who, after all, wrote the songs.

Something occurred to me.

Eddie's and my outing took place while we were preparing this issue of *Today's Trucking*, with its accent on 20 Canadians under 40 who are making trucking's future bright.

What we were searching for

this issue were our very own Ryan O'Donnells.

Like Anderson, we know that eventually, duties must be handed along.

If we find somebody who can do the same work that we did, only better and with greater flair and new idea besides, we have struck platinum.

The search for these young people was one of the most rewarding jobs I've taken on here at *Today's Trucking*. Believe me, Canada is crawling with bright young people.

The 20 you'll meet in these pages are all confident, smart, nice-looking (bonus!) and respectful. You can bet they're going to do trucking in ways we can't even imagine.

Finally, when we talked to them, we got the impression that they realize that the reason they can see further down the road is because they're standing on the shoulders of their elders.

That reminds me. I think Heather from back up there in paragraph five was too short for a guy my height anyway.

Enjoy the show. **TT**





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