

Astronaut Chris Hadfield: "I too am in the transportation business!" Pg.26



Today's Trucking

The Business Magazine of Canada's Trucking Industry

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(Photo by Rolf Lockwood)



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Today's Trucking

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**Kenneth R. Wilson
Award Winner**



Today's Trucking Helps Arm Young Gun

A 20-year-old son of Irish immigrants with the gunslinger-style handle **Cormac McGee** is this year's recipient of the annual **Rolf Lockwood Scholarship**.

The Rolf Lockwood award is a \$1,000 bursary given to a Ryerson University Journalism School undergrad with a minimum grade-point average of 3.0 for writing the best example of a magazine article focusing on business journalism.

"I could be wrong on this, but I believe McGee's the first male to win the prize," says Peter Carter, editor of *Today's Trucking* magazine, who presented McGee with his prize.

The award was established by Jim Glionna, founding partner and president of Newcom Business Media after the company's Vice-President Editorial Rolf Lockwood was presented with the Harvey S. Southam Lifetime Achievement Award by the Canadian Business Press in 2003.

McGee won with a story he wrote in his second year, about a business start-up about mobile applications, or apps.

Here's the opening paragraph:

"Hunched over a wooden table in his girlfriend's cramped High Park apartment, Graeme Davis mashes his MacBook keyboard frantically. To his left is the living room, which is no more than a bright red couch and small television. To his right is the kitchen, where a half empty bottle of vodka sits beside a stack of dirty bowls."

"I'm always very proud to represent Newcom at this annual occasion," Carter says. "The Lockwood Scholarship is one of about 30 journalism-school awards handed out annually, most of them named for Canadian journalistic luminaries such as John Honderich, Albert Wadham, Len Coates and Paul Rimstead," Carter says.

"I also think students get brighter and brighter every year. The next generation is being very well served by the new journalists."

The presentation took place at the annual Ryerson School of Journalism's Awards Ceremony. This year, the luncheon was held on the fourth floor of the old Maple Leaf Gardens, overlooking the ice surface, where Carter and McGee talked about trucking, journalism and the marrying of the two.

McGee says he's interested in business journalism; his minor is in marketing.

Newcom Business Media publishes *Today's Trucking*, *Transport Routier*, *Canadian Technician*, *Plumbing & HVAC*, *Truck and Trailer*. The company also produces *Truck World*, *ExpoCam* and offers a specialty video production service. www.newcom.ca



A WINNING WAY WITH WORDS: McGee is marrying his journalism studies with marketing.

Where the Buffalo Roam

On October 17, the "engine protect" light came on so I raced at turtle speed for 63 clicks to my dealer to have the problem diagnosed and rectified. The dealer saw that I had a plugged DPF and he removed it and took it to the OEM. For whatever reason the OEM could not service the equipment at that time. The dealer then arranged for the DPF to be cleaned at Bison Transport in Mississauga.

Bison took over where the dealer and OEM left off.

Thank you, Bison.

— **Chris Powell**, *Highland Creek, ON.*

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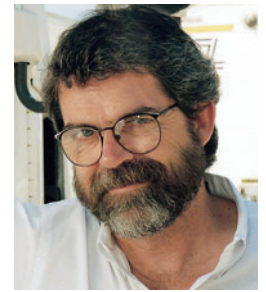
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By Rolf Lockwood



Pulling Out All The Stops

How to keep truck-friendly roadside oases off the endangered species list.

Truckstops are amongst the unsung heroes of our industry, yet they're treated poorly by too many of the drivers who depend on them. And it's drivers themselves, the good guys, who tell me this. Often.

An owner-operator reader and frequent correspondent shipped me an e-mail last month that's typical of what I've been hearing and seeing for quite a few years now. He was forced to spend "many hours" at a truckstop in northern Ontario, the Flying J in Kapuskasing to be specific, and he didn't care much for what he witnessed in the behavior of other drivers.

Since he was occupying a parking spot free of charge, he felt it only fair that he eat in the restaurant, pay for a shower, and in general support his 'host'. He was with several other drivers from the same fleet, forced to stay overnight there for the same reason, and they all did the same.

"What we saw while there was drivers coming in, using the washrooms, parking in the middle of the lot, throwing garbage on the ground, etc.," my friend wrote. "On several occasions we saw [people] washing their feet in the public bathroom rather than pay for showers. We also saw several drivers bring their own food into the facility, use the washrooms, fill their pockets with napkins, not spend a dime, and leave.

"These facilities are a convenience for us drivers, as well as the general public. The staff was friendly, the facility was very clean, but all these features cost money. We hear of fellows complaining... no place to park, truckstops closed, etc. Businesses need to make money, we need the service they offer. In order for us to continue having these facilities, let's support them so they remain in business."

I wrote much the same thing in this space back in August of 2009 ('Where to Park?'), linking it to the lack of truck parking at a time when hours-of-service rules were forcing drivers to get off the road and rest at odd times and places. Given that our various governments have not provided parking capacity to match that HOS-derived demand, not even close, the role of the truckstop has become critically important.

Trouble is, as I wrote almost five years ago, the basic truckstop business model just doesn't work any more. Surely it's only gotten worse in the meantime.

The margin on the sale of fuel used to be high enough that the cost of owning and maintaining land devoted to truck parking was manageable. There was always the restaurant and maybe the trucker's store to make a buck, but profit margins per liter are

now in the low single digits, not the 10-20 percent they once were. That margin just won't cover the cost of all those acres devoted to free parking.

I'd guess that many truckstop restaurants aren't making a buck now either because more and more often drivers, like the ones my recent correspondent wrote about, don't use them as in days gone by. They might grab a coffee and use the can and leave it at that. Even though they're parked at the place for hours.

The parking issue is critical, yet I've seen no progress in the last five years. If anything, I'd guess that things have gotten worse. And Transport Canada knows it.

Last February the feds published the results of a study on rest stops in Canada, creatively entitled 'Rest Area Research Project'. Prepared by Polytechnique Montreal, it noted that over 60 percent of truck drivers surveyed said they routinely have trouble finding parking or places to rest while operating in Canada. In

Given that governments have not provided parking capacity to match that HOS-derived demand, the role of the truckstop has become critically important.

fact, 88 percent of drivers surveyed said there aren't enough rest areas, roadside pullouts and turnouts, or 'safe havens' to do their inspections.

And then we hear of a California case in which a jury awarded \$150 million in damages to a 13-year-old girl whose family died

after their SUV struck a tractor-trailer that was deemed to be negligently parked on the shoulder of a freeway.

According to the Canadian Trucking Alliance, the jury found the truck driver and the trucking company jointly negligent for parking on the side of Interstate 210 without lights or emergency reflectors.

So if you dare not park on the roadside and can't see a rest area within a day's drive, you might well be forced into a truckstop like my recent correspondent was. In that case, do us all a favor by showing your gratitude. If you don't, encourage your drivers to do so, you'll soon be paying 30 bucks a night for the parking privilege. Or worse, you'll see more and more truckstops boarded up. **TT**

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

Dispat

Why Lac Megantic Matters To Truckers

What truckers can learn from the summertime tragedy

The Canadian Trucking Alliance (CTA) is asking the federal government to invalidate contract clauses indemnifying shippers from liability in case of incidents involving dangerous goods.

The CTA's president and CEO David Bradley put it this way: "We strongly believe the most effective thing governments can do is to take the recommended actions to reduce the risk of highway accidents and to make sure that the parties whose negligence causes an accident are held liable for the claims."

The growing trend of shippers including clauses in freight contracts that protect them from liability from their own negligence goes against both public interest and policy, the CTA says.

The discussion comes in light of last summer's Lac Megantic accident when several rail tank cars carrying



crude oil derailed.

After that incident, the federal government wrote some big clean-up checks and called for increased insurance coverage for rail carriers and shippers.

An incident of the magnitude of Lac Megantic is unlikely to occur with trucks,

the CTA says.

In a white paper stating its position on the transportation of dangerous goods by truck, the CTA found that the frequency and severity of highway incidents involving trucks carrying dangerous goods is extremely low.

■ Number of dangerous-goods

incidents in 2012: 328;

■ Rate of dangerous-goods incidents: 1.64 for every 10,000 shipments;

■ Percentage of dangerous-goods releases under 500 litres: 56.4;

■ Percentage of dangerous-goods incidents that happened on the highway: 16.2.

ches

IN MEMORIAM

Shirley McKevitt: 1934-2013

One of Canada's trucking pioneers, Shirley Catherine McKevitt, 79, died Thursday, Nov. 14.

— PG. 16



"I think we can conclude from this white paper that overall, the Transportation of Dangerous Goods regulations are effective in preventing dangerous goods incidents where trucks are involved," Bradley said.

Even so, the CTA advisory committee on dangerous goods has been struck to look at the regulations in more detail.

Despite the relative safe records of trucks, the CTA repeats its long-standing position that the federal government should introduce a universal mandate requiring all trucks, where the driver is currently required to carry a logbook under the federal hours-of-service regulations, to be equipped with an electronic recording device (ELD); and introduce a manufacturing standard (in lock-step with the United States) requiring all new heavy trucks to be equipped with a roll stability system.

In addition, the CTA says all provinces should follow the lead of Ontario and Quebec by requiring the mandatory activation of truck speed limiters at no more than 105 km/hr and also introduce mandatory entry level training for truck drivers based on a national industry standard. **TT**

MARINE ROUTES Ferry Ride Making East-Coast Carriers Seasick

Newfoundland's economy is growing. So truckers on the east coast are making plans for more freight. But not everybody agrees on the best way to get from the mainland to the Rock.

Choice one is the daily year-round Marine Atlantic (MA) ferry between Port Aux Basques, NF and North Sydney, NS. Second, and offered from mid-June until late September, is MA's tri-weekly service linking Argentia, NF, to North Sydney. And the third is container carrier, Oceanex.

Although the ferry service is integral to the supply chain; it is anything but predictable. Like Maritimers since time immemorial, the weather often makes decisions for you. As Donnie Fillmore, the new Chair of the Atlantic Provinces Trucking Association (APTA) told *Today's Trucking* recently, "When the boat don't go, the boat don't go."

And even when the boat does go, it has severe limita-

tions. Lineups are common. Often there's no space.

And the people who operate the service are forever tweaking it, in the hopes of making it more efficient.

Most recently, in response to requests by the Retail Council of Canada (representing, largely, food retailers) MA has announced a return to a reservation system, even though APTA



Jean-Marc Picard

voiced their opposition to the system in November.

MA has hired an independent firm to determine the best route and they're planning stakeholder sessions for January.

APTA has not been in favor of commercial reservations, they say, because the last system was poorly executed and actually increased wait times.

Companies with good cash

flow could pre-book as many spots as they wanted a couple of weeks ahead of time and firms with less fluidity had to wait until the last minute to reserve.

"Today, most delays are caused by weather or mechanical issues, which will still be there with or without reservations," said Jean-Marc Picard, APTA executive director. He added that his members would like to know what MA has in mind before commenting on it.

And to a degree, the truckers and the retailers agree: "The MA commercial reservation's system in 2010 didn't work, it was a disaster," said Jim Cormier, the RCC's Atlantic Director.

"They didn't have the right technology or the right amount of resources devoted to it; they didn't consult with the businesses to see what would actually work and they didn't consult with the truckers, with people who actually use it."

RCC complained that even with increased deck space on the ferries, there are still approximately 20 to 30 days each year when retailers must deal with significant delays.

"This costs our members significant amounts of money and it hurts the reputation of

POLITICAL ACTION: LOBBYING JOBBERS

When you have a broken part, you need a replacement fast. You don't want a counterfeit, and if the new part has to come from across the border, you don't want it held up at Customs.

Those are just a few of the issues faced daily by the 76-member-strong **Heavy Duty Distributor Council** (HDDC), the organization that unites jobbers who keep the wheels of the trucking industry lubed with parts and service. And very recently, a delegation from the Council took their concerns to Parliament Hill and met with 12 MPs and their staffs as well as a bevy of bureaucrats and administrators so the Harper government knows about all the issues affecting the industry. For more information on the Council, visit www.hddc.ca.



FROM PARTS WELL KNOWN: From left, Jason Kerr (HDDC), Ian Johnston (Harman Heavy Vehicle Specialists Ltd.), Sylvie Leduc (UAP Inc.), Rick Norlock (MP – Northumberland-Quinte West) and Allan Boomer (Kinedyne Canada Ltd.)

our members in the highly competitive retail sector," Cormier said. "Fresh produce deteriorates quickly to a point where the retailer will not sell it."

One of the RCC's suggestions is that if a carrier overbooks space on the deck, he should be penalized. Big time.

"Not a tiny, financial one because big retailers can pay it easily and say it is still worth the cost of doing business,"



Jim Cormier

Cormier explained. "We need a significant penalty or maybe a reduction in commercial bookings if we return to a reservation system, something that really hurts so that retailers and truckers have to play by the rules."

Picard's comment on the RCC request is that it might work well, but until it's implemented and used, nobody will know.

There technically is a reservation system in place. Five spaces are available on each crossing that can be booked by customers desiring greater certainty for their crossing times. To reserve a premium booking space, customers can book up to 96 hours in advance but the price is double the normal fare.

Furthermore, in 2013, MA raised rates four percent.

Cormier predicted that a new and improved reservation system could also result in administrative savings for MA, which could help to lessen the impact of rate increases. "Commercial reservation is not a cure for all of the problems in Marine Atlantic but that could create a huge difference for people trying to ship their product over," he added.

And, for the first time, Marine Atlantic is dealing with competitor, Oceanex, which carries containers.

"If retailers and business in general can't have certainty in getting their product over, it makes that much more attractive to use 'the other guys,'" Cormier said. — *Sanja Bojovic*

RECOVERY

Trucker says Devastating Fire "Builds Character"

Saturday, Andy Vandermarel was on a run to Amarillo, Texas, when he got a call from his wife with some terrible news: Vandermarel Trucking, the business they built together over the past 24 years, had just burned down.

"I didn't see the damage until late Monday morning in Texas when a customer lent me a computer so I could read the news. That's when I saw the extent of the damage," Vandermarel says.

"How do I describe that? I don't get upset or emotional too quickly about things...I'm back at the office now, walking around the burned buildings. It's difficult to see it."

At 9:00 a.m. on Nov. 16, firefighters received a call about the fire and remained on the scene until 5:00 p.m. They battled flames for four hours and were able to

retrieve two trucks, a few computers and business documents and files, but Centre Wellington Fire Chief Brad Patton estimates the damage at \$1.5 million.

Vandermarel is thankful that he was not alone when he first heard the shocking news.

"I was with Brian Lee, one of our most senior employees and I truly, truly appreciated that he was with me at that moment—he was a huge support just to have him to talk to when you're all alone out there," he says.

"The emotional part for me was seeing how the employees pulled together and got things going. They worked all weekend to save computers and files and try to keep things moving—I was very impressed with that. That's when you recognize how good of a staff you have."

Vandermarel and his wife, Mary, started the company out of their home, a dairy farm near Tillsonburg, ON., with two trucks. Vandermarel was a truck driver in the Netherlands before immigrating to Canada in the early '70s, and after starting a family and a few years in the agricultural field, he decided to return to his first love—trucking.

The company moved to the facility in Fergus in 1996 and it was renovated in 2006.

"You can look at it as a disaster or you can look at it as an opportunity to start again. I see it as an opportunity."

A positive man with an easy laugh, Vandermarel says he won't let the fire take his business away.

"If you're 25 years in this industry, you're going to get a couple of hard knocks over the years. This one is by far the hardest I ever had, but it builds

character, I guess," he says laughing.

"Every trucking company that's going through things knows how tough this industry is. We are very impressed with the whole trucking community and how supportive they've been—even companies we don't even know supported us and that to me is truly impressive," he continues.

Right now, their business is running out of a neighbor's building, on a couple of borrowed laptops and cell phones.

"We're thankful that our drivers are very understanding and that our customers are not giving up on us when they don't get a hold of us right away. It's very difficult—we're just operating on cell phones right now and that's a bit of a handicap."

By the end of next week, Vandermarel expects they'll have a complete phone system again.

"We will continue to fight and we're going to overcome it. We're not going anywhere. We're going to keep going," he says.

He's proud of his family, his wife and three sons, Anthony, Bob and David for how they handled the situation and how they worked with firemen and police officers to put out the fire. Together, they're now working on cleaning up and rebuilding.

"They are the heart of the business now and they definitely showed that they are the future for the business and that they want to go on with it," he says.

The cause of the fire is still unknown and the investigation continues. Authorities ask that anyone with information call the Wellington County OPP at 1-888-310-1122 or anonymously call Crime Stoppers at 1-800-222-8477 (TIPS) or submit a tip on-line at

www.crimestoppersguelphwellington.com. Those providing tips may be eligible for a reward from Crime Stoppers of up to \$2,000. — Teona Baetu

HUMAN RESOURCES

Bison Shares Recipe For Success

Winnipeg's Bison Transport has been named one of the top-10 most admired companies in the country by a consulting organization called Waterstone Human Capital.

But that's not the only award they recently received. Bison, which ranks ninth in *Today's Trucking* top-100 carriers, is probably running out of shelf-space to place its awards: multiple Truckload Carriers Association (TCA) National Fleet Safety Awards, Transport Canada's Green Supply Chain award and First Place in National Fleet Safety Awards in 2012, just to name a few.

So what makes them so special?

Today's Trucking spoke with Linda Young, the vice president of people development at Bison Transport.

Here's what she had to say:

What's it like working at Bison?

I come from various industries and transportation has been my last stop and my best stop. I think it's a well-kept secret that there are tremendous career opportunities in transportation.

At Bison, we're very performance driven. There are the normal stresses of deadlines and getting freight delivered on time, but there's also a family atmosphere. We all know each other, we have a

great team and we're all working towards the same thing, so we support each other through those pressures.

It really starts with Bison's founding family, the Jessimans, who instilled some great philosophies and practices when they were actively managing—right now there's an executive team that's managing—but we take our core values from the Jessimans.



Linda Young

What's the management like?

As you advance through the ranks, most of our presidents and vice presidents have done the job that they now oversee in their portfolios. So, there's a good understanding of what the pressures are and what steps should be taken in a difficult situation.

Why did the folks at Bison apply for the award?

It wasn't for the award itself—we did it more to see if there are opportunities for us to do things better and different and to reinforce that there are some good things and to keep those going.

What was Bison evaluated on?

Vision. Leadership. Recruiting and hiring, so what are your practices, how

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Dispatches

do you bring people to fit your culture, how do you continue to feed that culture with new resources, how do you measure it. They also look at retention, rewards, recognition—how you handle that social responsibility is important and also, organizational performance.

What do you do about driver and employee retention?

We have a very low turnover rate; for our

driving workforce it's 15.89 percent and by Canadian standards and definitely by U.S. standards, that's exceptionally low.

We have a very active, effective referral-program. We think the best ambassadors for our business are those who are currently working here. We have a 42-percent referral rate among drivers because they know best who will fit into our culture. — T.B.

IN MEMORIAM

Shirley McKeivitt: 1934-2013

One of Canada's trucking pioneers, Shirley Catherine McKeivitt, 79, died Thursday, Nov. 14. She had Parkinson's Disease.

A well-respected and diligent trucking professional who also happened to be a registered nurse, McKeivitt is survived by her husband of 56 years, John, her son John Jr. (Lorrie) and her grandson Michael. She was predeceased by children Maureen and James.

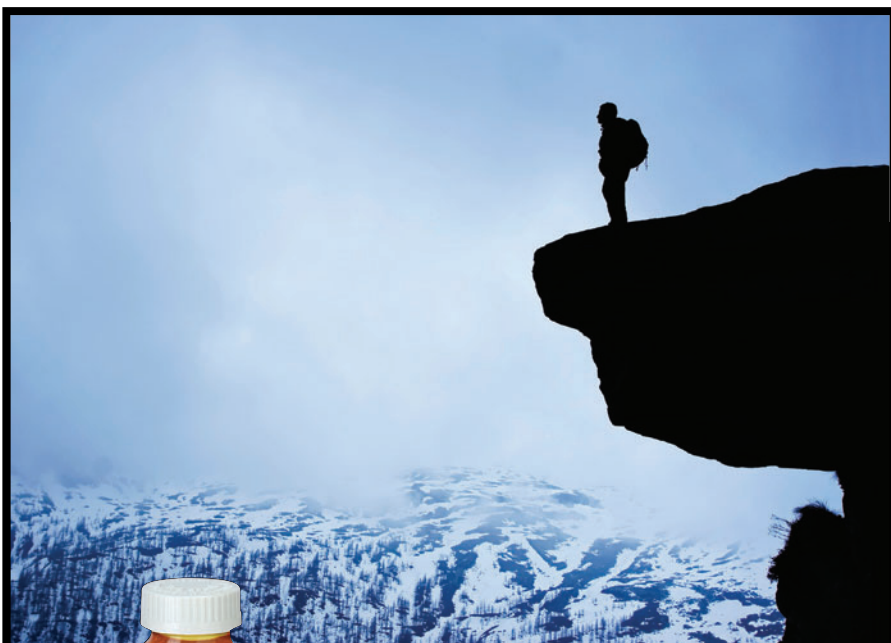
Born in Kirkland Lake, ON., McKeivitt lived in Nobel and Kenora before moving to Fort William (now Thunder Bay), where she met and married John.

Before joining him on the executive at the trucking company in 1960, McKeivitt earned her RN at Port Arthur General Hospital in 1956. She taught nursing there until assuming the role of secretary treasurer at McKeivitt's, the company that her husband founded in 1948 with a two-ton Chev truck.

When she joined, McKeivitt's was run out of the family basement. Now the company operates about 275 power units, with facilities in Mississauga, Sudbury and Sault Ste Marie and is number 71 on *Today's Trucking's* Top 100 For-Hire Fleets.

In addition to helping grow the fleet, McKeivitt's list of public-service accomplishments was lengthy indeed: She was a former President and board member of the local Cystic Fibrosis Chapter in Thunder Bay, a Director for the National Cystic Fibrosis Foundation, a Director of the CFIB, a board member and chairperson of St. Joseph's Hospital as well as serving on the board of Ventures.

Donations in her name to the Canadian Cystic Fibrosis Foundation or the Parkinson Society would be greatly appreciated. **TT**



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Offer ends: 3/31/14, available while supplies last.



logbook2014

— January —

12-16

Annual Meeting
U.S. Transportation Research Board
 Washington, D.C.
Website: www.trb.org

18-22

National Private Truck Council
Private Fleet Management Institute
 Jacksonville, FL
Website: www.nptc.org

20-23

Biodiesel Conference & Expo
 San Diego, CA
Website: www.biodieselconference.org

24-27

Annual Convention & Expo
American Truck Dealers Annual
Convention & Expo
 New Orleans, LA
Website: www.nada.org

27-30

Heavy Duty Aftermarket Week
 The Mirage, Las Vegas
Website: www.hdaw.org

30

Hours of Service Seminar
Atlantic Provinces Trucking Association
 Dieppe, NB
Website: www.apta.ca

— February —

5

Risky Business Seminar
Atlantic Provinces Trucking Association
 Dieppe, NB
Website: www.apta.ca

15

Deadline for Nominations
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: www.todaystrucking.com/hsoy

— March —

5-7

The Work Truck Show and NTEA Convention
 Indiana Convention Center, Indianapolis, IN
Website: www.ntea.com

11

Annual General Meeting
Manitoba Trucking Association
 Viscount Gort Hotel, Winnipeg
Website: www.trucking.mb.ca

23-26

Annual Convention
Truckload Carriers Association
 Grapevine, TX
Website: 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

27-29

Mid America Trucking Show
 Kentucky Exposition Centre, Louisville, KY
Website: www.truckingshow.com

— April —



10-12

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

25-26

Annual Meeting
Alberta Motor Truck Association
 The Rimrock Resort Hotel, Banff, AB.
Website: www.amta.ca

Get in the Game!

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

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

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MERITOR

Heard on the Street

Good Old Maxim

Winnipeg's Red River College named one of its classrooms for its long-standing partner, **Maxim Truck & Trailer**, who donated \$100,000 to the Heavy Equipment Transportation Centre (HETC) in 2012 and continues to support the college's students and alumni. "The importance of heavy duty technicians to our business cannot be overstated," said **Doug Harvey**, president of Maxim.



Doug Harvey

Appointments



■ **Groeneveld Quebec's** Chairman and CEO **Jocelyn Malo** welcomed **Francis (Frank) Bourbeau** to the position of account manager for Eastern Quebec. Bourbeau is well known in the transportation industry and over

the past 30 years, has held several positions in the equipment and aftermarket fields.

■ **Lubecore International**, a supplier of automated lubrication systems for commercial vehicles and off-highway equipment, named **Doug DeJong** executive director of U.S. sales. "Doug's business contacts and understanding of the needs of heavy-duty distributors will be real assets as we grow our presence in the United States," says **Jan Eisses**, founder and president of Lubecore. DeJong is responsible for developing the company's sales and distribution network in the United States.

Acquisitions of Note

■ **Contrans Group** has acquired **Best Transfer** of Guelph, ON. Best, a flatbed, tank and dry bulk carrier operates about 20 trucks and 50 trailers.

■ The largest tanker carrier in North America, **Kenan Advantage Group** (KAG), based in North Canton, OH, has purchased one of Canada's largest bulk carriers **RTL-Westcan Group**. RTL-Westcan employs approximately 1,000 including 560 dedicated drivers and 250 field employees. The company operates a specialized fleet of approximately 480 tractors and 2,000 trailers conducting business out of 16 strategically located truck terminals in Alberta, Saskatchewan, British Columbia and the Northwest Territories.

■ **Manitoulin Transport** is buying the Canadian assets of **Vitran Corporation**. Vitran, once Canada's third-largest fleet, sold the much larger division—its U.S.-operating LTL division—to Central Transport, in the fall. The Manitoulin transaction was estimated to be worth US\$128 million. A spokesman for Manitoulin said the deal had not been finalized by press time adding, in fact, it's "a long ways off" from being signed.

Manitoulin Transport was launched in 1960 from the village of Gore Bay. Founder **Doug Smith** started delivering freight from Toronto to Northern Ontario. His son **Gord** is the current president and Manitoulin is an international multi-service logistics operation.

90 and Still Growing!

J.E. Fortin Inc. has celebrated its 90th anniversary and did so by unveiling its 426th truck, a 2013 Freightliner Cascadia equipped with a Detroit DD15 engine. The 400th truck purchased by the company, it has the number '90' painted on the side to highlight Fortin's 90 years in business. It specializes in temperature-controlled freight. Fortin spec'd the truck with an aluminum frame, leather interior, and a custom paint job to commemorate the occasion. **Jean-Claude Fortin**, now company president, assumed purchasing responsibilities in 1961 when the fleet consisted of 26 trucks. His first truck purchase? A used Freightliner. Now it's a fleet of more than 100 trucks, 80 percent of which are Freightliners, with more than 100 drivers. Truck #400 will be driven by Fortin's top drivers as a reward for their hard work. The fleet was launched in 1923 by **Felix Fortin** and has now been run by four generations of the family.



Trending

THE BEST FROM
Today'sTrucking.com

In the News

Test Drive: We Check Out an NG-Powered Cascadia



In May, Freightliner began pre-series production of the 113 equipped with the 350-hp version ISX12 G. In mid-August, the truck went into production with the new 400 hp / 1,450 lb-ft rating. We had a chance to spend the better part of a day in one of those trucks in Napa, Calif. at the end of July.

www.todaystrucking.com/natural-gas-cadia

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

So THAT's why it's Called A Parkway!

— By Peter Carter

I'm sitting in SKF Group's new manufacturing facility in Northeast Toronto.

I left home, at the diagonally opposite end of Canada's biggest city, near the waterfront, just east of highway 427, half an hour ago.

Did you get that?

Across Toronto, corner to corner, in 30 minutes! During rush hour.

I'm not exaggerating. It was *weird*.

www.todaystrucking.com/so-thats-why-its-parkway

What's Tweetin?

Why follow @todaystrucking? Here's why.

At the splendid *Ontario Trucking Association's* conference in November in downtown Toronto, the ever-popular Economic Outlook Seminar was SRO. But our nimble-fingered Twitter reporter was on hand to provide moment-by-moment live coverage. Presenters at the seminar included *Nulogx's* **Doug Payne**, *FDR Associates'* **Noel Perry**, **John Larkin** of *Stifel Nicolaus* and *CIBC's* economist **Emanuella Enenajor**. Here's a sample of the shared Intel.

Nulogx's Doug Payne:

"Carriers are reacting to price pressures. For the first time they're doing margin analyses of customers."

Nulogx's Doug Payne:

"Technology used to be for big Fortune 500 companies; it's now accessible to small and mid-sized carriers."

FDR's Perry:

"My advice to you is 'keep the ones you have' but clearly surcharges aren't as important as they used to be."

Emanuella Enenajor of CIBC:

"The decline in the rate of entrants into the labor force in China will lead to more modest growth."

Emanuella Enenajor of CIBC:

"Outlook for commodity prices: We don't expect to see global growth as big as before the crash."

FDR's Perry: "The most expensive part of this supply chain model is the final mile."

John Larkin of Stifel Nicolaus:

"Amazon distribution is designed to evolve to the point where customers never go to a store."

FDR's Perry: "Intermodal is actually limited to about 10 high-density lanes. 80 percent in 10 lanes."

John Larkin of Stifel Nicolaus:

"The beauty of intercontinental economic movement is you cannot outsource transportation."

John Larkin of Stifel Nicolaus:

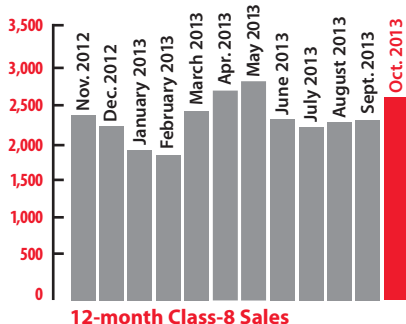
"There's a house on our street in Baltimore that's for sale for about what we paid 20 years ago."

John Larkin of Stifel Nicolaus: "Nearshoring and insourcing is happening."

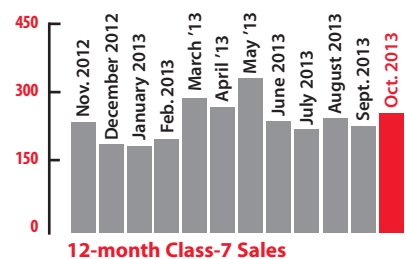
Canada – Truck Sales Index

October 2013

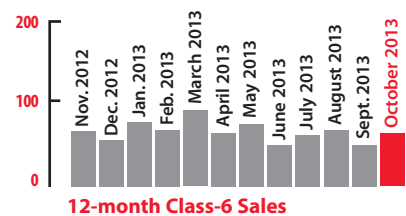
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	554	5744	6374	24.7%	24.7%
Kenworth	455	4236	5116	18.2%	19.8%
International	489	3377	3896	14.5%	15.1%
Peterbilt	342	3196	3495	13.7%	13.5%
Volvo	395	2906	3048	12.5%	11.8%
Western Star	233	2027	1981	8.7%	7.7%
Mack	150	1796	1939	7.7%	7.5%
TOTAL	2618	23,282	25,849	100.0%	100.0%



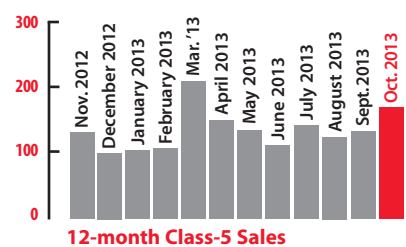
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
International	57	615	801	24.9%	31.0%
Freightliner	50	607	590	24.6%	22.8%
Kenworth	53	479	503	19.4%	19.4%
Peterbilt	71	450	398	18.2%	15.4%
Hino Canada	23	315	295	12.8%	11.4%
TOTAL	254	2466	2587	100.0%	100.0%



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	25	249	236	41.1%	26.9%
Hino Canada	16	199	286	32.8%	32.6%
International	14	145	341	23.9%	38.8%
Peterbilt	0	13	15	2.1%	1.7%
TOTAL	55	606	878	100.0%	100.0%



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	73	781	857	57.9%	57.1%
International	69	443	449	32.8%	29.9%
Mitsubishi Fuso	11	98	168	7.3%	11.2%
Freightliner	13	24	12	1.8%	0.8%
Peterbilt	0	4	3	0.3%	0.2%
Kenworth	0	0	13	0.0%	0.9%
TOTAL	166	1350	1502	100.0%	100.0%



Cummins Eastern Canada
www.easterncanada.cummins.com

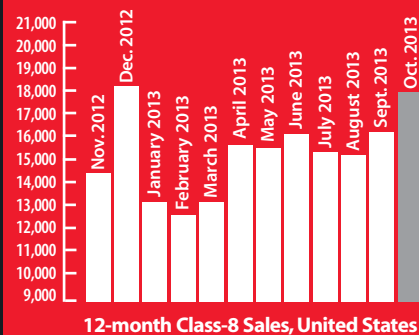
Cummins Western Canada
www.westerncanada.cummins.com



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

U.S. – Retail Truck Sales

CLASS 8	Oct. 2013	YTD '13	Share '13
Freightliner	6329	62,151	36.9%
International	3160	25,646	15.2%
Kenworth	2309	23,131	13.7%
Peterbilt	2498	22,495	13.4%
Volvo	1895	18,096	10.8%
Mack	1525	14,248	8.5%
Western Star	262	2,487	1.5%
Other	0	32	0.0%
TOTAL	17,978	168,286	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	52	77	22	27	202	118	28	13	0	15	554
Kenworth	61	178	34	7	77	89	9	0	0	0	455
International	10	57	9	34	252	90	15	2	16	4	489
Peterbilt	49	102	33	30	72	41	10	5	0	0	342
Volvo	34	62	13	33	178	60	10	4	0	1	395
Western Star	30	91	11	13	46	32	7	3	0	0	233
Mack	20	24	15	2	42	36	4	7	0	0	150
TOTAL	256	591	137	146	869	466	83	34	16	20	2618
YTD 2013	2517	5026	1293	1107	7654	4219	896	402	71	97	23,282

2014 HIGHWAY STAR OF THE YEAR

\$15,000 IN CASH AND PRIZES

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- ★ Travel and accommodations for two to Toronto for Truck World 2014










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

THE HIGHWAY STAR OF THE YEAR

HALL OF FAME

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

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Street Smarts

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Start Spreading the News

Alberta Road Knight Sells Trucking to The Up and Comers.

By Stephanie Young

When **Ted Beals** started in the trucking industry nearly three decades ago, he didn't have many career options: "When I came out of school, it was during one of the worst recessions and there wasn't much of a choice," he says. Like countless other young men, trucking chose Beals as much as he chose trucking.

But now, young men are being lured by other industries; and Beals makes it part of his job to stem that loss.

I caught up with Beals in late November. He was parked at a truck stop near Kamloops. Beals, 54, said almost every person on the grounds was a man, between the ages of 50 and 70. "Looking around the truck stop where I am here today, you see the odd young guy, but a good percentage of the guys here are either my age or older."

And he isn't wrong. According to the Conference Board of Canada, the average truck driver is around 44 years old. As

retirement looms within the next decade and a half for this group, the continual loss of recruits puts strain on current drivers.

"A lot of guys are retiring right now because they're just getting too old to work, but there's no one replacing them," he says. "Getting time off is difficult because there's nobody else to put in the seat of the truck."

So how does an industry, so widely dominated by older males, get the direly needed younger people in the driver's seat?

Dispel the myths and dissolve the mysterious nature of the business, says Beals:

"Everybody sees trucks going down the road but nobody really knows what's behind it or how it got there."

Beals says it's crucial for the trucking industry to use platforms that are recognized and widely accepted among the

emerging population. "I think we have to advertise through social media like Facebook to let the students or potentially people interested in trucking know more about it," Beals says. "Facebook would put [trucking] out there."

Beals, who drives for Trimac, knows what he's talking about. Earlier this year, he was named to the three-member Alberta Motor Truck Association's Road Knights team. Physically getting out there and talking to and listening to young people comes with the knighthood. His fellow team members are Reg Moulding of Bison Transport and Reg Flavelle of Reilly Transfer out of Grande Prairie.

Beals regularly visits career fairs and high schools to introduce young adults to the idea of beginning a career in the field. But he doesn't just talk; he shows, too. "Going to high schools and talking to people and letting them sit in trucks is really important," he says. Beals insists a personable approach and interaction with the

machines will help drive interest, "Somebody talking in front of a class is okay but if they go outside and jump in a brand new Kenworth and say 'hey man, this looks pretty cool,' after they graduate they might say 'that truck was pretty neat there, maybe I should look into it.'"

There's a beauty in the trucking industry that is all

too often overlooked by outsiders. "Being on the road, I've travelled all over North America. There isn't a state or a province I haven't been in. It's a great way to learn your geography and if you like working on your own and being your own boss, I don't think there's a better job really," he says. "Slowly but surely things will work out for the trucking industry, but we have to get ourselves noticed. I hope we're attracting young people but only time will tell." **TT**

Beals regularly visits career fairs and high schools to introduce young adults to the idea of beginning a career in the field.



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www.hinocanada.com

He's A Truck-Drivin' Song-Writin' Schneider Driver

Herrington Codner is a singer, songwriter and author. He plays guitar, drums and knows his way around the piano. He is also a trucker.

He hails from Jamaica where his father was an owner-operator. When he was five, the family moved to Brantford ON., and that's where he grew up with his three brothers and three sisters.

Codner got into trucking three years ago and has been driving long-haul with Schneider National since.

He says it can sometimes be difficult maintaining life as both a driver and musician but Schneider is flexible with his schedule, allowing him time for his performances. And he's found a good rhythm balancing his life on the road and his life on the stage.



Herrington Codner

"Trucking is what keeps food on the table; music is the passion that keeps the soul alive," he says.

Codner drives with the radio off, listening to the sounds of the road.

Behind the wheel is where most of his songs are born. He says inspiration for his music comes from his everyday surroundings, and trucking life provides more than enough great ideas.

He uses his downtime at truck stops, in his cab, or at loading docks to compose and get ideas down on paper. In fact most of the eight tracks on his third studio album *Real* were written and developed on the road.

His sound is a unique blend of his signature reggae vocals with everything from sweet rock-and-roll riffs to stringed instruments and trumpet solos.

Codner studied industrial management and music at Mohawk College in Hamilton, ON. His studies focused on jazz and classical music. But his songs also incorporate blues, rock and reggae resulting in a new genre he calls "ragwire".

Codner even started his own record company, Center Lane Records.

You can check him out on www.codner.ca.
— *Nickisha Rashid*

DO YOU KNOW ANY STAR DRIVERS?

The deadline for the **HIGHWAY STAR OF THE YEAR** contest is **Saturday, February 15**. That gives you ample time to find a good candidate and submit the necessary entry forms. You can even nominate yourself.

ENTRY IS FREE, and the prize is definitely worth your time on task: \$15,000 worth, including \$10,000 in cash, a jacket, an Espar system, a ready-to-roll trucker-friendly laptop from OBAC plus a trip for two and accommodations to Toronto, in time for Truck World 2014.

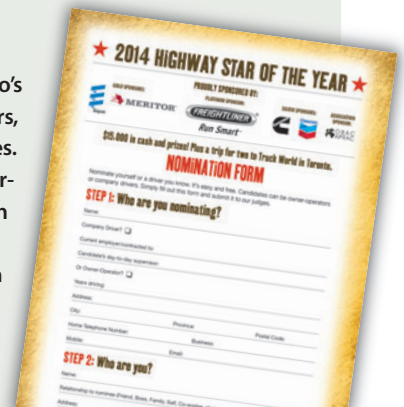
Entry is not only easy, but if you entered a candidate who didn't win last year, you don't have to go through the whole procedure again. Just let us know that you'd like the candidate to be reconsidered. (You might want to tack on any new praise worthy activity, but it's not essential.)

Finally, if you want to pay a driver an ego- and morale-boosting compliment, enter their name and tell him or her you did so. You'll have a friend for life.

The contest is organized by Newcom Business Media, the company that owns this magazine, *Truck World* and *ExpoCam*. Prizes are courtesy of Newcom, Freightliner, Meritor, Espar, Cummins, Chevron and the Owner-Operator's Association of Canada (OBAC).

Here's a quick look at some of the past winners:

- 2011 winner was **Reg Delahunt**, a seasoned driver who's covered more than six million accident-free kilometers, coast to coast, through 10 provinces and 44 U.S. states.
- 2012 Highway Star was **Stephen McGibbon**, an owner-operator with Milltown Trucking of Oak Bay, N.B., with over 27 years' experience on the road.
- 2013 Highway Star Award was **Brian Bertsch**, a veteran truck driver with over 35 years' experience and two-million-accident-free-miles under his seatbelt.
- 2014 Fill in your favorite driver's name here.



"Get Out of the Way, I'm Heading In"

Stephen Lill, a driver with Contrans Flatbed Group, received the 2013 Ontario Trucking Association (OTA) Bridgestone Truck Hero Award after helping to save the life of a severely injured fellow truck driver.

Lill was travelling behind a tanker truck on the QEW in Oakville, when the tanker rolled over at the mouth of the highway, trapping the driver inside while diesel fuel quickly spilled out of the truck.

"When I got out of the truck, there were some guys that told me to stop," Lill says. "They said no one could have survived that, so don't bother going to the truck. I said, 'Have you checked?' They hadn't. So I said, 'Get out of the way, I'm checking.'"

Lill called 9-1-1 and then crawled into

the cab and started talking to the driver to keep him conscious.

Bystanders asked Lill to leave for fear the diesel fuel would ignite and blow up the tanker, but he had promised the injured driver he wouldn't leave his side, so he stayed.

Once emergency personnel arrived on the scene, they were able to free the driver

and flew him to a hospital. He had life-threatening injuries, but made a full recovery.

Kim Trudgeon, the injured driver's daughter credits Lill for helping to save her father's life.

"Stephen is definitely a hero to our entire family," she says.

"We are so thankful that Stephen was there that day, who put my dad's well-being ahead of his own. We honestly believe that staying there with my dad, trying to keep him conscious, offering encouragement is a big reason why he's still with us today." — *Teona Baetu*



Stephen Lill

A Century Of Supplying Canada With What It Needs To Prosper

Welcome to the Toronto
Transportation Club:
Where rail, water, air, tarmac—
and now cyberspace—meet.

By Teona Baetu

Last year, Canadians celebrated the 100th year since the Canadian Arctic Expedition started and the 100th year since the completion of the National Transcontinental Railway. 2013 also marked the 100th year since Canada's worst Great Lakes storm, when 13 vessels were wrecked and 148 lives lost.

On December 5, 2013, 1,300 people gathered for the "Platinum Ball" at the Metro Convention Centre to celebrate another big 100th year anniversary; this one the Toronto Transportation Club (TTC), with the kind of enthusiasm celebrations of this calibre deserve.

The Toronto Transportation Club first opened its business in 1913, one year before an airplane travelling between St. Petersburg and Tampa, FL, made history as the world's very first commercial airline flight. (The plane soared at a breathtaking altitude of 15 feet.) The club was founded to foster professional and social interaction among people in all fields of transportation including rail, steamship, and of course, trucks. Planes weren't in the picture yet.



James O'Brian,
TTC past president



Chris Hadfield
at podium



Councillor Mark Grimes and
Mississauga Mayor Hazel

That was then: The centennial was marked with a splashy dinner starring Canadian astronaut Chris Hadfield, who not only inspired those in attendance with a multi-media description of his adventures in space; he also performed the David Bowie hit "Space Oddity" with the banquet band.

At one point in the presentation, Hadfield paused over a photograph of Earth taken from space and said: "I too am in the transportation business."

"We were really lucky to have Chris Hadfield. He was really

@ ONE WITH THE FUTURE: A Twitter-style recap of the 100th-Anniversary Gala

John Foss @Johnfossjr 4 Dec
24 hrs to go! @TorTransClub Annual dinner & Platinum Ball. 100 years in the making! Very Excited.

Transportation Club @TorTransClub 4 Dec
RT @shipCN: Size does not matter!
@GuyBroderick TTC the big and small players from trucking in the GTA come together to celebrate 100 yrs.

Councillor Grimes @Mark_Grimes 5 Dec
Proud to attend the Toronto Transportation Clubs 100 th Platinum Ball. Sitting a head table with Mayor McCallion.
pic.twitter.com/ub3x1Svesk

Scotty Newlands @scottynewlands 5 Dec
I'm absolutely honoured to be singing the national anthems tonight for the @TorTransClub 100th Anniversary Platinum Ball at the MTCC.

Councillor Grimes @Mark_Grimes 5 Dec
Santa visits Mayor McCallion@ head table @The Toronto Transportation Club's 100th Dinner

Truck and Trailer @Truck_n_Trailer 5 Dec
Chris Hadfield at the Toronto Transportation Club 100th Anniversary dinner.

Randall Burrell @RandallWBurrell 5 Dec
Toronto Transportation Club is now the oldest transportation club in North America.

Today's Trucking @Todaystrucking 5 Dec
Travel talk @TorTransClub: Chris Hadfield talks about being in space. Fun fact? He's afraid of heights!
pic.twitter.com/hGjNNA8RiR

Councillor Grimes @Mark_Grimes 5 Dec
"Space walking is the coolest thing ever" Commander Chris Hadfield speaking 2 the Toronto Transportation Club's 100th dinner @TorTransClub

IN WITH THE NEW!

Talk about a cross-section of the transportation industry. The **2014 Board of the Toronto Transportation Club** comprises the following industry leaders:

- Brad Bowering, Sr. District Sales Manager, Central Region, Peterbilt of Canada
- Kathy Cartan, President, Motive Media Ltd.
- Gary Fast, Associate Vice President, Transportation Operations, Canadian Tire Ltd.
- Joe Glionna, Director, Newcom Business Media Inc.
- Eric Carusi, General Manager, TPT Systems, Div. of Transpro Freight Systems
- Brad Carter, General Manager Sales & Marketing, China Shipping (Canada) Agency Co. Ltd.
- Mike Fontaine, General Manager C.H. Robinson Company (Canada) Ltd.
- Mary Clarke, Manager, Cargo Domestic Sales, Air Canada
- Cynthia Nagamatsu, Vice President, Commercial Client Services Hargraft Schofield LP
- Ted Brown, Executive Vice President of Muir's Cartage and Indis Inc., a division of Calyx Transportation Inc.
- James Mitton, Vice President, National Accounts Apps Transport Group
- Tim Boyce, Group VP Sales & Marketing, The Wheels Group
- Brian Wright, Director of Sales, Canadian Pacific Intermodal

AND MEET THE 2014 EXECUTIVE COMMITTEE

- Peter J Collins, Director National Accounts & Business Development, Multivans Inc. Elected to the Position of **PRESIDENT**.
- Tim Roulston, Director of Sales Intermodal Wholesale, CN Rail. Elected to the position of **1st Vice President**.
- Lori McCreight, Chief Financial Officer, Maritime-Ontario Freight Lines Limited. Elected to the position of **2nd Vice President**.
- John Foss, Account Manager, Trailcon Leasing Inc. will remain on the executive committee as **immediate Past President**.

well received by the crowd,” said John Foss, the club’s immediate past president.

At the same time as the organization rocketed into the cyber-space age (See @ONE WITH THE FUTURE, on opposite page) the TTC proved its roots run deep in the past. And it was never more apparent than at the Christmas party.

While celebrating the 100th anniversary, the TTC won two awards from Transportation Clubs International: one for being the oldest of its kind in all of North America, the other for having the most members—almost 1,000. Members vary from Air Canada Cargo to Canadian Pacific Railway to Canada Cartage Systems and Canadian Tire.

Supporters ranging from Santa Claus to Mississauga Mayor Hazel McCallion—who is probably the longest-serving democratically elected leader in the world—joined over 50 industry stalwarts and many of the club’s past presidents, among them 92-year-old Jim O’Brian.

“We were really lucky to have Chris Hadfield. He was really well received by the crowd.”

O’Brian was TTC president in ’62 and is the longest-surviving past-president.

During the ’60s, there was controversy among club members about the no-female members policy. At that time, the number of women in the industry was on the rise and the club made a decision to accept its first female members: Carol Endersby, Helen Stewart and

Doris Wilds. And just like that, the days of the “Old Boys Club” were officially over.

“We have a lot of respect for the past and the history of the club and its origin, its roots and where it came from. Overall it’s a great compilation of history and how it’s stuck together and manage to still be bound together and operate and still be leading the industry,” Foss said.

He credits the club’s long success to the inclusion of all the branches of the transportation industry.

“The tagline of our club is ‘Where industry meets’ and it’s true, we get all the different modes of transportation together in one setting whether it’s rail or airline, trucking and allied trades.” **TT**

Randall Burrell @RandallWBurrell 5 Dec
Toronto Transportation Club. 100th. Well attended with 1300 guests. Congratulations on a successful journey.

Today's Trucking @Todaystrucking 5 Dec
Good to see some of the people we profiled for our feature, 20 under 40, sitting at the head table. TTC Platinum Ball @JacquieMeyers

Councillor Grimes @Mark_Grimes 5 Dec
John Foss 100th Toronto Transportation Club President hands gavel to 101st President Peter Collins @TorTransClub

Peter J Collins @peter_pcollins 5 Dec
Honored to be the 101st president of the @TorTransClub, what a spectacular evening. Thanks for all of your support.

Councillor Grimes @Mark_Grimes 6 Dec
Big thank you 2 John Foss for his outstanding year as @TorTransClub President The 100th Platinum Ball was OUTSTANDING! @Johnfossjr #Liftoff

Kieran O'Briain @KEE_HR 6 Dec
Many thanks to the Toronto Transportation Club for putting on such a great event last night. It was great to see everyone. @TorTransClub

Ship CN @shipCN 6 Dec
Great event last night! Thank you @TorTransClub for hosting us. Chris Hadfield @Cmdr_Hadfield was truly inspirational.

Marie-Chantal Savoy @MarieChantal65 6 Dec
Got to listen to Chris Hadfield last night @Cmdr_Hadfield at @TorTransClub—What an amazing story, great man and pretty good #guitar player!

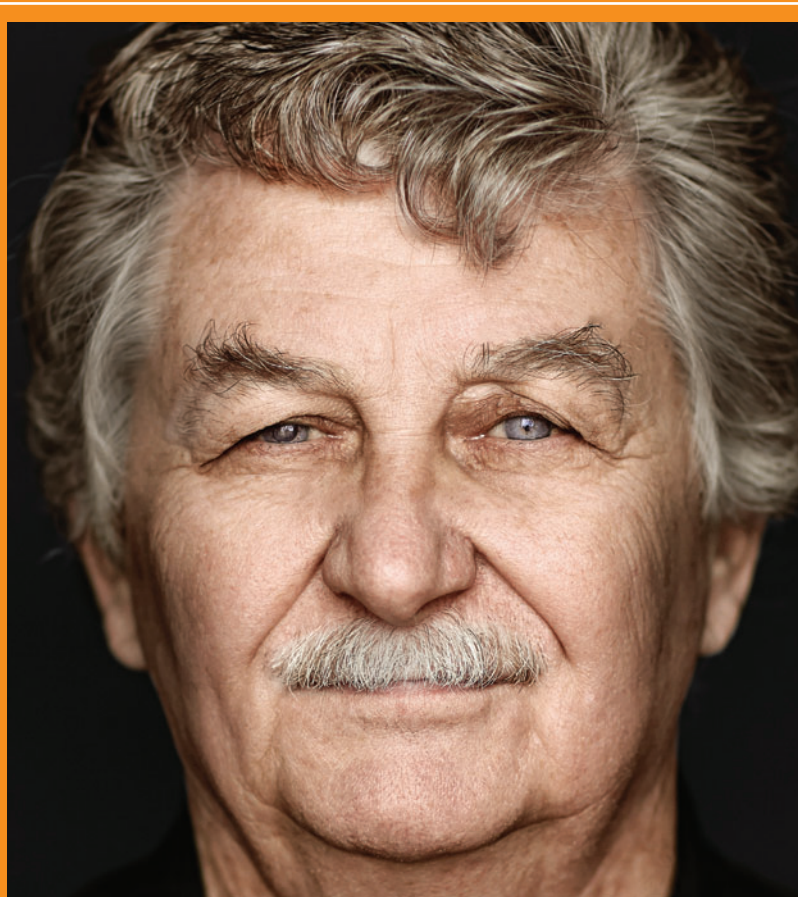
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Ray Archer, Safety Director, Ventures West Transport, Sturgeon County, Alberta

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“When we call Northbridge,

we know things will be taken care of,” says Mr. Archer. “They keep on the body shops to ensure work is completed quickly. They even subrogate claims below our deductible so we can concentrate on our business.”

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“When you make a claim, you really find out what your insurance company is made of,” says Mr. Archer. “Northbridge are great folks to work with. They’re very helpful and they’re always there for us.”



nbins.com/trucking

Ray Archer

More Uptime

PLEASE

Fuel economy is great but the holy grail of fleet efficiency is really an absence of downtime. How do you achieve that?

By Rolf Lockwood

Getting better fuel economy is a no-brainer goal for just about every truck owner out there. No surprise, though Montana cattle haulers don't always seem to care much. Exceptions aside, concern over fuel costs has been front and center since the oil embargo of 1973 and the subsequently sharp rise in the price of diesel.

That said, it's a pretty safe bet that what people should really want most of all is uptime. Just plain uptime.

Sure, let's have better fuel economy, that's a given. But what good's a five-percent improvement in fuel efficiency if the truck's spending serious time getting zero mpg in the shop while generating zilch in the way of revenue.

Taking a bunch of very rough figures that may or may not match your reality, let's assume your trucks do 500 miles a day, 800 or so km. Maybe they drink 70 gal of fuel in the process, something like 320 liters. Fuel prices will vary greatly but let's say the fuel bill is \$420. Now whack five-percent off that when you buy slippery trucks and do some driver training and generally work your buns off to use less diesel. You'll save 21 bucks a day.

Now, get wildly successful and save 10 percent. An extra \$42 in your pocket.

That's not small change, of course, especially if you can multiply either of those numbers by 200 trucks, or even just 25. With that 10-percent fuel-economy

gain you'll save about \$1,000 a month, assuming the truck operates 24 days. Cool.

But what are your costs if that 10-percent-more-efficient truck breaks down on the road and sits in a dealer's yard for a week while a part is ordered—and, quite possibly, while the dealer's local chums get their trucks serviced first? That sort of delay is all too common.

Chances are, the truck can earn \$1,000 a day, maybe quite a bit more. So there's at least \$5,000 down the tubes in lost revenue, assuming that 24-day working month, not counting the cost of repair. At that point, does it matter much that the truck is capable of saving 42 bucks a day?

And that means the emphasis put on fuel economy in our industry may be a little misplaced. Not that it should be ignored, of course. Far from it. But you can make more money—or avoid losing it—if your approach is balanced, if you define efficiency by giving at least as much weight to uptime.

The Road to Uptime

The modern EPA-era truck is in a repair bay more often and for longer periods of time than trucks ever were before, an unavoidable result of the complexity brought on by the demand to cut emissions.

These days the average heavy truck is in the shop more than three days every month, according to an informal survey done by Decisiv Inc., a supplier of service-relationship management (SRM) soft-



ware. So you start with a deficit of \$3,000 or thereabouts unless you're better—or luckier—than average. And being better simply means not seeing the truck in the company of a technician between necessary preventive-maintenance (PM) stops.

No unplanned downtime is the mantra.

A key cause of lost uptime is the dearth of skilled mechanics to do the fixing when

an EGR valve or some sensor goes south. There's nobody to blame here; it's really just demographics, and the problem isn't unique to trucking. We all hear endless talk about a driver shortage but the shortage of properly trained technicians is likely just as big a productivity killer.

Forty-four percent of fleet managers cited maximizing productivity as their primary concern in taking charge of their trucks, according to a recent survey conducted by GE Capital Fleet Services in the U.S. That's a surprisingly low percentage.

focus in maximizing fleet productivity, 29 percent cited specifying the right truck for the job. That figure also seems low.

The next most important focus was tracking downtime (18 percent). Low again, way too low. But it's encouraging to see that the Technology & Maintenance Council (TMC) created a new task force on this very subject at last fall's meeting. It's the 'Universal Downtime Tracking' group and as the name suggests, it aims to develop guidelines for monitoring commercial vehicle downtime.

equipment at waste-management giant BFI (Browning-Ferris Industries, which was disbanded many years ago), remains one of those wise men. In a recent e-mail exchange on the subject of downtime, the Houston-based Berger had this to say:

"From my experience [excessive downtime] can be caused by so many different actions... from poor management in the ivory tower to poor equipment purchasing to not enough properly trained shop personnel and drivers," he wrote.

There's also reactive rather than proac-



WORKING LIKE A DOG: GuardDog Connect is part of model-year 2015 Mack Pinnacles, Titans, and Granites rolling out this month. It can diagnose issues, schedule repairs, and confirm that the needed parts are in stock while the truck is still working.

Highlighting fleet managers' increased focus on keeping operating expenses in check, additional concerns include meeting cost-savings goals (24 percent) and understanding the impact of new vehicle technologies such as alternative fuels (20 percent).

When fleet managers were asked to name the single most important area of

The Big Picture

Wise maintenance people will tell you uptime requires a view of the big picture first and foremost, which often means nothing more complicated than buying the right equipment in the first place. And maybe spending money to save money in the slightly longer term.

Allan Berger, the long-retired head of



KEEPING TABS: Detroit Connect, which includes Virtual Technician, uses factory-installed telematics tools. A key part is this on-board tablet, developed with Zonar, seen here reading an RFID tag in a driver's pre-trip inspection.

tive maintenance, Berger said. Or "unrealistic budget constraints that affect parts availability" and too few shop personnel to do "proper and timely maintenance."

And a biggie in his eyes: "Nursing equipment along that costs more because of the downtime and repairs than depreciating new equipment that has more uptime and is more fuel-efficient.

"Sometimes it's cheaper to park dollar-draining equipment even before it's fully depreciated or paid off and replace it with newer, more-expensive-to-purchase but less-expensive-to-operate equipment that keeps going like the Energizer bunny, bringing revenue in with every trip.

"There usually is enough profit left over from operating the new equipment to pay down the parked equipment, which is a much better outcome," Berger said.

"I know there is pride in using baling wire, duck tape, and chewing gum to keep old Betsy running, sometimes a necessity. But that is not a bottom-line financial business."

More Uptime, Please



The New Tools

There are countless options on the telematics front to help win the downtime war, all of them based on communicating truck and engine data to home base, the general object being to manage maintenance timing. And, with some effort, to throw a measure of predictability into the mix. Managed well, that data is gold.

We're not quite there yet with predictive diagnostics, meaning the ability to know more or less precisely when an alternator or wheel bearing is going to fail. But if you track unscheduled downtime—and the reasons for it—carefully enough, a useful picture will emerge. Then again, who has the time to do that?

A relatively new phenomenon takes a lot of work off the maintenance chief's shoulders as some of the truck-makers themselves now offer remote diagnostics capability—and link it right to the eventual service bay, co-ordinating the whole process. Most unexpected on-the-road problems—as many as 80 percent of them—can be dealt with more or less easily without needing to bring the truck into a shop, by way of the 24/7 customer call centers that every OEM and many tier-one component suppliers maintain. But if in-shop service is needed, these new tools will shepherd your driver and your truck while keeping you in the loop all the way.

Daimler Trucks North America (DTNA) introduced Virtual Technician in 2011, the industry's first real-time remote diagnostic system, as standard equipment on model-year 2012 Freightliner vehicles



PREVENTIVE MEDICINE: PM inspections are the time to do not just scheduled service but careful checks of truck systems, with an eye to finding the sometimes little faults that can mean unexpected downtime is avoided a month or two later.

equipped with Detroit Diesel engines. It aims mainly to increase uptime. And it's very proactive.

Developed for DTNA by Zonar Systems, it transmits real-time engine diagnostics information to the Detroit Diesel Customer Support Center. Those folks then communicate with fleet managers regarding service scheduling, if necessary. Uptime will increase in large part through advance verification that the right parts needed for the repair are available. And the techs will have the vehicle's specs and history in hand before it arrives.

This past summer Detroit Diesel introduced Detroit Connect, a new telematics arm that includes Virtual Technician. The

new brand offers what are called the first OEM-provided, factory-installed telematics tools. A key part of the new offering is an on-board tablet, developed in collaboration with Zonar. A mobile device equipped with apps to streamline communications and manage driver hours of service, it's designed for Freightliner and Western Star trucks, and can be easily mounted inside the cab. Trucks will be pre-wired at the factory to accept the tablet, and it will be integrated with the vehicle's audio system.

Volvo's Remote Diagnostics is now a standard feature on every Volvo-powered VN model highway truck. Broadly similar in its aims to the DTNA offering, it also

More Uptime, Please



REMOTE POSSIBILITIES: Volvo delivered the first Remote Diagnostics-equipped trucks to Purolator. Standard on every Volvo-powered VN highway truck, it helps maximize vehicle uptime through proactive diagnostics and repair-planning assistance.

pany says that days out of service are minimized “by integrating communications, collaboration and content across the entire trucking service-and-repair ecosystem of fleets, service providers and manufacturers.”

The system drives uptime and revenue, Decisiv says, by delivering “the right information, to the right people, at the right point of service” through a shared-view web portal that streamlines communications, approvals, and notifications. SRM aims to make the repair process more organized and service levels more consistent, the result being less shop time.

“The traditional costs of commercial vehicle maintenance are measured in hard dollars,” says Dick Hyatt, president of Decisiv, “but while the trucking industry focuses on cost pressures and other challenges, many completely out of their control, fleets still ignore the fundamental business impacts associated with days [lost] for service and repair events. This fundamental flaw misses the impact... on revenue, customer and driver retention, and net profit.”

The Decisiv platform is not maintenance software, but it’s integrated with quite a few software tools like those offered by TMW, Procede, and Serti, among others.

Key integration partners include Freightliner, Mack, and Volvo among truck manufacturers, along with Cummins and Detroit Diesel and the WheelTime service network. The list is growing.

We’ll let Decisiv help write the last word here by way of some shocking statistics, albeit self-serving, about the service process. Its own customer survey done a year ago found that wrench time averaged just 16.2 percent of the entire service cycle. Nearly 84 percent of the time was needed for co-ordination and communication.

And if those numbers are broadly accurate, the impact of downtime on the North American trucking market is a whopping US\$35 billion in lost revenue and opportunity costs. **TT**



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helps maximize vehicle uptime through proactive diagnostic and repair planning assistance with detailed analysis of critical diagnostic trouble codes.

Mack’s version of this new telematics tool is built on the company’s GuardDog maintenance monitoring system, one that will come standard and free of charge for two years on model-year 2015 Pinnacles, Titans, and Granites rolling out this month. Called ‘GuardDog Connect’, it can diagnose issues, schedule repairs, and confirm that the needed parts are in stock and ready to install while the truck is still working.

Another of the newish and interesting tools comes from Decisiv. As briefly noted above, it sells a unique cloud-based service-relationship management (SRM) software that aims to measure and then help fleets manage the causes of service and repair events. Among its virtues, it’s inexpensive enough for an owner-operator (sold on a monthly subscription basis) but it’s strong enough for a big fleet. The com-

TRUCK OF THE MONTH CLUB

HOW TO FILLMORE TRUCKS WHY PRIDE IN YOUR RIDE MEANS MONEY IN THE BANK

This maroon **2003 Pete 379x** is a 625-hp testament to a trucker's sense of pride. The rig belongs to Clairville, N.B.,-based owner-operator **Donnie Fillmore Sr.**, who founded and is now contracted to Atlantic Pacific Transport Ltd. The new boss at Atlantic Pacific Trucking is also Donnie Fillmore. He's the son of the man who owns the truck and he's also the chairman of the Atlantic Provinces Trucking Association (APTA). He supplied us with these photos and told us that his earliest memories involved getting up Saturday mornings to take a cloth to the fenders on whatever truck his dad was driving.

"He'd be home Friday and on Saturday mornings we'd clean the truck so it'd be ready for when he left Sunday," Fillmore says.

As young Donnie grew, so grew Atlantic Pacific. They now run 40 mostly heavy-haul or oversized loads across the continent.

But unit 60, the one in these photographs, has a special calling. Donnie Sr., purchased it 10 years ago in North Carolina; and it was loaded, with hardwood floors, a fridge; laptop, 18-speed transmission; full leather interior; and complete gauge display.

Comments Fillmore Jr., "That truck doesn't get driven in the winter, ever." (*The Fillmores made an exception for this photo shoot.*)

To Fillmore, that is emblematic of the way the fleet rolls. His father, like his carpenter grandfather before him, is an assiduous detail man who believes that attention to detail and appearance breeds prosperity.

"If you talk to anybody in Atlantic Canada who knows my father, that's probably the one thing that they'll tell you—his stuff had to be just so. It was always clean; always polished."

"We promote pride in your equipment. We feel there's a benefit for our customers.

I also know we benefit when I'm talking to my staff and we prove to them that it's about pride and being recognized for what you do and doing the right thing."

"Customers sure notice that attention to detail and I think it pays off at inspection time; when you come in with a clean truck and a logbook that's all in order; that gets you noticed. And the competition definitely notices when your trucks are shiny."

Fillmore also pointed out that clean vehicles stand out from the pack even more vividly in rural areas. "In the city, clean vehicles don't stand out that much, but out in the country, where there are lots of dirt roads, people stand up and pay attention when they see a shiny new-looking truck like this."

But even Fillmore concedes that a 2003 with only 240,000 miles on its C16 Cat engine is a tad impractical. On the other hand, he says that speaks to the very human element that seems to permeate the trucking industry.

For one thing, trucking runs in families in more ways than one. Donnie Sr. had three brothers, Allan, Daryl and Neil, and they all grew up to be drivers.

Plus, no matter how serious the business, there's something about trucking that appeals to the kid in all of us.

"The boys," Fillmore says, "still love their toys, that's for sure."





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We will be searching the country over the next few months for topnotch candidates and between now and year's end, we will be pounding the social media for input, likes, dislikes, comments, retweets and favorites. Come December, we will be declaring one of the candidates **Truck of The Year**. **Why?** For the same reason Donnie Fillmore keeps that Pete off the highways during the winter. Because we love our trucks, that's for sure.

Donnie Fillmore



Send your ideas or photos to peter@newcom.ca or Today's Trucking Magazine, 451 Attwell Drive, Toronto, ON. M9W 5C4



SMOOTH OPERATORS: What you pour into your engine can affect what you get out of it.

Photo credit: Chevron

Good for What Oils You

Oils & Lubes *Lighter, blended oils can save fuel, but if you're not watching you might not notice. By Jim Park*

Engine oil enjoys some of the strongest brand loyalty of any product in regular use in trucking. Trying to get truckers to change brands is like asking them to watch a tennis match rather than a NASCAR race. Imagine then, the struggle facing the oil companies in convincing fleets and owner-operators to look at a different grade of oil.

The industry standard has been 15W-40 for as long as most of us can remember. It has been tweaked and poked many times over the years, and has risen to all challenges, including the demands imposed by the EPA's 2007 and 2010 emissions reductions mandate. It's been a trusted partner for a long time.

Oil companies are now bringing 10W-30 and even 5W-30 oils to market that we wouldn't have even considered a decade ago. It's all driven by fuel economy. These lighter viscosity oils promise reduced internal friction and hence less parasitic mechanical drag. Most claim a possible fuel economy advantage of about 1.5 percent.

"Changing oils is an easy way to improve fuel mileage," says Leonard Badal, Global Commercial Sector manager at Chevron Products Company. "You're not making any modifications to the truck or the engine."

While Badal admits lubricants are not huge contributors to fuel efficiency, such as driver skill or truck configuration, he

says the benefit derived from the lower viscosity oils is noticeable.

"The cost increase is modest, maybe 1.2 times the cost of a mineral-based 15W-40, but semi-synthetic 10W-30 is a lot less expensive than the full-synthetic 5W-30 oils," he says. "The reduction in internal friction is measurable, translating into a small fuel-consumption improvement. The worst you might have to do is update an ECM setting so that the thinner oil won't trigger a low oil pressure warning."

Shell's OEM Technical Manager, Dan Arcy, says producers have to be careful in making fuel economy claims. Everybody does it, but if the product doesn't measure up, they lose credibility. He says Shell has lab and field tests showing a 1.6-percent gain with the T5 10W-30 compared to 15W-40 on medium-duty trucks in a high-idle, low-load urban environment.

"We first run tests in controlled lab environments where we can measure

LOW-ASH OILS FOR NATURAL GAS

The Cummins-Westport ISX12 G and ISL G engines require a different oil formulation than diesel engines. Generally, with diesel engines, the main concerns are effectively handling the soot and acids generated by the combustion of diesel. Natural-gas engines, on the other hand, are sensitive to the specific ash level of the engine oil.

"Oils for natural-gas engines need to be formulated to withstand high rates of oxidation and nitration," says Petro-Canada's John Pettingill.

Combustion temperatures in natural-gas engines are considerably higher than those of diesel engines. Certain problems can arise because of those higher temperatures.

"Spark-ignited natural-gas engines run somewhere in the range of 1,100 to 1,200 degrees Fahrenheit, compared to diesel's 700 to 800 degrees," says Leonard Badal of Chevron. "The problem is, at those temperatures the lubricant tends to volatilize and any residual ash in the cylinder will adhere to the exhaust valves and the spark plugs. That ultimately would mean more frequent spark plug changes and possibly some major engine maintenance down the road."

The low-ash oils, Badal says, prevent that kind of fouling of the combustion chamber. The problem for the exhaust valves is that sulfated ash will accumulate on the valve creating a hot spot, which can eventually melt through the valve.

"Eventually, you'll get valve guttering from the extreme heat concentrated on a single part of the valve," he says. "That means if you melt part of the valve seat away, the valve will get weak enough and crater

through the engine, which pretty well kills it."

Badal says the ash can also build up on top of the pistons creating hot spots that can crack or even melt through the piston.

So fleets running both natural-gas and diesel engines will need to maintain an

inventory of both types of oil and take precautions not to mix them.

"That will be a bit of a challenge for the fleets running diesel and natural-gas power," says Shell's Dan Arcy. "They will need one oil for the diesels and another for the natural gas engines. It's just one more fluid they will have to keep on site."

Petro-Canada recently launched an oil specifically formulated for natural-gas engines, DURON GEO LD 15W-40. Chevron offers its popular Delo brand oil in a natural-gas formulation, Delo 400 NG 15W-40, and Shell offers Rotella T3 NG 15W-40. Mobil offers Delvac Super GEO 15W-40.

While it's still early for natural gas, already some oil companies are working on lower-viscosity oils with improved fuel economy in mind.

"The natural-gas engine market is expanding quickly and we're already seeing interest in lower-viscosity oils for those engines," says Badal. "We have not yet commercialized such an oil but it's in the works."



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Mixed fleets suffering the slings and arrows of outrageously expensive diagnostic equipment now have an alternative to multiple sets of gear from numerous OE suppliers. A Spanish company called **Cojali Group** offers a multi-brand diagnostic repair tool called **Jaltest**, and it's available to fleets and independent repair shops.

At a recent press event near Campo de Criptana, Spain, Emilliano Morales, Cojali's Florida-based director of sales and business development told *Today's Trucking* that the device will level the playing field for non-OE repair shops currently turning away business because they can't repair proprietary OE systems.

"In today's competitive commercial vehicle repair market, Jaltest will open doors to independent shops previously shut out of certain business," he says. "Without violating warranty or infringing on any truck manufacturer's intellectual property, we can offer those shops an entirely new business channel, and we can help fleets save time and money queuing up for proprietary diagnostics and repair previously only available at a dealership."

Cojali has been a serious player in the European medium and heavy truck markets for more than 20 years. Various branches of the company produce aftermarket parts ranging from fan hubs to automatic brake adjusters, along with many electro-mechanical actuators and even ABS control systems for trucks, buses and trailers. The company also specializes in the remanufacture of electronic components and has its own software development team.

Cojali has used that breadth of experience to develop the Jaltest tools and diagnostic suites that feature a common interface for the user across all OE brands and a set of hardware tools that connect the tool to any North American truck dataport.

Cojali has also been producing vehicle diagnostic systems since 2002, and has built an extensive library of OE data. There are very few systems Jaltest cannot access on OE equipment, principally systems requiring programming passwords, such as engine up-rates, some calibrations, etc.

With Jaltest, fleets and non-OE shops have access to much engine and transmission data including block diagrams and diagnostic codes for expanded repair possibilities, including cylinder cut-offs, cylinder balance, DEF system diagnosis, and many more specific actuators for all North American HD truck and diesel engines, many automated and automatic transmissions as well as trailer ABS systems.

According to Cojali's Director of Engineering, Fernando Iniesta, there's almost nothing the system cannot diagnose.

"Jaltest supports up to 90 percent of everyday diagnostic chores and repair procedures, and has diagnostic data from 250 brands and 1,200 models worldwide," he claims.

Cojali first brought Jaltest to North America in 2010. Mike Delany, president and CEO of the WheelTime group—a North American chain of independent service outlets with more than 200 locations—saw the device and recognized its potential as a game-changer here, and began working with Cojali to optimize the device for our needs. Through a partner-



NO BORDERS HERE: The Jaltest diagnostic kit includes an interface and all the necessary connector cables. It runs on any Windows-based computer or tablet.

ship with WheelTime, Jaltest has been available in North America since 2012, and with further distribution and marketing agreements in place, the device is now available to any shop or fleet in the country.

According to Jill Gingrich, WheelTime's director of client support, WheelTime will handle North American distribution and support for Cojali's Jaltest devices, and will facilitate user training as well as software updates, etc.

Gingrich says the diagnostic kit and initial software package will sell for about US\$5,200. Annual software updates will cost customers about \$1,000 per year (three updates) and all data is downloadable, so there's no need to manage a library of CDs or hard copy. Compare that to the cost of several individual OE diagnostic systems and multiple license renewals for OE software and Jaltest starts looking mighty attractive.

For more visit www.jaltest.com/en/

things very precisely, but we know we have to take the control test out on the highway or on a test track and then into the real world," Arcy says. "We take great care to measure and track the results, but typical fleets don't go to those lengths. The ones that do will see the gains."

With lower-viscosity oils, thinner films, and an assumption that thicker has to be better, will fleets willingly give up that perceived engine protection benefit for a

nearly intangible fuel economy gain?

"It's evident there is a growing trend in the industry to switch to thinner, lower viscosity fluids to help improve fuel economy," says John Pettingill, product specialist, R&D, with Petro-Canada Lubricants. "However, we've also heard fears from many fleet managers about the quality of protection in lower viscosity oils."

Pettingill says even in today's most advanced engines, which run on ultra-low

sulfur fuel, soot can have a significant impact on engine performance.

"In fact, as engine loads get heavier and drain intervals are extended further and further, the relevance of soot has never been greater," he notes. "But with an engine oil like DURON-E 10W-30, fleet managers can benefit from using a lower viscosity oil for better fuel economy, and still effectively protect the critical components of their engines."

In Gear

The shift to low viscosity oils is echoed by Shell's Arcy, who reminds us that all of the engine manufacturers are now factory filling with 10W-30.

"It started with Volvo in 2007, and soon all the others were onboard with allowing the use of the lighter 10W-30 oils," he says. "In just a few years, they have gone from allowing to factory filling with those oils. That has to tell you something."

A Case for Full Synthetics

Way out at the end of the spectrum lay the full synthetics; the 5W and even 0W oils. These can cost twice as much or more than mineral-base oils, and be rather difficult to cost justify. All the performance benefits are there: thinner film, lighter viscosity, better protection and fuel economy gains too, but while the additive packages will live a good long time, soot accumulation means they still need to be drained at nearly the same intervals as less expensive oils. So why bother?

Cold-weather performance.

In 2011, Shell Canada released Rotella T6 0W-40 for use in extreme cold. Shell says it provides the best low-temperature flow within the Rotella portfolio. Engine makes will tell you that the worst moment in an engine's life is start up. In super-cold temperatures, it can take a full minute or longer to get mineral oil into the upper reaches of the engine, and that's when the most wear occurs.

According to Pettingill, when you start with a lower viscosity oil, there is less impact on performance when the oil experiences thickening for any reason—such as soot, temperature range, etc.

"It only makes sense that these thinner oils can naturally flow better, with less energy needed to circulate them through the engine, which can improve the overall engine efficiency," he says.

But there's another potential gain with these low viscosity oils: reduced wear and tear on the starters and batteries and surer cold weather starts.

A few years back, the now-retired maintenance manager of PAM Transport in Tontitown, Ark., Carl Tapp, did some cold-weather start-up tests and found that synthetic oils ease the load on starters and batteries.

"You need a certain rpm at the flywheel to get the engine to fire," Tapp says. "When it's cold and your oil is thick and your batteries are marginal, you might not get the 80 to 90 rpm you need."

Tapp says today's engines have much tighter internal tolerances than previous engines, making them harder to crank. High-pressure common rail fuel injection adds even more load to the starter. Tapp's tests showed that a 5W-30 oil versus a 15W-40 oil improved the startability of the engine considerably, but his testing showed it still took 22 seconds of cranking to fire the engine.

"That was a minus-20C cold temperature test, but in even milder weather with marginal or weak batteries, the oil viscosity makes a difference," he says.

The coming fuel-economy regulations are pushing engine makers toward lower viscosity oils to gain even that tiny advantage, and while petroleum-based oils are still very much in the game, the next round of GHG reduction targets, due in 2018, could solidify the case for synthetics—or at least semi-synthetics. **TT**



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4 Trends in Liquid Tank Trailers

From federal regulations to spec'ing a new liquid tank trailer, there are many specific concerns for the liquid bulk tank truck industry. By Kate Harlow

The world of liquid bulk tank trucking is highly specialized and highly fragmented. According to National Tank Truck Carriers President Dan Furth, tanks make up approximately five to 10 percent of the trucking industry. About half of those are involved in hauling fuel. With petroleum production increasing domestically and the overall economy on the mend, the liquid tank segment is doing well.

“Everyone is operating right now at a pretty good pace. The liquid tank truck segment is currently outperforming all other trucking segments largely due to the boom in oil and gas exploration. Trucking is a major economic indicator of the over-

all economy, and the bottom line is that fuel and chemicals tend to hedge the cyclicity of the economy at large,” Furth says.

Many issues face the liquid tank industry, from government legislation, hazmat and cross-border concerns to ways to make tank trailers lighter and more fuel-efficient.

1 Move to dedicated carriers Trucking is a very low margin business, and it is a very expensive business—for the tank trailer industry, even more so.

“Getting into the liquid tank industry requires a serious investment. The industry is highly specialized no matter which commodity market you’re serving,” Furth says. The equipment is highly specialized

and is much more expensive than your average dry van.

“A strong operator would have a loaded mile ratio at about 60 percent, which is much lower than the average truckload carrier and that’s due to the specialized nature of each individual trailer. Since you can’t put certain products into certain trailers, it’s common for tank trucks to generate revenue even when they are empty.”

Due to the highly specialized nature of the segment and the shortage of qualified drivers, Furth says there is a movement toward more dedicated contract carriers.

“For some [shippers], it comes down to either contracting a dedicated situation or they may not have their product hauled.”



Wabash National's The Walker Group says that there is a move to make liquid tank trailers lighter and more fuel-efficient.

2 Spec'ing for fuel efficiency and corrosion prevention

Fleets spec'ing liquid tank trailers are looking to lose weight and be more fuel-efficient, like other trailer types.

For instance, the Walker Group, a division of Wabash National, offers three options to make liquid tank trailers more fuel efficient, according to John Cannon, vice president of engineering.

The company recently introduced the DuraPlate AeroSkirt for tank trailers, which it says may yield up to a seven percent improvement in fuel economy at highway speeds.

Two more fuel-saving/lightweight options are in the structural makeup of the tank trailer itself.

"The Lean Duplex 2 DOT specification tank trailers weigh about 700 pounds less than typical variants, and our new composite jacketing reduces tare weight of an insulated tank trailer by up to 300

pounds," Cannon says. Another example is the Macsimizer recently introduced by Mac Trailer, which has smooth-side walls for less drag resistance and air fairings to maximize aerodynamics and increased fuel mileage.

While corrosion from road salts is a problem for all trailers, with tankers you also have to worry about corrosion from what you're hauling. That's why NTTC and trailer makers are working to develop the first Liquid Products Database.

"This preventive measure will allow several decision-makers at all subscribing carriers to have better information up front to assess the compatibility of a chemical solution with a particular tank," Cannon says.

"According to a 2002 study by the Federal Highway Administration and NACE International, the annual cost of corrosion for over-land hazardous material transportation is about \$900 million."

Diesel Price Watch



TOTAL

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	142.4	0.0	124.4
VANCOUVER *	144.9	0.5	100.3
VICTORIA	139.3	0.8	102.5
PRINCE GEORGE	138.1	1.4	104.9
KAMLOOPS	142.3	2.1	108.8
KELOWNA	143.4	2.7	109.9
FORT ST. JOHN	141.4	0.5	108.0
YELLOWKNIFE	140.9	3.3	121.1
CALGARY *	126.1	-0.8	107.1
RED DEER	122.7	0.4	103.9
EDMONTON	125.4	1.0	106.4
LETHBRIDGE	128.4	0.0	109.3
LLOYDMINSTER	127.9	1.0	108.8
REGINA *	131.9	0.4	106.6
SASKATOON	129.7	-0.7	104.5
PRINCE ALBERT	128.6	1.7	103.4
WINNIPEG *	130.7	0.8	106.5
BRANDON	130.5	0.4	106.3
TORONTO *	132.4	1.1	98.9
OTTAWA	136.6	1.7	102.6
KINGSTON	132.3	0.0	98.7
PETERBOROUGH	131.6	1.4	98.2
WINDSOR	131.3	0.5	97.9
LONDON	132.6	0.0	99.0
SUDBURY	136.4	0.2	102.4
SAULT STE MARIE	136.1	0.6	102.1
THUNDER BAY	142.9	0.1	108.2
NORTH BAY	134.2	-0.4	100.5
TIMMINS	138.8	1.0	104.6
HAMILTON	133.6	2.4	99.9
ST. CATHARINES	130.9	0.0	97.5
MONTRÉAL *	143.9	2.0	101.0
QUÉBEC	142.5	1.6	99.7
SHERBROOKE	143.2	1.8	100.4
GASPÉ	144.4	2.0	105.2
CHICOUTIMI	142.4	2.0	103.5
RIMOUSKI	143.7	2.0	102.6
TROIS RIVIERES	143.9	2.0	101.0
DRUMMONDVILLE	143.9	2.0	101.0
VAL D'OR	140.7	1.3	102.0
SAINT JOHN *	143.8	2.0	104.1
FREDERICTON	144.2	1.8	104.4
MONCTON	144.3	2.0	104.5
BATHURST	146.2	1.8	106.2
EDMUNDSTON	143.6	-0.1	103.9
MIRAMICHI	145.5	3.0	105.6
CAMPBELLTON	144.4	1.2	104.6
SUSSEX	144.1	4.4	104.3
WOODSTOCK	146.3	1.9	106.2
HALIFAX *	141.9	1.6	104.0
SYDNEY	145.0	1.8	106.7
YARMOUTH	144.8	1.8	106.5
TRURO	143.2	1.5	105.1
KENTVILLE	142.6	1.8	104.6
NEW GLASGOW	144.2	1.8	105.9
CHARLOTTETOWN *	148.3	5.0	105.9
ST JOHNS *	145.8	1.7	108.5
GANDER	145.3	1.7	108.1
LABRADOR CITY	151.1	1.6	113.2
CORNER BROOK	146.5	2.1	109.1
CANADA AVERAGE (V)	135.1	0.7	103.0

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

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3 Driver shortage

The entire trucking industry is feeling the pinch of an increasing lack of qualified drivers, and tanker fleets are no exception. "With the highly specialized nature of this business, the shortage is even more severe than in other segments," Furth says.

There is also a shortage of qualified liquid tank trailer technicians and mechanics, he says.

It's made worse by the addition of federal, state and local regulations for hazmat that other types of fleets don't have to deal with. Furth cites Boston's ban on hauling hazardous materials as an example.

In addition, due to the often-dangerous nature of their cargo, liquid tank trailers are highly scrutinized as a potential tool for terrorists.

"We have never had a tank truck in North America involved in any terroristic activity, but it has happened in other places in the world," Furth says. "This concern has resulted in yet another branch of the government that seeks to regulate our industry."

This leads into the concern over the controversial Transportation Worker Identification Credential or TWIC card. This card was initiated as a security measure in an attempt to limit access to maritime port facilities.

For tank truck drivers, the TWIC card is causing some headaches. To get a TWIC card, the driver must have a current tank truck endorsement as well as a hazmat endorsement, which have separate fees.

4 Border crossing

Recently, the U.S. Custom and Border Protection agency decided there is a serious problem of liquid tank trailers not being fully emptied before they are brought back over the border.

"They discovered this accidentally," Furth says. "Current procedure is that CBP X-rays every rail car that crosses the border, and they realized that there was material left in some tank cars as they returned to the U.S."

CBP officials have decided they need to regulate all liquid tank transportation, including tank trucks, much more closely. The CBP did accept a Safe Harbor for truckers that would allow them to

cross if residue is less than three percent of the trailer's capacity and if there is no commercial value to the product. But determining that residual capacity is the problem.

"Almost every product features some adherence to the inside of the tank trailers. The driver could never know the volume of residue," explains Furth. Due to safety concerns, the driver and officials

are trained to avoid opening the tank trailer itself to check the levels.

"The only way to ensure that there is no product left means the trailer must be washed and cleaned prior to crossing the border. Otherwise, you're looking at considerable brokerage expense per load. The trailers are unloaded the best that they can be. No one is intentionally smuggling one-tenth of a tank load into the country." **TT**

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NEW STEEL-WHEEL COATING

ACCURIDE'S STEEL ARMOR COATING EXTENDS STEEL-WHEEL LIFE

Accuride has introduced Steel Armor, calling it a "ground-breaking advance" in coating technology for commercial vehicle steel wheels. A proprietary three-phase coating process, it uses enhanced corrosion-fighting properties to extend steel-wheel service life by up to two additional years, the company says, as compared to standard coatings.

Steel Armor's rust protection will dramatically reduce fleet-maintenance costs, Accuride claims. The new powder-coating technology employs a proprietary protection process that provides sharp-edge protection, which means reduced corrosion on wheel edges where rust tends to form first. These areas include flanges, hand holes, bolt holes, and hub holes on stud- and hub-piloted steel wheels. The coating contains the growth of corrosion by blocking rust at the point of entry when gouges, chips, scrapes, and scratches expose the metal. Other coatings, according to Accuride, won't stop rust from getting underneath paint and expanding across the wheel's metal surface.



To prove the point, Accuride says it exposed wheels coated with Steel Armor to a broad range of corrosion performance tests that eclipsed traditional industry testing standards, completing 12 independently performed tests in all. These included industry-standard salt-spray and chip-resistance tests plus other more exacting trials.

Accuride says the coating will launch commercially in the first quarter of 2014. See www accuridewheelendsolutions.com

Lightweight Mack Refuse Hauler

The new Mack Granite MHD rear loader offers an alternative to the existing Mack refuse product line

Introduced recently at the 2013 Canadian Waste and Recycling Expo in Montreal, **Mack's** new rear loader offers refuse-hauling customers a cost-effective vehicle that's also tough. The Granite Medium Heavy Duty (MHD) rear loader offers a reduced-weight option for refuse companies and municipalities wanting a truck built for lighter-duty cycles, such as short inner-city routes or those in smaller towns. Because the Granite MHD has lighter-weight components than other refuse models, it offers a less expensive alternative to help fleets increase their return on investment.

The clean back-of-cab design of the

Granite MHD accommodates a range of body options and makes the vehicle well suited to rear-loader applications.

Available in 4x2 or 6x4 configurations, the truck is equipped with a Cummins ISL9 345-hp engine with a torque rating of 1150 lb ft. It's available in a class 7 configuration when configured as a 4x2.

The MHD rear loader's cab is said to offer improved driver comfort because it's mounted on airbags and shocks. With a short bumper-to-tire distance, the truck has a superior front-end swing clearance, says Mack, and an excellent wheel cut that allows it to maneuver in and out of tight collection sites.

See www.macktrucks.com

AUTO-HAULER TIRE

BRIDGESTONE HAS LAUNCHED THE M749 DRIVE TIRE FOR AUTO HAULERS

Bridgestone Commercial Solutions has launched the M749 drive tire, the first time it's designed a tire specifically for long- and regional-haul car carriers.

The M749 comes in a new size unique to the Bridgestone lineup, 295/60R22.5. The company says it's built to withstand the carrying capacity demands of the

auto-haul segment while also maintaining the maximum sustained speed necessary when traveling long stretches of highway.

Additional features of the Bridgestone M749 include: patented WavedBelt design

to minimize belt stress at the edges, preserve casing durability, and reduce casing growth; tie bars to control movement of the shoulder tread block for low rolling resistance and long, even wear; multiple cross-rib sipes to improve traction by slicing through water for a solid grip on wet roads; and flexible groove-fence partitions in the tire groove to dampen noise production.

The Bridgestone M749 is available now. See www.bridgestonetrucktires.com

HENDRICKSON BUMPER FOR PETERBILT

ALL-MAKES AFTERMARKET PROGRAM ADDS AERO CLAD BUMPERS FOR PETERBILT MODEL 367 AND 587 TRUCKS

Hendrickson Bumper and Trim has added AERO CLAD bumpers for the Peterbilt Model 367 and 587 trucks to its all-makes aftermarket program. Offering weight savings with a bright mirror-like finish, they're said to be more durable than traditional chrome metal bumpers.

IS COLD WEATHER AN ISSUE WITH CNG/LNG?

Does cold weather bother trucks running on CNG or LNG? Nope. Natural gas trucks perform just fine and can get the job done even in some of Canada's harshest cold weather conditions, says a report released in Ottawa.

Called '*Evaluation of the Winter Performance of Compressed Natural Gas Refuse Trucks*', it documents the cold-weather operation of a fleet of 18 CNG refuse trucks run by **EBI**, which was one of Canada's first heavy-truck fleets to run the fuel.

The fleet of 18 Peterbilt trucks with Cummins Westport 8.9-liter engines has been operating over two years at winter temperatures as low as -16 degrees C (3 F). The report's main finding is that factory-built CNG trucks operate well with no issues in cold weather, provided that normal winter aids are used and the vehicle design is suitable for cold weather in the first place. EBI has since gone on to purchase another 32 CNG trucks, not incidentally.

The 42-page report also highlights early learnings from a fleet of 58 CNG refuse trucks operating in Winnipeg by Emterra Environmental. See www.cngva.org



The new Model 587 bumper has an additional 2.8 in. of ground clearance, compared to the factory unit, making it less susceptible to damage caused by curbs, ramps and snow drifts. Its Model 367 mate is said to be 26 lb lighter than the steel OEM bumper option.

AERO CLAD bumpers are also corrosion-resistant. Their bright mirrored finish will not pit, fade or crack like chrome-plated bumpers, Hendrickson says, and they don't require touch-ups like painted types. They come with a five-year limited warranty.

AERO CLAD is a bi-metal material that bonds stainless steel and aluminum at a molecular level. The result is a finish that will not rust, peel or fade over time. It's much lighter than traditional steel while maintaining higher yield strength.

The new bumpers are available now through Peterbilt dealers.

See www.hendrickson-intl.com

TWIN-STEER PREP KITS

FREIGHTLINER LINKS WITH QUEBEC'S SIMARD SUSPENSIONS TO OFFER TURNKEY TWIN-STEER SETUP

Freightliner Trucks is now offering twin-steer chassis prep kits for its 114SD and 122SD truck models. They'll serve to quickly facilitate aftermarket conversions and installation of second steer axle and heavy-duty suspensions, meaning faster delivery to the customer.

Freightliner has partnered with **Simard Suspensions** of Baie-Saint-Paul, Quebec, to offer the turnkey kits that are ideal for heavy-duty applications such as crane, dump, wrecker, mixing, and logging. A severe-duty twin-steer chassis provides a stable platform for increased truck efficiency and performance.

The kits provide a simplified transition from factory to conversion in a cost-effective and timely process that still allows for customization, says Freightliner.

See www.freightlinertrucks.com and simardsuspensions.com/en/



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MULTI-TEMP HYBRID REEFER

CARRIER TRANSCOLD'S NEW VECTOR 8600MT SYSTEM IS 10% LIGHTER

The new Vector 8600MT hybrid unit from **Carrier Transicold** is said to advance multi-temperature trailer refrigeration with new smart remote evaporators that improve operational efficiencies and reliability while enabling easier installation.

It's the first commercially available multi-temperature trailer refrigeration unit that meets the 2013 EPA Tier 4 standard.

It promises to help customers in reducing fuel consumption and maintenance costs, environmental compliance, quiet operation, lower total cost of ownership, and trailer configuration flexibility, the maker says.



The 8600MT is a third-generation refrigeration system for North America, sharing key attributes of its recently introduced single-temperature sibling, the Vector 8500. Both are claimed to provide significantly reduced weight and greater refrigeration capacity.

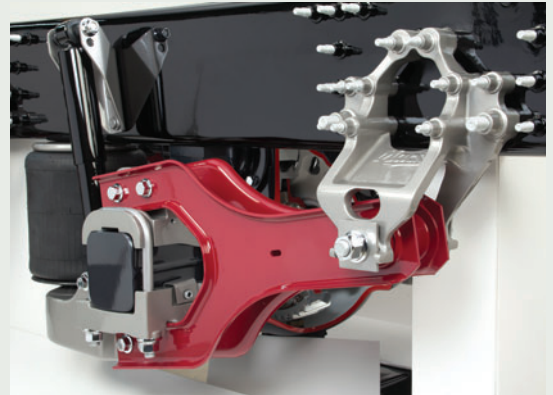
The new Vector models are also the first North American trailer units to use a fully hermetic electric scroll compressor. Proven efficient and reliable in Carrier's refrigerated marine container systems, the company says, the scroll compressor has 70% fewer moving parts and is 200 lb lighter than a traditional reciprocating type. The host unit sports a

MACK SUSPENSION WINS SWEDISH PRIZE

MACK'S Twin Y air suspension won the 2013 Swedish Steel Prize, an annual award recognizing the world's most innovative design using high-strength steel. It was one of four finalists.

The Twin Y is the trucking industry's first suspension to use high-strength steel in a unique Y-shaped design. The strong yet lightweight design is said to reduce suspension windup and significantly improve traction and braking control.

Mack will donate the 10,000 euros (\$13,400) award to the Wounded Warrior Project, a non-profit organization that empowers wounded service members in the U.S., raising public awareness and providing programs to meet the needs of injured servicemen and women.



The suspension uses two stamped, high-strength steel Y-shaped blades at each wheel end. It's said to offer a more stable ride, better handling, and gains in fuel efficiency. Because of the greater flexibility of the steel and the reduced torque reactivity and lighter weight design of the Twin Y, truck components last longer and tire life is extended, says Mack. The load of the suspension is completely on the air ride and not on the pivot bushing, a key design feature that contributes to a smoother ride.

It's available on the company's Pinnacle Axle Back and Axle Forward models, paired with the Mack S38 and S40 series axles and C125/126 and C150/151 carriers, ensuring that all components work together. [See www.macktrucks.com](http://www.macktrucks.com)

10% weight reduction overall compared to its predecessor.

With the Vector 8600MT, one or two remote evaporators can be added to the host system, enabling a total of up to three refrigerated compartments within a single trailer, each maintained at a different temperature set point.

As with other 2013 Carrier Transicold truck and trailer refrigeration units, the Vector 8600MT unit incorporates performance-boosting ecoForward technologies.

See www.carrier.com/ecoforward

REMAN AIR COMPRESSOR

MERITOR WABCO WILL SOON RELEASE A REMAN MACK ASET AIR COMPRESSOR

Meritor WABCO has introduced a remanufactured System Saver air compressor for select trucks that use the Mack ASET engine. Its quality is comparable to a new compressor, the company

says, with the extra ecological benefit of recycling versus adding material to a landfill. A typical compressor contains approximately 40 lb of steel, iron, and aluminum, which has the metal content equivalent of approximately 1200 beverage cans.

WABCO is the original manufacturer and its subsidiary, WABCO Reman Solutions, remanufactures the compressor, making it the only Mack ASET compressor on the market tested to the same strict specifications as an original OEM product. Each compressor goes through a rigorous teardown and inspection process and is thoroughly remanufactured using OEM components.

The remanufactured compressor will be available through Meritor's Aftermarket group on January 2, 2014, to be serviced through that organization as well.

See www.meritorwabco.com and www.am.wabco-auto.com/remanabout_reman

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The image displays two representations of the 'Truck and Trailer' brand. On the left is a magazine cover for October 2013, featuring 'Canada's #1 Source for Heavy Trucks and Trailers' and 'Load Covering Solutions Ltd. CANADA'. The cover highlights 'LOAD COVERING SYSTEMS' and includes images of various trucks and trailers, such as 'STEEL HAULERS', 'the LOOK' (Engineered Sliding Systems), 'SLIDE-GIT' (Steel Trailer's World), 'ALC' (Flat Top Systems), 'Aggregate Arm Systems', 'Agricultural Side Roll Systems', 'Side Roll', 'McMurray', and 'ALCS' (Roll Over Protection Systems). Contact information for the magazine is provided at the bottom.

On the right is a screenshot of the 'Truck and Trailer.ca' website. The site is a Canadian directory for new, used trucks, trailers, and related equipment. It features a search interface with filters for 'BUY' (Trucks: 12,253; Trailers: 2,912) and 'SELL', and a 'FIND A DEALER' section. The website also includes a 'PRODUCTS & SERVICES' section, 'INDUSTRY NEWS', and a 'FEATURED INVENTORY' section with images of various vehicles like a 2004 Freightliner, 2008 Freightliner, 1977 Peterbilt, 2009 Volvo, 2013 TCC, 1988 McPherson, and 2014 Mack. The website's URL is http://www.truckandtrailer.ca/.

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FUEL FOR THOUGHT

A few thoughts on where commodity prices and exchange rates will be heading in 2014.

— By **Bob Tebbutt**

\$ 85 billion per month. That's how much the U.S. Fed "fed" banks over the past few years in order to take their toxic loans into the Fed's balance sheet and pour newly printed money into the banks. And it also ordered the banks not to lend it until given the green light.

The policy was meant to keep interest rates low but was artificial. Meantime the economy was, on its own, slowly creeping out of its troubles as housing started to improve and corporations strived to get money to run their operations, which they were able to achieve by paying higher interest rates, since the middle of 2012.

SO WHERE DO WE GO FROM HERE?

First, I believe that the Fed will cut back on the stimulus funds over the next few months. In fact, it has already started the process. And, the Fed is allowing interest rates to rise faster. The economic news out of the U.S. is very strong, so stimulus is not needed, and the banks who received the \$85 billion per month were told to hang on to it to build their balance sheets.

Crude-oil and natural-gas costs will remain steady because there are plenty of those commodities in North America. But since the U.S. is not allowed to ship crude out of the country because of a 100-year-old law, North

American prices will stay well below international prices while a lack of pipelines to ship Canadian crude to the U.S., means Canadian crude will stay low compared to U.S. prices.

However, as heating oil, diesel and gasoline can be shipped out of the U.S., those prices will be influenced by international prices and will continue to strengthen as U.S. refineries take advantage of more profitable international product prices.

Natural-gas exports from North America can't be shipped because there are no facilities to handle LNG shipments, and while British Columbia is encouraging LNG production, the U.S. is closer to opening operations to take

advantage of international prices which are, in some cases, five times higher than Canadian and U.S. prices.

The Canada-U.S. currency exchange rate is weakening towards an important level of support—where the U.S. dollar is worth between 93 and 94 cents Canadian—and since the central banks have always controlled the rates to suit their purposes, it appears that the Bank of Canada is going to let the Loonie dive in order to encourage exports, especially from Ontario where 500,000 jobs have been lost over the past few years as energy costs have been soaring. (The rest of the continent is seeing prices drop.)

Be prepared by protecting yourself.

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.

T680 GETS ETRAC

THE KENWORTH T680 IS NOW AVAILABLE WITH BENDIX ETRAC AIR-BAG TRANSFER SYSTEM

The **Kenworth** T680 is now available with the **Bendix** eTrac air-bag transfer system for 6x2 axle configurations.

A Kenworth T680 specified in a 6x2 axle configuration is said to offer reduced weight and enhanced fuel economy over the traditional 6x4 axle configuration. It saves several hundred pounds by using one 'live' rear drive axle instead of two and eliminating the inter-axle

driveline and rear differential. The need for internal gearing in the non-drive axle is also eliminated, resulting in fewer parasitic losses. The combination of a 6x2 tandem axle configuration and wide-base tires may provide a significant fuel economy improvement, Kenworth explains, depending on use, road conditions, and other factors.

The Bendix eTrac system links into Bendix ABS with automatic traction control (ATC) and electronic stability programming. It automatically engages and disengages—without driver input—the vehicle's air-bag pressure transfer system, transferring pressure from the non-drive to the drive axle when it recognizes wheel slip. This provides improved fuel efficiency in a lighter package combined with on-demand traction, according to Bendix.

It protects the drivetrain by automatically disengaging after a low-traction event or when the vehicle's resumed speed exceeds 25 mph. The system also allows for manual activation at speeds

below 10 mph, or when a vehicle's ATC mud/snow switch is enabled.

The 6x2 axle configurations are available with the proprietary Kenworth AG380 and AG400L lightweight air-ride suspensions.

See www.bendix.com and www.kenworth.com

DIESEL WELDER/GENERATORS

MILLER TRAILBLAZER 325 AND BOBCAT 250 REDUCE BOTH FUEL USE AND NOISE
The new Trailblazer 325 Diesel and Bobcat 250 Diesel welder/generators by **Miller Electric**—both fully compliant with all applicable EPA Tier 4 Final emissions regulations—are said to deliver multiprocess welding capabilities and smooth generator power.

Miller says the Trailblazer 325 Diesel welder/generators are designed to extend runtimes by 55%, reduce fuel use by as much as 25%, and reduce noise by 40%. A redesigned case—now 7 in.



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LOAD-MATCHING MEETS HOS

NEW PEOPLENET/TMW INTEGRATION OPTIMIZES ASSET UTILIZATION

PeopleNet has announced a new integration between its eDriver Logs and IDSC MatchAdvice from TMW Systems, said to improve power-to-load matching with driver hours-of-service information. Now, says TMW, its real-time power/ load-match optimization program also helps ensure HOS compliance by recommending drivers who have the available hours (through PeopleNet eDriver Logs) to do the hauling.

PeopleNet says it has also strengthened its integration with TMT Fleet Maintenance-SQL, which now expands mechanic and driver capabilities with incorporated diagnostic information from PeopleNet Fault Codes. Mechanics can create repair orders within TMT using that fault-code data, listing the default component, complaint, and reason for the needed repair. Diagnostic information from the fault

shorter and up to 80 lb lighter—provides a smaller footprint, allowing a work truck to carry more equipment and heavier payloads.

Two exclusive standard features are Smart-Cor technology and Auto-Speed technology, says Miller.

Smart-Cor provides independent weld and generator power, ensuring no interaction between the welding arc and jobsite tools. Auto-Speed technology automatically adjusts the engine speed to run at lower speeds depending on the

total power needed. The recommended Excel power option further improves fuel efficiency and sound reduction, and allows users to run most jobsite tools at idle speed of 2400 rpm.

For those who don't need high amperage output capabilities, the Bobcat 250 Diesel with versatile AC and DC weld output is well suited for mobile maintenance trucks and now features a smaller and lighter case. It's an 11,000-watt generator.

See www.MillerWelds.com

YOU CAN'T GET THERE FROM HERE

Holy Pole-Dancing Trucks! Batman

Want a free **Today's Trucking cap**? Be one of the first 10 people to tell us where this, our SECOND-IN-A-ROW Mack-on a-stick is located. And to the brainiac who explains just how they get the trucks up there and what it is about Macks that make them such good candidates for these poles, we'll send TWO hats. (Somebody in our editorial office suggested they plant a tree, park the Mack on top of it, and wait. We think that's unlikely.) Last month's Macksicle was near Mennonite Corners, just southwest of Owen Sound, ON. We thought it'd be a head-scratcher but at press time, the following folks had responded correctly: *Jerry Egan* of St. Catharine's, ON., *Tom Jackman* of St. John's, *Barb Johnson* of Kelowna, *Laura Coach* of Barrie, ON., *John Van Hengstum* of Fort Erie, ON., and *Dwight Sim* of Brampton, ON.

If you think you know the whereabouts of this old Mack, contact Peter Carter. Peter@newcom.ca or call 416 614-5828. Don't forget to leave your street address.



December Answer:
Near Mennonite Corners, just southwest of Owen Sound, ON.



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Or email: peter@newcom.ca

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



Product Watch

code is also listed in priority mechanical order in the repair comments section.

Also through the PeopleNet mobile communications integration within TMT, drivers can now inspect a tractor and multiple trailers in a single eDVIR form that TMT can process, which reduces data-entry time. Another time-saver lets drivers correct a mis-entered trailer number without having to fill out a new form.

See www.tmwsystems.com and www.peoplenetonline.com

2014 SHELL CALENDAR

THE LATEST SHELL ROTELLA SUPERRIGS CALENDAR IS NOW AVAILABLE FOR SALE. The 2014 **Shell** Rotella SuperRigs calendar features 12 of the best looking heavy-duty trucks in North America along with some great scenery from the Tomah, Wis. area as a backdrop. The stunning 2012 Peterbilt 389 of Bill Rethwisch is on the cover and is featured



in the month of November. The picture was taken at the U.S. 16 Bridge in La Crosse, Wis.

Rethwisch's Best of Show winning rig features a custom Omaha Orange paint scheme, 245 lights, and an orange-and-white custom interior.

The calendar also provides monthly offers from the MyMilesMatter loyalty program beginning in January 2014.

See www.rotella.com

MONITOR REFUSE WEIGHT

AIRWEIGH HAS TEAMED UP WITH CORE COMPUTING SERVICES

On-board scale specialist **Air-Weigh** has teamed with **Core Computing Services**



to integrate bin weight data from its BinMaxx on-board scale into Core's eMobile Android-based touchscreen tablet driver terminal. The newly incorporated data will allow fleet managers in the refuse industry to monitor bin-weight information in real time.

Drivers who use eMobile and have Air-Weigh BinMaxx scales on their vehicles will see weight information in real-time on their Android tablets. Weight information is returned to the office in seconds and available for each customer service event.

See www.air-weigh.com and ccscorp.com/emobile.html

LIFT SAFETY TRAINING

THE AUTOMOTIVE LIFT INSTITUTE HAS DEVELOPED AN INTERACTIVE, ONLINE SAFETY COURSE

The **Automotive Lift Institute** (ALI) has developed an interactive, online vehicle lift-safety course based on its 'Lifting It Right' DVD hosted by racing legends Richard and Kyle Petty. ALI is partnering with dealer-services provider KPA, which has trained more than a million automotive industry professionals, to produce and deliver the online program. It will be available in early 2014.

'Lifting It Right: 2014 Online Edition' covers the wide variety of lift types used in vehicle service and repair shops, teaching the lifting and lowering process and the importance of planned lift maintenance. A narrator guides the viewer through each section, highlighting safety measures with easy-to-understand instructions and relevant scenarios. The viewer learns which lifts work best for certain jobs, as well as best practices for spotting a vehicle, selecting proper adapters, and working under the vehicle. Real-world

scenarios with corresponding questions are presented throughout to gauge comprehension.

At the conclusion of the program, a certificate of completion is generated and stored online. It can also be printed for display or placed in employee training records. On completion, each participant will also receive a copy of ALI's Automotive Lift Safety Tips card and the Lifting It Right safety manual via mail.

The online edition will be available for purchase in January.

See www.autolift.org

BRAKEMASTER DRYER GUIDE

SKF HAS RELEASED AN UPDATED BRAKEMASTER AIR DRYERS SERVICE GUIDE. **SKF** has updated its Brakemaster air dryers service guide (457938) to include technical tips, detailed installation instructions, service procedures, and parts listing information. The 142-page service guide covers the complete Brakemaster air dryer line, including the HC Dual Turbo-2000, Dual Turbo-2000, Turbo-2000, HD-2000, Turbo-3000,



and Turbo-AC. The part-listing section highlights recommended part numbers for stocking frequently requested service components.

The newly added technical tips section includes a variety of tips geared toward servicing the complete family of Brakemaster air dryers. It includes technical tips for servicing turbo series desiccant cartridge T224, identifying E-type compatible air dryers, fall maintenance recommendations, and more.

See www.vsm.skf.com 

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By Peter Carter

Need to Succeed

Here's one family's surefire antidote to successful baton passing.

I was raised in a fleet family. My Dad and his brother Ed started the business a long time ago, and when I was in university, the company sort of evaporated.

And just between you and me, I'm weirdly relieved that the enterprise did die and go to bus heaven.

Otherwise, we Carters would have faced succession. And it would have been the opposite of heaven.

Getting us to agree on how things should be done would be like getting Europe to agree. (Why do you think they hold all the really great wars on that continent?)

Let me explain.

See the family photo? On the far left is my brother Ed, who is a year and a bit older than me.

My wife Helena maintains that Ed and I are still growing up together. In fact the other day, he and I were having a beer on my front porch and we were laughing like stoned teenagers at my brother Alex's career as a high-school wrestler. Al also happened to play tuba in the Sudbury Lion's Club Marching Band.

While wearing a golden helmet.

Eddie and I were wiping tears away when Helena came out and said, "You guys have been doing this for more than 50 years! How do you find new stuff to laugh at?"

Beats me. All I know is Eddie and I are super close and I'm glad to have him around.

However. Had he somehow miraculously been part of the Carter Transportation Empire, I'm thinking he'd have the entire staff unionized and marching in protests instead of sucking up to bank managers. (That's why he's on the far left in the photo.)

He's got a degree in philosophy and can argue the G-string off a Fender guitar.

Being business partners with Ed would simply not do.

Next to Ed, and smiling broadly, is the family athlete, Norma. She's the fittest of the bunch and travelled the world representing Canada on its Masters-Games Dragon Boat team.

That does not mean she's sane. For one thing, she's so fitness-conscious she'd have everybody in town walking instead of riding our buses.

Behind her is Tom. After the City of Sudbury took over our buses to start the hugely expensive publicly operated system, Tom was hired on to manage it. Didn't last too long though, because he wanted to do things that, like, made sense.

So even though he's the sole one among us who might actually



know a thing or two about running a bus business, he'd probably want the rest of us to, um, you know, work.

Standing next to him? High-school-wrestling Al. A funny guy and a good driver, but I can't take anything he says seriously.

Next is Mary. A nurse. And teacher. Crazy cat lady. She's a favorite of the nephews and nieces and she would take all the money out of the company till and give it to them.

The one with the hat is Bertholde. Lord knows how, but she runs a very successful counseling business already and has invested in a few standard-breds. She honestly believes that just because she's the eldest, we'd listen to what she says. And listen to her is precisely what we'd pretend to do.

That's me in the t-shirt with the truck on it. I'm the youngest. Being the youngest never gets old, but neither does it make for serious leadership.

To my right is the youngest sister, Charlene. I simply cannot imagine Charlene, a card-carrying hippie, overseeing a bunch of drivers and mechanics. She'd be flirting half the time.

And that—had my Dad's business survived—would comprise the Board of Directors.

We'd have to change the name of the outfit from Local Lines/Laurentian Transit to Cuckoo's Nest Transport Company; and we'd run it enthusiastically 'til the money and meds ran out.

Point being, the more I see family trucking enterprises moving successfully from one generation to the next, the more I stand in awe.

And understand why they call it success-ion. **TT**

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