



**100 YEARS:**

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Rodger & Fred Leslie



April 10-12, 2014

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

*Plus:*  
**TRUCK** OF THE  
**MONTH**  
*PG.36*

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PG.26

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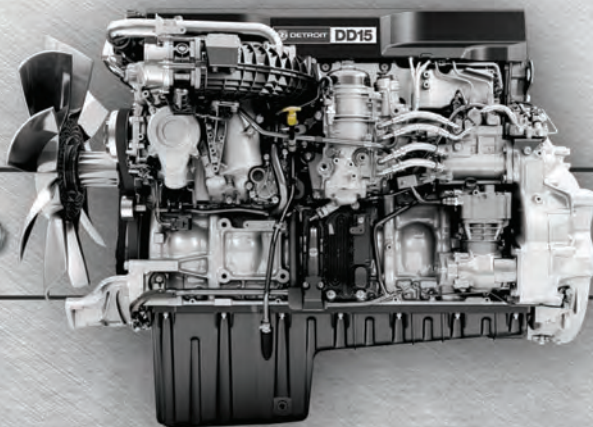
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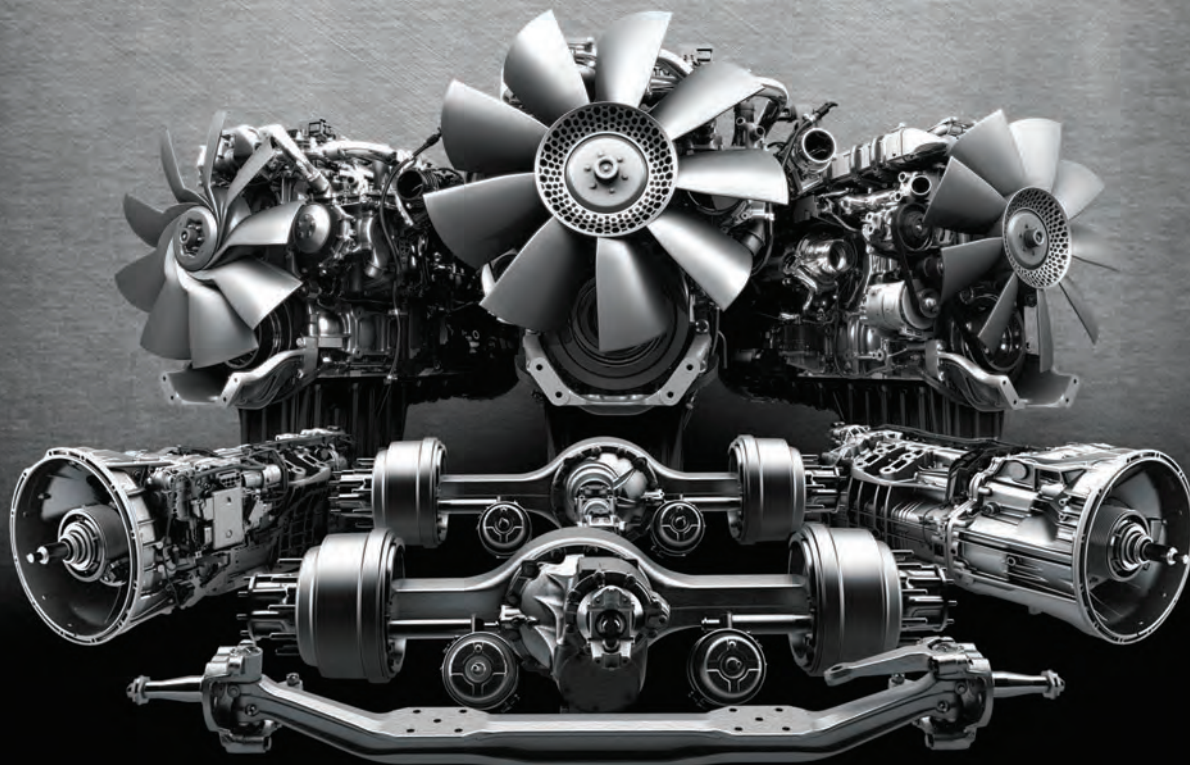


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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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NEWCOM BUSINESS MEDIA INC.

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

### VICE PRESIDENT, EDITORIAL

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

### EDITOR

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

CONTRIBUTORS: **Teona Baetu, Tom Berg, Steve Bouchard, Derek Hurst, Nickisha Rashid**

### DESIGN LAYOUT

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

### PUBLISHER

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

### NATIONAL ACCOUNTS MANAGER

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

### QUÉBEC SALES MANAGER

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

### PRESIDENT

**Jim Glionna**

### CONTROLLER

**Anthony Evangelista**

### PRODUCTION MANAGER

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

### DIRECTOR OF CIRCULATION

**Pat Glionna**

### CIRCULATION INFORMATION

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

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## "And she didn't use the trailer wall as a brake!"

Re: *How to Pick Up Women*, by Rolf Lockwood, March, 2014, pg.7.

Several years ago, when I was living in Ontario, I had occasion to load at the Procter & Gamble plant in Brockville. The loading dock was entirely staffed by women.

They ran the office, the forklifts and may very well have been fixing the sorting lines for all I knew. The only other man around was another driver at an adjacent dock. He apparently loaded out of there frequently and said that P&G had had this arrangement for awhile and he was just fine with it. The women were adept at the forklifts (clamp trucks actually, which grab lifts of boxes without skids and which are prone to damaging finished product unless due care is used) and didn't use the front wall of the trailer as a brake-in-the-dark.

He also pointed out that there was considerably less damage to the vertical beams that were spaced throughout the loading area supporting the roof compared with when the men were running things.

The woman who loaded my truck turned out to also be the shift supervisor—she was one-handing her machine as she was also using a two-way radio to direct the other loaders while constantly scanning through a clipboard to keep everyone and everything on track.

They were quick without being obviously fast, the loading equipment wasn't being run at high volume, just enough to get the job done without wasting time, and they were polite without being overly familiar. It was one of the most extraordinary experiences that I've ever had at a loading dock in almost forty years of trucking.

With all the technical advances in vehicle systems, there is much less emphasis on overt upper body strength and considerably more on finesse and fine motor skills.

And although I can't say this with any certainty, I'd bet that with suitable training they could probably get exceptional fuel-consumption figures since it appears, to me at least, that they aren't always trying to push the envelope on outright performance—they don't seem to be too concerned about being first to the top of the hill.

It shouldn't surprise anyone if the presence of women in trucking improves the entire business for all of us since they may very well bring a more civilizing influence to what is arguably an often rough and dirty job.

For instance if there were more women on average using truck stops you can bet that there would be a major outcry at the dreadful hygienic conditions that men routinely put up with.

I haul fuel and there have been many women who have come and gone in this business. The loading arms at the racks can be a nuisance, rolling out a loaded hose at the end of a delivery can be awkward, and lifting equipment into place above shoulder height can often be difficult for a shorter person, man or woman.

So a round of applause for those women who take on the job on its own terms and do it better than it's been done before. That's a real spur to the rest of us to up our game.

Regards,  
**Mike Smith, Kamloops, B.C.**



### EMAIL:

**peter@  
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By Rolf Lockwood



# The Knowledge Gap

Information is everywhere. So why does good solid advice seem so scarce? Help is at hand.

**H**ow often do you feel you're working blind? If you're in charge of spec'ing trucks, whether you buy 500 a year or one every five years, how do you know that you're choosing well? How on earth do you know what to believe?

Well, your knowledge options are few. Unless you run a very big operation with the budget to experiment with new technologies like disc brakes or wide-base single tires on just a few rigs, you're up the creek with too few paddles. Given a certain fleet size, manufacturers will happily work with you, but what if you run 25 trucks out of High Prairie? You don't need me to say that you're up that river with no canoe, let alone paddles. No wonder you don't have a big sense of adventure in how you spec your vehicles. If it worked once, you won't be looking for new ways to get 'er done.

Fact is, most of the bigger fleets operate that way too. And it's no way to improve efficiency and be competitive.

I've always been aware of this issue, and I've tried to fill the gap as best I can. But the best I can do is strip away the exaggerations that often accompany the introduction of new products, or at least warn you that we're talking claims, not hard facts. And then you're on your own.

My good friend Itamar Levine recently pushed all this to the forefront of my mind. He spent many years as the maintenance chief at Bison Transport in Winnipeg, and for the last couple he's been director, sales and marketing, for Hendrickson's trailer systems division. He knows his stuff, to say the least.

Levine was lead speaker in the first session of the day—on Emerging Technologies—at the recent Performance Innovation Transport (PIT) conference in Toronto. Always ready to provoke, he said he routinely asks the fleet people he visits one key question: what new technology that you've used in the last 10 years has made a real difference to your operation? They all pause, he said, and then can't answer. Because they don't test and measure, or because they simply haven't ventured very far into the 'new'.

So how do truck operators identify what works and what doesn't? They don't, said Levine. Too often they spend thousands or even millions spec'ing products based on flimsy evidence if any at all. They don't, he said, demand to see factual data like SAE test results. At the very least, they should ask for the names of fleets that have experience with a given product.

The crux of the matter is that we need knowledge, now more than ever, yet we have too few ways to acquire it.

PIT is one answer. Based in Montreal, it's an unbiased, neutral testing organization to help manufacturers evaluate and refine prototypes and to assist fleet owners/managers in choosing the best technologies to reduce costs. Fleets are encouraged to join, and the cost is as little as \$35 per truck, which buys you access to data from serious, legitimate testing of aerodynamic devices, among other things. I don't think there's anything preventing small fleets from joining.

Then there's the North American Council for Freight Efficiency (NACFE), and you can join this one too. Membership costs about \$100 and offers an online environment where you can learn about technologies and practices that are actually improving fleet efficiency in the real world. It was created for exactly the reasons I've been talking about, because few operations can afford to take great leaps of faith. You need real, trustworthy solutions.

**Too often they spend thousands or even millions spec'ing products based on flimsy evidence if any at all.**

Formed by the industry itself, NACFE is neutral too, and it's doing good things. An exhaustive study on 6x2 axle configurations, another on tire-pressure maintenance devices, and one that's almost ready to publish on idle-reduction tools. In the works is a study on the pros and cons of automated manual transmissions. Its Fleet Fuel Benchmark Report is also mighty useful, now in its third iteration. In it 10 major North American fleets—including Bison and Challenger Motor Freight—share their adoption experience with various products and practices for fuel efficiency. It includes data for 10 years and 60 available technologies, as well as describing the fleets' benchmark best practices.

If you want to know more, and you should, hike on over to our upcoming Truck World 2014 truck show. NACFE director Mike Roeth will be making a presentation on the organization's existing work and future projects in our Fleet Forum on Friday, April 11, 11:00 a.m. at the International Centre near Toronto Pearson airport. See [www.truckworld.ca](http://www.truckworld.ca) for more information.

Really, you owe it to yourself to be there. **TT**

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

# Dispat

## Attention Walmart



The doors slide open, the driver sits in the middle of the cab. The tractor is powered by a microturbine-electric hybrid drive system, and the trailer is completely carbon fiber. Peterbilt Motors, Capstone Turbine and Great Dane Trailer are among suppliers who assembled the vehicle for Walmart's PR purposes. The company officially calls the rig the Walmart Advanced Vehicle Experience, or WAVE, and executives won't quantify how aerodynamic or lightweight the vehicle is, or even whether they'll actually purchase rigs like it. But they did say such a truck would help them get closer to their goal of cutting in half their energy spending by 2015.

For an online view of this Jetsonmobile, check here: <http://tinyurl.com/Jetsonswave>

# ches

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**Customs Pre-Clearance on the Horizon**

**COMPLIANCE — PG. 17**

**Will Your Drivers Need Drug Tests Now?**



**FLEET — PG. 19**

**Who's Buying the Most Trucks?**

## Shippers!



### A TransForce For Change

*Canada's biggest carrier's year end gives a snapshot of national economy*

Harsh weather bit into lots of bottom lines this winter, Canada's largest trucker included, but there's good news too: manufacturing seems to be slowly reviving, thanks to the decline of the Loonie. And TransForce is benefitting from that.

The Montreal-based carrier announced lower year-over-year results for 2013 as profit fell to \$12.3-million in the fourth quarter from \$36.1-million a year earlier.

"Although the fourth-quarter produced lower year-over-year results, factors affecting profitability were mostly related to harsh weather. In addition, initiatives to reduce our costs and our asset base in several divisions resulted in additional expenses of about \$7.0 million," said Alain Bédard, chairman, president and CEO of TransForce.

"At the end of 2013, we shut down our Canadian rig-moving operations, given low prospects for generating a satisfactory return on assets in the foreseeable future, and we further scaled down corresponding U.S.

activities due to much lower revenue. This situation resulted in a non-cash \$63.1 million intangible asset impairment charge. We are orderly disposing of assets and proceeds will be used to invest in projects that generate a superior return and a solid cash flow," Bédard said.

Bédard said TransForce has seen the impact of Canada's dwindling manufacturing sector, including in Ontario's auto industry.

"Five years ago in Ontario we had lots of industrial customers... today we're down 50 to 60 percent of what we were serving. Those guys are all shut down, closed, gone," Bédard said.

But now that the Canadian dollar's value has dropped—it's been less than the US dollar for about a year and stands at around 90 US cents—it will help Canadian exports.

Notwithstanding the currency change, Bédard said he doesn't foresee economic or market conditions changing significantly in early 2014, so TransForce will continue to cut expenses by closing operations and jobs.

Despite the setbacks, the company expects to benefit from its recent acquisition of Clarke Transport and Clarke Road Transport, as well as from the pending acquisition of Vitran.

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**SOUNDBITE**

**Another politician who “gets” trucking**



“Thank goodness the private sector ran the trucking industry. If it was the government moving goods and services we’d still be making plans, and products would be piling up and everything would be manufactured south of the border.”

— *Brampton, ON., Mayor Susan Fennell on the occasion of Canada Cartage’s 100th Birthday Celebration*

**CUSTOMS**

**Customs Pre-Clearance On the Horizon**

Expect the Canadian Border Services Agency (CBSA) to issue a date soon after which eManifest will be mandatory and highway carriers will have 45 days’ notice of the compliance date.

eManifest means Canada-bound carriers will have to give CBSA shipment information in advance of arriving at the border. Voluntary submission began in October 2012 and CBSA reports that more than 10,600 highway carriers are currently using eManifest, representing more than 95 percent of the cross-border highway volumes in 2013.

Once the system is mandated, there’ll be a six-month period where zero-rated Administrative Monetary Penalty System (AMPS) penalties will be applied for non-compliance. Following that, penalties will be assessed to non-complying carriers.

And vice versa.

Border officials from both countries

have announced the start of a one-year truck pre-inspection pilot project at the Peace Bridge crossing from Fort Erie, ON to Buffalo, NY.

After years of negotiations, the two countries are taking the first step towards what might lead to land pre-clearance for trucks at certain border crossings.

The point is to see if border crossing for trucks going into the U.S. can be

simplified by officials pre-inspecting the vehicle on the Canadian side to avoid backups on the bridge. During the pilot, U.S. Customs and Border Protection (USCBP) officers will pre-inspect trucks entering the United States on the Canadian side. The project creates two new booths on the Canadian side to house CBP officials, which is funded by the Peace Bridge Authority.

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## Dispatches

After being processed on the Canadian side, trucks that take part in the pilot will proceed across the bridge and come to a rolling stop at a USCBP “exit” booth. If the process goes smoothly, they will be given a green light signaling they’re free to proceed through the customs plaza en route to their destination. A red light signals the truck must be brought to a complete stop for further processing.

“The trucking industry has a keen interest in facilitating the shipment of goods across the Canada-US border while maintaining security,” said Canadian Trucking Alliance (CTA) President David Bradley. “The Peace Bridge pilot is indicative of innovative new thinking and its outcome is therefore of great importance to us and to the world’s largest bilateral trade relationship.”

## OUTLOOK

### They see the red ink and they want it painted black

We don’t know what your New Year’s resolution was, but it seems Ontario’s truckers got together and decided to be more optimistic heading into 2014. The Ontario Trucking Association’s (OTA) outlook survey shows they’re more positive than they’ve been in years. Here’re some results:

#### Although this time of year is usually slow for trucking, the OTA found:

- 42 percent of carriers said freight volumes increased in Ontario in the last three months (the highest level since early 2011);
- Six percent reported a decrease in volume;
- 48 percent reported better volumes in southbound US lanes (highest ever recorded level for this sector);
- 38 percent said volumes improved inter-provincially (same as last quarter).

#### Looking ahead at the next six months, more carriers see growth:

- 48 percent said they expect improvements within Ontario;
- 54 percent said they expect US volumes to keep growing;
- Only seven percent said they think volumes will drop, which is the lowest number since the survey started;
- 39 percent said volumes will remain static;
- 44 percent said they expect volume growth inter-provincially.

#### What’s more, carriers seem to be positive about rates as well:

- 29 percent said southbound US rates are rising;
- Only 18 percent said rates will drop, which is the lowest ever recorded number;
- 23 percent reported higher rates within Ontario;
- 28 percent said inter-provincial lanes rates are stronger, which is double the last quarter and four times more than the same time last year.



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### After several quarters of unyielding, yet consistent capacity, things seem to be changing:

- 52 percent of carriers still said capacity is unchanged;
- 27 percent report supply constraints, which is at least 10 points higher than three out of the four quarters in 2013;
- 36 percent expect capacity to get squeezed further over the next six months—the highest since the start of 2010.

### Just under half of fleets plan to add tractors, trailers, drivers or owner-operators:

- 88 percent of carriers report higher fuel costs, up from 58 percent last quarter;
- 61 percent said fuel prices will climb by 10 to 15 percent, the highest reported hike since the OTA started surveying carriers on cost issues.

### Carriers said their top concern is:

- 29 percent reported that fuel prices are their top concern, up from 18 percent;
- 29 percent said it's driver shortage;
- 42 percent said it's capacity;
- 19 percent said economy, which dropped from 30 percent.

On the bright side, the lower Canadian dollar is a benefit to some carriers, though few carriers want it to slip too far. Only 15 percent of carriers said they're comfortable with a dollar as low as \$0.80, while 30 percent said \$0.85 is a good spot for the loonie to settle and 42 percent preferred a \$0.90 landing.

## COMPLIANCE

### Will Your Drivers Need Drug Tests Now?



The Federal Motor Carrier Safety Administration (FMCSA) is taking comments on its proposed clearinghouse for drug and alcohol test results until April 21. Afterwards, the FMCSA will post a ruling on the matter.

The clearinghouse is designed to prevent commercial drivers in the states from hiding drug or alcohol violations and ensure that U.S. carriers are meeting their

responsibility to test for substance abuse.

At first glance it may seem that the proposed rule only applies to U.S. drivers and carriers, but actually, it applies to all commercial drivers who operate commercial vehicles subject to CDL requirements or Canadian or Mexican equivalent on U.S. public roads.

Who's affected?

- Canadian and other non-U.S. drivers operating in the U.S. must be in compliance with the new rule and may also be subject to State laws, such as probable cause testing by police officers;
- Canadian and other non-U.S. drivers who work for a U.S.-



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Is your truck worthy? Let's find out.

- May 15-17, Sprint All-Star weekend
- Located on the zMAX Dragway next to Charlotte Motor Speedway, Concord, NC
- \$25,000 in cash and prizes\*
- Plus fireworks, contestants receive free race tickets, light show, parade and much more
- Pre-register and learn more at [www.rotella.com/superrigs](http://www.rotella.com/superrigs)

**Shell**  
**ROTELLA SUPERRIGS**



\*See [www.rotella.com/superrigs](http://www.rotella.com/superrigs) for the official rules  
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based employer must fully comply with this rule;

The plan is to establish a system in which everyone associated with the federal drug-and-alcohol-testing program will have to report test results, refusals to take a test and return-to-duty results.

Carriers will also have to report their drivers' traffic citations for driving under the influence.

And laboratories that provide drug-testing services will have to report summary information on their tests every year.

All of this will go into the clearing-house, a searchable database. Carriers will be required to look at the data, with the driver's permission, before hiring a driver.

Public comments can be made via:

- Federal eRulemaking Portal:

[www.regulations.gov](http://www.regulations.gov);

All comments must use the docket number FMCSA-2010-0031 or RIN 2126-AB18.

**FLEET**

## Truck Registration in Canada Dropped in 2013

There were fewer trucks on Canadian roads in 2013 than 2012 by 5.7 percent, according to analysis of registration data from IHS Automotive, formerly known as Polk. Canadian commercial vehicle registration was down to 78,701 units from 83,487 units in 2012. Almost all provinces saw a decrease in trucks from the record level of new registrations recoded during 2012, with the exception of PEI and BC, which had more trucks.

PEI had 14.6 percent more trucks than in 2012 and BC reported a growth of 5.4 percent.

Despite the drop in registration from 2012, 2013 was one of the four best annual volumes for new registrations of commercial vehicles. The commercial

vehicle fleet in Canada is predominantly Class 8 vehicles.

With the exception of Class 5 vehicles, which were down 0.2 percent, all other classes dropped by double digits. The most significant drop was in Class 6 vehicles, which sunk by 24 percent.

### Who's buying the most trucks?

Historically, Ontario was the province purchasing most trucks from '85 until 2005. In 2006, Alberta bought more trucks than Ontario and all other provinces and has since remained in the lead as the top purchaser of trucks. In 2013, Alberta accounted for 36.1 percent of total Canadian new registrations, up from 24.6 percent in 2012.

Ontario on the other hand, fell from 24.1 percent in 2012 to 22.5 percent in 2013.

The total number of commercial vehicles registered to operate in Canada is 906,000 units for classes 5 to 8.

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Go to [MeritorCYA.com](http://MeritorCYA.com) for a free CYA T-shirt, hat and belt buckle, and to learn how Meritor Aftermarket CYA – covers your assets – when it comes to safe operations. Meritor Aftermarket has replacement RSD-compliant friction for maintaining the performance of brakes designed to meet RSD regulations. Plus, our Meritor Tire Inflation System (MTIS™) by P.S.I. protects you from underinflation, possible blowouts and downtime. **Cover your assets – ask for the box with the bull.**



**MERITOR**

# logbook2014

## — April —

8-11

### National Association of Fleet Administrators' Institute & Expo

Minneapolis, MN

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



10-12

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

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

#### FOR MORE INFORMATION:

Tel: (416) 614-5817 or

Email: [joanw@newcom.ca](mailto:joanw@newcom.ca)

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

13-16

### Annual Shippers Conference & Transportation Expo

Orlando, FL

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

22-26

### Specialized Carriers and Rigging Association's Annual Conference

Boca Raton, FL

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

25-26

### Alberta Motor Transport Association's Annual Meeting

Banff, Alberta

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

## — May —

1-3

### Association du Camionnage du Quebec's Annual Conference

Quebec, QC

Website: [www.carrefour-acq.org](http://www.carrefour-acq.org)

18-21

### International Federation of Warehousing and Logistics Associations 2014 Annual Conference

Chicago, IL

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

24-25

### Road Today Trucking Show

Brampton, ON

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

29-31

### American Truck Historical Society National Convention and Antique Truck Show

Springfield, MO

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

May 31 – June 3

### Heavy Duty Distributor Council's Annual Business Conference

Gatineau, QC

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

## — June —

6-8

### BC Trucking Association AGM and Management Conference

Kelowna, BC

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

7

### Atlantic Provinces Trucking Association Driving Championships

Truro, NS

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

7

### Saskatchewan Trucking Association Driving Championships

Regina, SK

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

18-19

### Private Motor Truck Council of Canada Annual Conference

Kingbridge Conference Centre,

King City, ON

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

21

### BC Professional Truck Driving Championships

Abbotsford and Surrey, BC

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

27-28

### Clifford Antique Truck Show

Clifford, ON

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

# Get in the Game!

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

Contact **Teona Baetu** at [Teona@todaystrucking.com](mailto:Teona@todaystrucking.com) or 416-614-5827



# Trending

THE BEST FROM  
**Todaystrucking.com**

**Facebook Hits... and Misses**

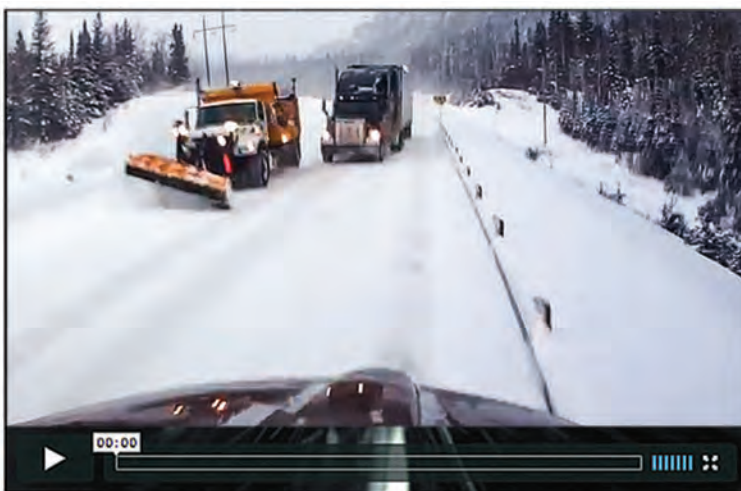
## I Love Trucking

Manitoba Trucking Association members **Cruise Media Group** created this song, I love trucking:  
<http://www.youtube.com/watch?v=fK4GiZdJCbw&feature=youtu.be>



## Near Crash of 2 Tractor-trailers, Snowplow Captured on Video

<http://www.cbc.ca/news/canada/thunder-bay/near-crash-of-2-tractor-trailers-snowplow-captured-on-video-1.2517428>



**What's Tweetin'?**

## The World According to Twitter

[@todaystrucking](#)

We're at Daimler Trucks confab in Mexico. 1st thing Daimler Mexico President asks our Toronto-based reporter. 'What's up with your mayor?'

[@todaystrucking](#)

DTNA's David Hames: We want to make a driver more profitable for the fleet and therefore more profitable for himself.

[@todaystrucking](#)

DTNA's David Hames: We don't have a driver shortage we have a pay shortage.

[@todaystrucking](#)

Daimler Mexico President&CEO Stefan Kurschner: "Undisputed market leadership is not something you decide, it's something you earn."

[@todaystrucking](#)

Daimler Media Spotlight: GM David Hames: Part of modern vehicle integration involves integrating driver into the truck and into the business.

And...

[@Truck\\_n\\_Trailer](#)

used #truck prices set record high in 2013, new data shows. Average price \$44,000:  
<http://www.todaystrucking.com/used-trucks-cost-more-than-ever-before...>

[@todaystrucking](#)

Firefighters on 400 cut away a chunk of the centre guard rail to let U-Turns to help ease accident congestion! Nice work first responders.

[@todaystrucking](#)

Avoid highway 400 south of Barrie. 96 vehicle crash. Closed in both directions. Few injuries, thank goodness.

**FOLLOW US** @  
**todaystrucking**

### Isuzu Taps Craig to Head Canuck Ops

**Andy Craig** recently got hired as director of Canadian operations at **Isuzu Commercial Truck of Canada**. Craig will be responsible for managing Isuzu's day-to-day operations



Andy Craig

and strengthening Isuzu's commitment to the Canadian market.

"With Isuzu commercial truck sales up over 20 percent in 2013, there is great momentum to build upon for 2014," Craig said. "Our dealer network continues to advance, offering greater sales potential and service coverage for our customers."

Craig comes to Isuzu from General Motors of Canada with over 30 years of automotive and commercial/medium duty truck experience. His knowledge of the Canadian market and personal experience with the majority of Isuzu's dealers will enable Isuzu to further develop its dealer network and commercial truck operations.

## Heard on the Street

### YRC Freight Names New President

**YRC Worldwide** announced that **Darren Hawkins** has been appointed as **YRC Freight** president. He will directly report to the company's CEO, **James Welch**. "I am very pleased with the changes Darren has made

with our sales organization and momentum that he has been able to build, and the strength he and his team displayed throughout the refinancing effort," Welch said. "Darren brings a wealth of knowledge and experience to the position as he has over 24 years of experience in the national LTL industry in both sales and operations." Previously, Hawkins was senior vice president of sales and marketing for YRC Freight and before holding that position, he served for four years at rival Con-way in a major operations role before rejoining YRC Freight in January 2013. YRC is huge. The firm recently managed to refinance its \$1.15 billion debt after surviving a close-call in the latest revision of a Teamster's Union contract.

### Navistar Streamlines Manufacturing

**Navistar** announced it's combining the manufacturing of mid-range engines as the next step in its turnaround efforts.

The company will move mid-range engine production at its Huntsville, AL., plant to Melrose Park, IL. by the summer of 2014. Navistar will continue to build its 13-liter engine at its Huntsville, AL., big-bore engine plant.

"We have too much engine-manufacturing capacity in North America and we must take action to reduce our costs and improve the business," said **Jack Allen**, Navistar chief operating officer.

In the last financial quarter of 2013, Navistar lost \$154 million. But still, that's good when compared to the fourth quarter 2012 when Navistar reported a net loss of \$2.8 billion. The decision to move manufacturing from the Huntsville plant is expected to cut Navistar's operating costs by about \$22 million per year. But it will also eliminate 280 jobs from the Huntsville plant.

### Trailcon Looks West for Growth

National trailer rental, leasing, and fleet maintenance specialist **Trailcon Leasing Inc.** has purchased Calgary-based Hubs Trailer Service, expanding its reach and service into western Canada.

"Hubs is well known for its ability to serve customers quickly and with a ton of expertise," says Trailcon President **Alan Boughton**. "They have an impressive shop for doing major repairs and safety inspections and they're open seven days a week. Add that to our own fleet maintenance services, plus our long-term leasing and local rental business, and you see how we can offer a whole new level of service." Boughton explained that Trailcon has been looking to expand its existing Calgary operation and that acquiring Hubs is just the "right-fit" opportunity.

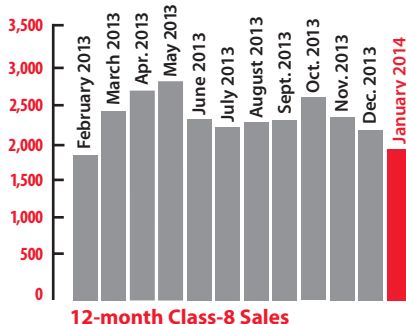




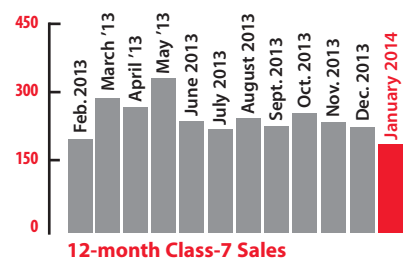
Canada – Truck Sales Index

January 2014

CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	455	455	503	23.4%	26.3%
International	395	395	338	20.4%	17.6%
Kenworth	292	292	370	15.0%	19.3%
Peterbilt	250	250	288	12.9%	15.0%
Volvo	224	224	121	11.5%	6.3%
Western Star	208	208	175	10.7%	9.1%
Mack	117	117	121	6.0%	6.3%
<b>TOTAL</b>	<b>1941</b>	<b>1941</b>	<b>1916</b>	<b>100.0%</b>	<b>100.0%</b>



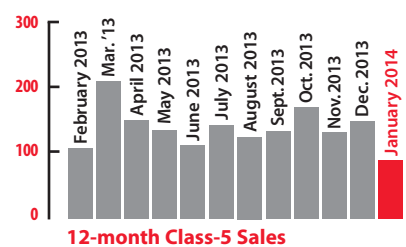
CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
International	49	49	42	26.5%	23.0%
Freightliner	37	37	33	20.0%	18.0%
Peterbilt	37	37	34	20.0%	18.6%
Hino Canada	35	35	46	18.9%	25.1%
Kenworth	27	27	28	14.6%	15.3%
<b>TOTAL</b>	<b>185</b>	<b>185</b>	<b>183</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	17	17	14	33.3%	19.7%
International	17	17	31	33.3%	43.7%
Hino Canada	17	17	22	33.3%	31.0%
Peterbilt	0	0	4	0.0%	5.6%
<b>TOTAL</b>	<b>51</b>	<b>51</b>	<b>71</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino Canada	56	56	56	62.2%	54.9%
International	33	33	38	36.7%	37.3%
Mitsubishi Fuso	1	1	6	1.1%	5.9%
Freightliner	0	0	2	0.0%	2.0%
Kenworth	0	0	0	0.0%	0.0%
Peterbilt	0	0	0	0.0%	0.0%
<b>TOTAL</b>	<b>90</b>	<b>90</b>	<b>102</b>	<b>100.0%</b>	<b>100.0%</b>



www.easterncanada.cummins.com

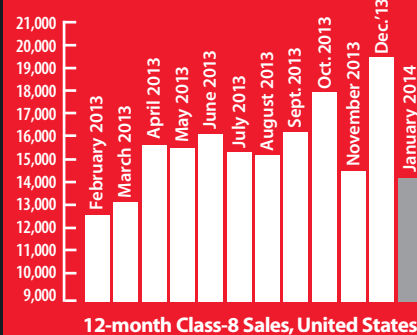
www.westerncanada.cummins.com



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

U.S. – Retail Truck Sales

CLASS 8	Jan. 2014	YTD '14	Share '14
Freightliner	5361	5361	37.9%
International	2578	2578	18.2%
Peterbilt	1872	1872	13.2%
Kenworth	1708	1708	12.1%
Volvo	1505	1505	10.6%
Mack	937	937	6.6%
Western Star	184	184	1.3%
Other	1	1	0.0%
<b>TOTAL</b>	<b>14,146</b>	<b>14,146</b>	<b>100.0%</b>



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	41	82	17	12	183	99	14	7	0	0	455
International	11	70	12	12	182	77	18	5	3	5	395
Kenworth	56	128	23	1	46	32	6	0	0	0	292
Peterbilt	54	73	30	9	33	39	10	2	0	0	250
Volvo	31	52	13	8	71	42	5	2	0	0	224
Western Star	40	111	8	4	19	18	1	6	0	1	208
Mack	11	21	10	2	56	12	1	2	0	2	117
<b>TOTAL</b>	<b>244</b>	<b>537</b>	<b>113</b>	<b>48</b>	<b>590</b>	<b>319</b>	<b>55</b>	<b>24</b>	<b>3</b>	<b>8</b>	<b>1941</b>
<b>YTD 2014</b>	<b>244</b>	<b>537</b>	<b>113</b>	<b>48</b>	<b>590</b>	<b>319</b>	<b>55</b>	<b>24</b>	<b>3</b>	<b>8</b>	<b>1941</b>

# Street Smarts



MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



## Here's what's going in Aviation Ballroom B, Hall 5:

On April 10, from 1:00 p.m. to 2:30 p.m., the Transportation Maintenance and Technology Association will host a seminar on the new PMVI structure, how the rules are changing and what you can do to adapt the changes into a working shop.

Jim Pinder, the fleet director of Erb Group of Companies will moderate the panel presentation and the question and answer period.

Available on the panel will be Eddy Tschirhart, a consultant with the Canadian Transportation Equipment Association, Jake Francis, the health and safety and customer service manager for Carrier Centres and Robert Monster, the senior vehicle standards engineer with the Ministry of Transport Ontario.

Then on Sunday, April 12, Shell is sponsoring an owner-operator forum from 1:00 p.m. to 2:30 p.m. to discuss what happens when CPUs and ECMS collide. Jim Park will lead the discussion on driverless trucks, platooning, GPS-controlled engines and transmissions and how all these technologies will affect drivers.

For three days, the International Centre in Mississauga will be the heartbeat of the trucking industry.

- Free Parking; 5,000 spaces—No downtown traffic hassles
- 300,000 square feet of trucks, trailers, equipment, tools, technology and services for the trucking industry
- 350+ exhibitors, seminars, workshops and special events
- Be one of the first 2,000 visitors on Saturday and get a free trucking hat, compliments of Truck World exhibitors.
- Win one of five iPads valued at \$800 each
- Watch as one of Canada's most outstanding owner-operators gets named Highway Star of the Year. Booth 5004, Saturday, noon.

Check [www.truckworld.ca](http://www.truckworld.ca)

## Problems? Meet Solutions.

**Truck Show** *Why attending Truck World should be part of your business plan.* By Today's Trucking Staff

**H**aving a hard time finding drivers? Why not let the drivers find you? That's precisely what's going to happen at the **Driver Recruitment Pavilion**, a new feature that will be open for business during Friday and Saturday at **Truck World 2014**.

Truck World runs from **Thursday, April 10 through Saturday, April 12**, at the **International Centre** in Mississauga and the Driver Recruitment Pavilion will be just one of the many reasons you'll want to be at the show.

Upwards of 45 trucking companies, some for-hire and some private, will participate in the driver fair.

Drivers and potential drivers will be welcome to visit, mingle and learn more about the employment packages and other

benefits offered by the participating fleets.

Organizers are promising job opportunities galore, a special area for kids and a licensed lounge, restricted to drivers with their CDL. (Guests also have complete access to the rest of the show.)

Truck World is operating the Driver Pavilion in partnership with Over The Road Magazine and the Pavilion is sponsored by Simply Hired.

Of course the Driver's Pavilion is but one of the countless reasons to visit Truck World.

Another reason is that it's chock full of informative business sessions on topics ranging from changes to the Canadian Periodic Motor Vehicle Inspections (PMVI) and the effects of driverless vehicle technology.

## A Swift Arrival

Truck World is more than miles of aisles of new products and services.

It will also be the scene for the inaugural meeting of a initiative from Trucking HR Canada—**Supporting Women In Freight** (SWIFT) a new national advisory committee made up of senior managers, directors, presidents and C-level executives who aim to figure out how to encourage more females to join the trucking industry.

Photo courtesy of Women in Trucking



“There’s so many accomplished women within the industry and they can really be the spokespeople and they can really help to address any of those potential perception issues or bring awareness to the fact that we need more women in the workforce to bring us up to the national average,” says Angela Splinter, CEO of Trucking HR Canada.

“We are working with Women in Trucking (WIT), so Ellen Voie will attend our first meeting and launch reception—which will take place on April 11 at Truck World in Toronto,” Splinter says.

## It's Howdy Duty Time

*5 trade-show talk tips for the non-talkative*

By Peter Carter, Editor, *Today's Trucking*

I call working at a trade-show booth doing Howdy Duty.

Howdy Doody was a TV puppet back in the dark ages. Google it.

And I love talking to people at our trade show booth. It's interesting, educational and fun. So that's why I'll be looking forward to meeting as many readers as possible at Truck World. At Booth 2516.

But.

I also happen to know that not everybody is like me. Many trade show goers are

## HIGHWAY STARS COME OUT AT NOON

Although **Truck World** only lasts three action-filled days, it is of course a year-around operation as a division of Newcom Business Media, the same company that publishes *Today's Trucking*, *Truck and Trailer* and *Transport Routier*.

And while the Truck World staff consisting of Jane Hills, Nickisha Rashid and Joan Wilson is busy preparing for each annual show, the staff at the magazines is also constantly soliciting nominations for the annual **Highway Star of the Year** contest, culminating on Saturday, April 12, at noon, in front of booth 5004, which is the Freightliner Booth.

At that time, one outstanding driver will be crowned **Highway Star of the Year** and he or she will walk away with about \$15,000 worth of prizes. Whether you're involved or not, you're welcome to attend the ceremony and find out just what qualities make a driver a Highway Star.

Join *Today's Trucking* along with sponsors **Freightliner, Espar Heating Systems, Cummins, Chevron** and **Owner-Operators Business Association of Canada**.

Winning drivers all have exceptional safety records and they are always excellent trucking ambassadors to the community at large.

Come out and wish the winner well. You'll feel great about good driving; nice trucks and the trucking industry in general.

**2014 HIGHWAY STAR OF THE YEAR**  
**\$15,000 IN CASH AND PRIZES**

Next year's winner will receive...  
 \* \$10,000 in cash \* An Espar Heater System \* Road-ready trucker-friendly laptop: Scan CHAC  
 \* Special-edition leather *Today's Trucking* jacket with winner's name and Highway Star of the Year logo  
 \* Travel and accommodation for two (in Toronto for Truck World 2014)

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

The Highway Star of the Year award is open to ALL drivers — company drivers and owner operators alike. If you know someone worthy of such an honor, please submit your nomination as soon as you can. We'll be presenting the annual driving Truck World 2014 in Toronto, on Saturday April 12, 2014. Entries are available on line at [www.truckworldmag.com/show](http://www.truckworldmag.com/show)

**THE HIGHWAY STAR OF THE YEAR HALL OF FAME**

<b>2010</b> Dale Lawrence Tractor Ontario, ON	<b>2011</b> Ray Fish Inventory Mgmt./ H&M Co. Ltd. Mississauga, ON	<b>2012</b> Bob Johnson International Highway Services (H) Hamilton, ON	<b>2013</b> John-François Pige Transport L.L. Transport L.L. Transport Montreal, QC	<b>2014</b> Bryce Smith Highway Transport Mississauga, ON	<b>2015</b> Bob Smith Daily Transport Inc. Lions Bay, BC
--------------------------------------------------------	--------------------------------------------------------------------------------	-------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------	-------------------------------------------------------------------

**GOLD SPONSORS:** Espar Heating Systems

**PLATINUM SPONSOR:** FREIGHTLINER Run Smart

**SILVER SPONSORS:** CHEVRON, CUMMINS, O.R.C. (Owner-Operators Business Association of Canada)

shy. And don't like striking up conversations with strangers, something I do every day of my life.

Over the years, I've learned a small-talk trick or two and here are five of them, free of charge.

The first one's not really mine. If you ever run into my boss *Rolf Lockwood* and ask, "How are you?" chances are he will respond with "Almost perfect." And chances are that you—or somebody nearby—will be like, "and what would make it perfect?" And the conversation begins.

Worst. This I learned from my friend the Executive Poise Coach Diane Craig of Corporate Classics and it's wonderfully effective. Say to the person "I'm just thinking about the worst restaurant (or hotel, or snowstorm or trade show) that I was ever in and I wondered about other people's experiences." Again, it's almost impossible for this conversation to fizzle out.

To me, there's no such thing as "small talk". All talk is big talk. Once you've

decided that, conversation will come easily. If somebody asks "How ya doin,'" don't answer with "fine, how about you." Be honest. Trust me on this. Most times when I share this tip, the first response is "But people don't want to know how you really are." Which is wrong—very, very wrong. People LOVE to talk about themselves. And here's a bonus: If you reveal an intimate detail, so will they.

Be the entertainer. Despite their smiley faces, you can bet a lot of people working those booths are just plain bored. Knowing that fact makes conversation much less intimidating. Here, for free, is one of my trusty reliables: "So tell me, (GLANCE DOWN AT NAME TAG) what would you be doing if you weren't at this trade show right now?" **TT**

**Come visit our staff at booth 2516.**

*We'll talk your ear off. Also, if you read this before Truck World and want to get in for FREE, email me ([peter@newcom.ca](mailto:peter@newcom.ca)). I'll see that it happens.*



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The COMPOSILITE™ SC family of truck lift axles promotes reduced maintenance, decreased system weight and a minimized package space. Hendrickson's patented Compliant Tie Rod (CTR) with PerfectTrak™ Technology is the first flexible tie rod assembly and damping system in the industry. The COMPOSILITE™ family offers a full range of capacities from 10,000 to 20,000 pounds. *Hendrickson - Making Drivetime, Productive Time.*



# My Friend Bob: A Personal Tribute

*Bob Magloughlen was larger than life and never afraid to speak his mind.* By Rolf Lockwood

**B**ob Magloughlen died in early March. He was one of the good guys, as many have called him in the e-mail trail that started forming after some of us learned the awful news the day we heard. It appears to have been a heart attack that felled him, during a meeting at Challenger Motor Freight. By all accounts he was gone before the ambulance reached the hospital.

It matters that we announce Bob's passing this way rather than by means of a series of bare historical facts about the life he lived. He was never one for ceremony, and in fact Bob's wife Rosemary has decided there will be no funeral. That seems

appropriate to me, but there will definitely be a celebration at some point soon. That's also appropriate, and it will inevitably hold much laughter as people tell tales about the time Bob did this or did that. There will be no shortage of stories.

Larger than life at times, with a roaring laugh even bigger than that, Bob was a friend of mine. A good friend, over all the years since I first entered this trucking game back in the late 1970s. I'd go so far as to call him one of my mentors as well as a chum. I'll miss his beaming smile and his utterly endless capacity for laughter. Not to mention his huge warehouse of truck knowledge.

In latter years Bob was a consultant to Dan Einwechter, president and CEO at Challenger, using his broad experience to dispose of the trucks that had reached the end of their first life in the fleet. Bob's extensive international expertise led to sales in places as far from home as Libya and Russia. Many were retailed locally by his friend and business partner Doug Watt of Next Truck Sales in Breslau, ON.

A mechanic by training, Bob first entered my world in a previous magazine life. He was then national service manager for Cummins, so I got him to write an 'ask the expert' sort of mechanical advice column in *Canadian Driver/Owner*, answering questions posed by readers. I soon realized that he loved to be a champion for the little guy, that he liked nothing more than resolving an owner-operator's truck or engine issues. I learned and learned again in the process.

For many years he showed that same trait in his work as vice president at Western Star and later in running a Volvo dealership in Waterloo.

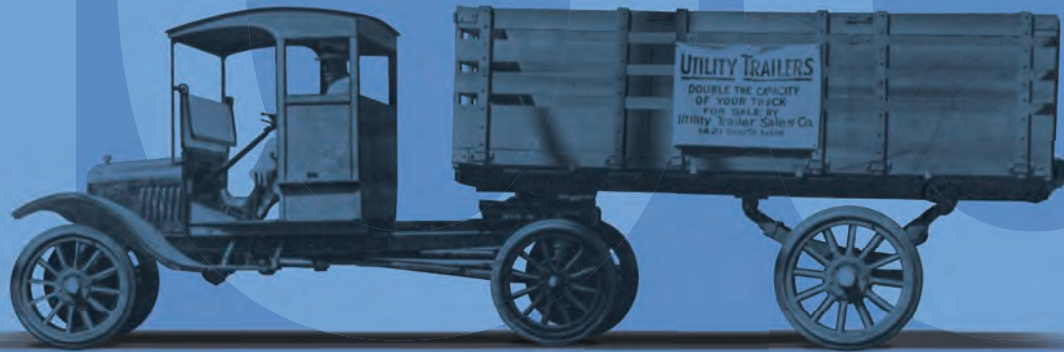
I could write that Bob didn't suffer fools gladly, as that old cliché has it, but the fact is that he wouldn't suffer fools at all. Few people are as direct as Bob was, even fewer less afraid to speak their mind in situations where forthrightness might not be entirely normal or expected. It would be impossible to count how many people had suffered his wrath and gone away with tail between legs after trying to pull one over on him—an essentially impossible task—or in some other way being an idiot. Bob could topple the mighty with one swath of well-chosen words strongly delivered.

At the same time he had a heart of pure gold, and if you were his friend he had an infinite number of ways to show it. Loyal to a fault, he would defend you and promote you and take pleasure in doing it. I'm nowhere near alone in being on the receiving end of Bob's generous spirit.

As one commenter put it in that e-mail trail I mentioned earlier, a man who knew Bob well, "with Bob's passing I think it's safe to say that a part of our lives just became a little less fun."

True, that.

I'll miss you, Bob Magloughlen. And thanks for everything. ☐



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# I'm Back!

**Drivers** *An unexpected shift in the economy put this owner-operator back in the driver's seat, where he belongs. By Derek Hurst*

**T**he Canadian Customs officer is peering at me through the open window of his booth. I think I know him from a time before. "Where're you from?"

As he asks, he scans my face and glances down to the lettering on the truck door. I hesitate and answer, "Utopia." I'm never sure how this will go over but the truth is that's where I'm from.

He smiles, and there is recognition in his eyes. "You bought a new truck," he says.

I was surprised that he remembered me and my old truck. It had been almost two years since I had last driven up to his window. I reply, "Yep and now I've got my run back!"

He continues: "What did you do while you were away?"

"I had an office job working for an Aerospace company."

He sighs and says, "Got tired of it did you...too boring was it?" I nod yes, but that was not the truth.

Boring can be good. Just ask my neighbor Dave Hadfield. Dave is an airline pilot, sailor, musician and brother to Spaceman Chris. As a pilot, boring is what Dave wants in his job. The alternative is kind of scary. There is nothing wrong with boring.

## So why did I buy a new truck?

We all like new toys. What is better than a brand new truck? There it sits big and pretty; no battle scars, everything's working, promising many happy miles to come. You climb in and sit in a firm



**UTOPIAN CONDITIONS:** Driver/writer Derek Hurst says that sometimes, a new truck can help keep a home life happy.

clean seat and admire the view through an invisible windshield. The dash is impressive. There are more gauges and switches than you can shake a dip stick at. It feels good to know that you can drive one of these things. Everything smells well, you know ...new. But we all know how long this lasts. Very soon the shine wears off and the work begins. I did not return just to enjoy a new truck.

Behind this happy truck driver there is a significant other who holds down the home front while I escape. Last time I was getting my kicks on route 66 she was

raising three sons and trying to pursue her career as Susan Oomen the artist. The recession hit the arts hard and put her career into the doldrums. But she was very successful with our boys; so much so that they all left home. A new reality—the empty-nest syndrome—was upon us. I needed to be home.

The world provided the solution; an offer of employment from a company for whom I had worked 18 years playing the corporate game of snakes and ladders. I figured to ride this contract for a few years into retirement. Wrong... one year later I was

snaked right out of the game by a corporate edict to down-size. Retirement came early. Retirement without money sucks. Then the economy picked up. People started to buy paintings. Susan needed time and space to create. I bought a new truck.

## Why do I drive?

One of my most lasting childhood memories in England is of my grandfather. He was a gentle big man with large strong hands. Grandfather worked as the gardener and chauffer for a retired British Admiral. When I was about five years old he introduced me to my first car. I remember standing beside an immensely tall black metal automobile peering into what was the driver's compartment. I was watching his hand on a shiny black knob move as he explained how "you must pause in neutral before shifting into gear!" It would take many years until I understood this wisdom. I believe that he planted the love of cars and driving in me that day. I love to drive.

## Why come back?

The border officer is ready to wrap it up. He looks at me with a smile and gives me the answer..."I guess the road is like the sea; it calls you back!" **TT**

**Derek Hurst**, a 60-something driver, and his partner **Susan Oomen** own and operate *Utopia Express Ltd.* The company runs an expedite service out of Barrie, ON., for *JennCorp Logistics*.



By Teona Baetu

**W**hat do baseball legend Joe DiMaggio and Canada Cartage have in common? Lots. DiMaggio, born in 1914 to Italian immigrant parents, went on to play 13 seasons with the Yankees, where he achieved one of the most amazing feats in baseball history: a 56-game hitting streak, in 1941. That record remains unequalled. (Some might argue of course that his biggest feat was in fact marrying Marilyn Monroe.)

Also in 1914, a Scottish immigrant a bit farther north—in Toronto,—decided to buy a horse and cart to deliver goods for local businesses. He called his venture Canada Cartage.

Robert Leslie had immigrated to Canada in 1902 and in 1914, he was working as a sales rep for the Brunswick Billiard company. That’s when he identified the need for a delivery service. And Leslie went on to do for trucking what DiMaggio did for the Yankees.

“When Robert Leslie started this company he kept his day job. He wasn’t sure this thing was going to fly,” Canada Cartage President and CEO Jeff Lindsay said.

That one-man; one-horsepowered operation has grown into 4,000 trucks with 3,600 employees coast to coast and over a billion dollars in annual revenues. Canada Cartage is the 6th largest for-hire carrier in Canada, according to the Today’s Trucking Top 100 list. It is outsized by Bison, Day&Ross, TransX, The Mullen Group and TransForce.

In late February, Canada Cartage’s remarkable development was summed up succinctly by Brampton, ON., Mayor Susan Fennell. She was speaking at a company celebration at Canada Cartage’s Mississauga facility.

“Canada Cartage started moving product in 1914. Think about all the small and large products that need to be moved; if government had thought about how to move people since 1914, we’d have subways

# Mr. Leslie’s One-Truck Pony

What the 100th birthday of an iconic brand tells you about family business; cautious growth and the incredible power of the individual.



everywhere today and we wouldn't be sitting here still trying to find a plan.

"Thank goodness the private sector ran the trucking industry: If it was the government moving goods and services we'd still be making plans, and products would be piling up."

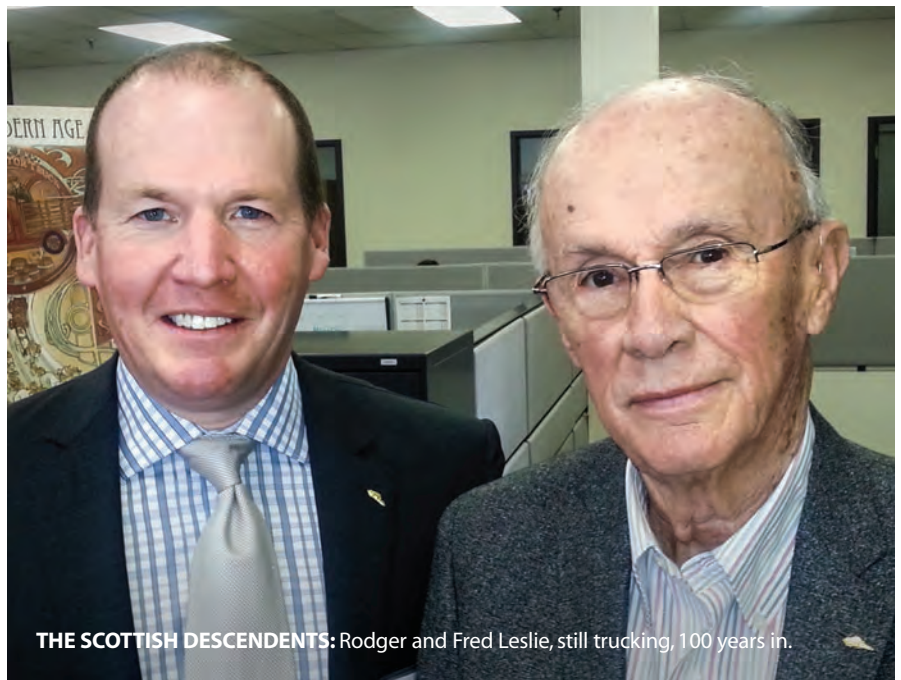
One of Robert Leslie's first loads was stained glass windows that had to go from Toronto's downtown docks to the city's grand new castle: Casa Loma.

In those days, the wagons were often branded with the customer's logo as opposed to Canada Cartage's branding, a practice the company continues today.

At first, Leslie took care of sales and customer relationships and his wife Mary ran the day-to-day operation. They added motor trucks to the horse-drawn fleet in the 1920s. By 1929, they had 14 horses and wagons and 20 motorized trucks and were becoming one of the largest delivery fleets in the city.

That's when their son Rodger became general manager and took over the day-to-day operations. It was 1930 and many Canadian businesses were struggling through the Great Depression.

One of the primary reasons for Canada Cartage's survival was the nature of their customers. Grocery stores, bakeries, potato distributors and other food-and-beverage companies thrived better than most businesses. Today, Canada Cartage works with



**THE SCOTTISH DESCENDENTS:** Rodger and Fred Leslie, still trucking, 100 years in.

Canadian Tire, Loblaw, Shoppers Drug Mart, Maple Leaf Foods, LCBO and others.

Rodger became president in 1946 after his father died. Things started to look better in the '50s as long-haul shipping of goods started shifting from railways to roads.

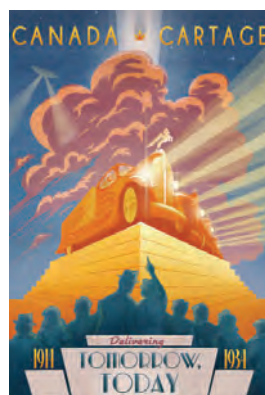
The first section of Highway 401 was finished in 1948, and the highway was expanding across the province, so shipping by truck became more efficient. The company grew, adopted the iconic beaver

logo in 1950 and moved to a larger terminal in the west end of Toronto in '54.

The third generation of the Leslie family joined the firm around this time. Fred Leslie, Rodger's son, signed on in 1952 as an office clerk.

"I started officially in 1952, but I went on runs up to Barrie with the drivers when I was as young as 12; it was a way for my mother to get me out of the house," he told *Today's Trucking*.

He learned the business by working in



- TIMELINE**    **1914** — Canada Cartage makes its first delivery in Toronto to castle, Casa Loma.
- 1917** — Robert Leslie expands his fleet of 14 horses and drivers with the purchase of his first truck.
- 1928** — Company adds a new tractor with a 14 foot van semi-trailer, the first semi-trailer in its fleet of 20 trucks.
- 1950** — Logo gets changed to include iconic beaver symbol.
- 1960** — Student Scholarship Program begins. Winners receive \$100 and a plaque, a tradition that continues today.
- 1968** — Safety Committee is formed. >>

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## SPREADING ROOTS

many departments both in administration and operations until he became co-owner in 1974, when he partnered with the company's then VP of finance, Bill Lindsay.

Their sons, Rodger Leslie (the fourth generation of Leslies, not to be confused with his grandfather) and Jeff Lindsay took the reins in 2001.

That's another thing that the government could learn from Canada Cartage—and trucking in general—Brampton Mayor Fennell mentioned at the 100th birthday party: the relationship between people and business.

"In government they almost have warfare that you shouldn't hire your friends and colleagues, but in the private sector business you see the importance because people know who good people are.

Some companies, Fennell said, actually offer bonuses for attracting friends or family,

"I think new employees marvel at the interconnected relationships in this company and it's what makes the company really strong. Fathers, sons, grandsons; we have multiple generations, husbands and wives," Lindsay pointed out.

"Mitzee Tanner's here," he added.

Tanner started with the company as a receptionist right after she graduated from college in 1985.

"I've had the opportunity to learn every facet of this department and I've had some excellent mentors over the years," Tanner said.

Not only has she been there a long time,

**CANADA CARTAGE** had the most significant period of growth in its history under Rodger Leslie Jr. and Jeff Lindsay. In Ontario, the company acquired well-known names such as Mel Hall Transportation in 2005, All-Ontario Transportation in 2006, and OK Transportation in 2007. The company's largest expansion came from the merger with Winnipeg-based Direct Integrated Transportation in 2006, which had operations in Manitoba, Saskatchewan, and Alberta. And finally, the 2009 acquisition of Cur-Quin Delivery Systems in Vancouver gave Canada Cartage fleet coverage and facilities from British Columbia to Quebec, providing national customers with reliable, consistent service across the country.

To support the rapid growth, they took the company public in 2006, around the same time that iconic Canadian retail store Hudson Bay was sold to American owner and South Carolina businessman Jerry Zucker.

In 2007, Canada Cartage —by this time a division of Canada Cartage Diversified Income Fund—was bought by Boston-based Nautic Partners, an investment management firm. "We are excited to partner with Nautic given their prior experience investing in the transportation industry," CEO Lindsay said at the time of the purchase. "We look forward to leveraging this experience as well as their financial and strategic support, as we build upon our prior success and continue to grow the business, both organically and through acquisitions."

While Lindsay stayed on to run the business, Rodger Leslie branched out and now operates Nine-North Logistics, out of Barrie, ON. Both families maintain a sizeable ownership stake in the firm.



but her uncle, Robbie Major, ran the firm's Martin Grove shop for years. She's now married to Jeff Tanner, who also works with the company. Between the two of them they have some 60 years' experience. And if the relations didn't run deep enough yet, Jeff's father was also a senior ops leader with Canada Cartage.

"Five hundred of our employees have been here longer than 10 years and that's in an era when people are transient and move from job to job, so that's an accomplishment. That's the backbone of the business," Lindsay said.

One of the celebrants at the centennial party was almost as old as the company itself: Mississauga Mayor Hazel McCallion. She turned 93 this past Valentine's Day.

"What a record though, for a company that started with one horse and cart and one individual," she said. "It just shows what can be accomplished by one person and maybe today that message can be impressed on our young people that one person can make a big difference in the world." **TT**

## NO CELEBRATION WITHOUT CAKE

Over the past 100 years, Canada Cartage has spread its roots across the country, adding terminals and distribution centres in B.C., Alberta, Manitoba, Saskatchewan, Ontario and Quebec. They're celebrating their centennial anniversary nation-wide with special events such as breakfasts and summer events, special centennial items, and the production of a 100th anniversary video. They also have 100th anniversary specially-designed branded trailers, commemorative posters and they've rebuilt a 1920's vintage truck.

<b>TIMELINE</b>	<b>1969-1970</b>	<b>1980</b>	<b>2003</b>	<b>2006</b>	<b>2009</b>	<b>2014</b>
	A new maintenance depot is built at the Rexdale location, featuring a paint shop, carpentry and body work and the Martingrove location adds seven new bays.	Canada Cartage launches a travelling billboard program using 10 trucks. The first ad was for the Toronto Zoo.	Drivers get the latest technology: company cell phones.	Company expands to Western Canada after merger with Direct Integrated Transportation.	Acquisition of Cur-Quin Delivery Systems expands their services to greater Vancouver and lower mainland BC.	Canada Cartage celebrates 100 years in business.



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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? Because we love our trucks, that's for sure.**

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# TRUCK OF THE MONTH CLUB

## SIX-INCH PIPES

WHEN YOU'RE 21 AND BUYING YOUR FIRST TRUCK, SOME TRIM YOU CAN'T DO WITHOUT



**T**his **1986 Western Star 4964** was the first truck its owner **Stephen Carano** of Palgrave, ON., ever drove. He was 11 or 12 years old.

Carano is younger than his truck by just a few months. (The build date on the Western Star is Aug. 10, 1985. Stephen arrived Oct. 17.)

"Yeah, I moved it around the yard when I was a kid. That's when it still belonged to Joe."

Joe is Steve's older brother by 16 years. When Joe was about 26, he purchased the truck for approximately \$27,000 from a previous owner who ran for Brookfield out of Truro, N.S.

The Brookfield owner babied the rig, the younger Carano brother reports, so when Joe took delivery, the truck was in virtual mint, and Joe Carano ran it for 11 years.

In 2006, he sold it to his kid brother Stephen for \$7,500. Stephen was 21. At the time, the engine had run about 2.5 million km. "It was tired," he says.

"I ran it every day for a year and a half and worked on it on the weekends."

He also rebuilt the engine about 200K clicks ago.

In 2008, he purchased another truck, took the Western Star off the road and made it into a project.

And now, he's got another show-off truck project on the go; this one a 2000 Kenworth W900L, which he hopes to drive to Notre-Dame-Du-Nord, QC, for the Rodeo Du Camion next August.

Raised the youngest of three boys on a farm, Carano says he turns his hand to virtually whatever work needs doing on the trucks, and he wants to keep the Western Star practical. Even though he has raced it and used it in the occasional truck pull, he puts the truck to work during the warm weather.

Hence the serious lack of bling, save for a few items such as stainless-visor, stainless-steel air cleaners, aluminum steps and aluminum wheels on the rear.

Inside, he refinished the upholstery but kept the dash and controls as close to original as possible, adding only an aftermarket fuel-pressure gauge.

"I also," he says, "added six-inch exhaust pipes. I was 21 years old. I needed six inch pipes." — **By Peter Carter**



Photos by Grace O'Callaghan



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Automatic communication linking on-road vehicles is closer to reality than you might think. Here's why it's a good thing.



# V2V *for* Victory

By Rolf Lockwood

People are forever complaining about how the digital world has robbed them of something or other. Peace. Anonymity. Freedom itself. I just see possibilities. So I've been keen to follow a new kind of connection made possible by the wonders of modern electronics. I mean the Car-To-X technology now for sale—in a simplified form so far—by Mercedes Benz in Germany. Cars only for the moment, but I expect it will reach trucks soon enough, and it will make a sizeable difference in how we go about our driving lives.

When it's all together, essentially every vehicle will be wired up so that it can communicate with other cars and trucks on the road, assuming they're wired too. They'll be part of a rolling net-

work automatically sharing whatever information—about traffic jams, weather, accidents, you name it—that the various sensors on each vehicle in a given area have gathered. The result will be mass intelligence, and tools like active cruise control will take on new capabilities. We'll all be smarter. And maybe we'll enjoy enhanced safety in the process, improved fuel economy too because we'll have electronic anticipation helping us steer clear of whatever it is that should be avoided.

It's called vehicle-to-vehicle—or V2V—technology in the U.S., and it just got a huge boost when the National Highway Traffic Safety Administration (NHTSA) recently announced that its two-year pilot test of 3,000 cars proved that the transmission of basic

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# PLATOON: THE 18-WHEELER VERSION

Another huge benefit of V2V communication? Fuel efficiency.

**C**ONNECTIVITY WAS THE WORD of the day at a recent **Performance Innovation Transport (PIT)** conference. Several speakers at the PIT affair suggested that we're closer to that world of 'connected' trucks than you might think. Much closer. But there was more down-to-earth discussion at this affair as well.

Based in Montreal, PIT was formed in 2008. It's an unbiased, neutral testing organization to help manufacturers evaluate and refine prototypes and to assist fleet managers in selecting the best technologies to reduce costs and environmental impact. PIT works in co-operation with the U.S. SmartWay Transport Partnership, Natural Resources Canada, and Environment Canada (Membership in PIT, by the way, is not outrageously expensive. Fleets pay an annual membership fee based on fleet size, as little as \$35 per vehicle. Manufacturers pay to have their products evaluated.)

Among the high-tech V2V gems explored at the PIT conference was "platooning" of trucks, which is something you're destined to hear much more about in the near future. Indeed it might be closer to being part of your life than you can imagine.

The concept of platooning was championed by Josh Switkes, president of Peloton Technology in Silicon Valley.



Platooning simply means one truck or tractor-trailer leading another in a 'close-formation platoon' with a 36-ft gap between them, the two connected and that gap managed electronically. The result would be substantial fuel-saving and in theory, increased safety. Testing is happening now and Transport Canada likes the idea, so wait for it.

The very name Pelaton (very platoon-ish) comes from bicycle racing; a pelaton is when the racers travel in a tight cluster to cut drag and resistance.

In his prospectus, which will be receiving much more publicity in the months to come, Switkes explains platooning thusly: "We enable pairs of trucks to form close-following platoons on the open road using radar and vehicle-to-vehicle communication to link active safety systems between the trucks, dramatically reducing collision and fuel costs through accident avoidance and drafting. Peloton charges a few cents per linked mile and the savings enable a payback of three to four months."

The concept is far from hitting the TransCanada but it's creating enough buzz around the industry that the associated issues; i.e., logistics planning, driver training, investment costs and HR consequences are all going to have to be addressed sooner or later.

Like the objects in your rear view mirror, the future of V2V trucking is closer than it appears.

data between cars, like speed and position, improves the safety of all vehicles on the road. It seems that V2V communication will become mandatory in consumer vehicles in the U.S. in the near future, but NHTSA offers no timetable.

Instead it says it will publish a research report on V2V for public comment in the coming weeks. The report will include analysis of research findings in several key areas including technical feasibility, privacy and security, and preliminary estimates on costs and safety benefits. NHTSA will then begin working on a regulatory proposal that would require V2V

devices in new vehicles "in a future year".

It clearly hopes that carmakers and suppliers will take up the challenge, reasoning that its V2V announcement sends a message to the market that will promote development of the technology and accelerate commercialization.

DOT research indicates that safety applications using V2V technology can address a large majority of crashes involving two or more vehicles. With safety data such as speed and location flowing from nearby vehicles, cars and trucks can identify risks and provide drivers with warnings to avoid other vehicles in common



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crash types such as rear-end, lane-change, and intersection altercations. NHTSA says these safety applications have been demonstrated with everyday drivers under both real-world and controlled test conditions.

**THE SAFETY APPLICATIONS** currently being developed provide warnings to drivers so that they can prevent imminent collisions, but they don't automatically operate any vehicle systems such as braking or steering. We know that other technologies—active cruise control, active braking—are already with us, so it's inconceivable that they won't be linked somehow. NHTSA does say that such technologies are "eventually expected to blend with the V2V technology" but it's pretty vague on the point.

In practice, V2V communication can provide the driver with 360-degree situational awareness to address potential crash situations—including, for example, those moments when you need to decide if

**In practice, V2V communication can provide the driver with 360-degree situational awareness to address potential crash situations.**

it's safe to pass on a two-lane road, make a left turn across the path of oncoming traffic, or when a vehicle approaching at an intersection appears to be on a collision course. In those situations, V2V communications can detect threats hundreds of yards from other vehicles that cannot be seen, often in situations in which on-board sensors alone cannot detect the threat.

Don't worry, says NHTSA, V2V technology doesn't involve the exchange or recording of personal information, nor does it track vehicle movements. The information sent between vehicles doesn't identify them, merely contains basic safety data. In fact, the system as contemplated contains several layers of security and privacy protection to ensure that vehicles can rely on messages sent from other vehicles and that a vehicle or group of vehicles would be identifiable through defined procedures only if there is a need to fix a safety problem.

That's what NHTSA says but these days none of us have a lot of faith in any

government's ability to resist tracking us and listening to us and generally doing the Big Brother thing. The risk of that is clear, so I'm not sure this aspect of V2V makes me terribly happy. And I won't take a government's word for anything at all.

That point aside, I agree with the safety mavens in Washington in that V2V crash avoidance technology has game-changing potential to reduce the number

of crashes, injuries, and deaths on our roads significantly. NHTSA acting administrator David Friedman says, "Decades from now, it's likely we'll look back at this time period as one in which the historical arc of transportation safety considerably changed for the better, similar to the introduction of standards for seat belts, airbags, and electronic stability control technology." **TT**



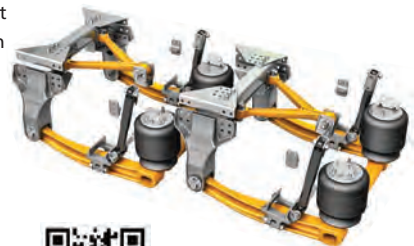
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## By Teona Baetu

**R**each into your pocket and pull out your wallet. Open it up and what do you see? Mini-leather pockets filled with plastic cards, some money and there, in its special place, a photograph of your children. And probably your grandchildren.

Donnie Fillmore, owner of Clairville, NB-based carrier Atlantic Pacific Transport, runs 42 mostly heavy-haul or oversized trucks across the continent. His oldest driver is 70, his youngest 23. It's a big gap, but he makes it work.

"Managing it from a hiring point of view is completely different from a dispatching or operational point of view," Fillmore says.

### Step 1: Managing demographics— operational POV

If carriers want to retain and keep older drivers happy, they'll likely have to be flexible because after 30 working years, drivers may not want to work another 20 years full time, year-round.

"We have a guy who takes the winter off. He comes to work for me in April and works 'til Christmas," Fillmore says.

That driver is 68, Fillmore says, and he's been with the company since '84 – by now, he's earned some privileges.

"He's a 20-year guy, what can you do? You try to accommodate. And I'm glad to have him for the eight months I have him for," Fillmore says. "It works for us because it's eight months of good work and he don't take no holidays in the summer."

Of course, most drivers and employees in general want summer holidays, so Fillmore's always looking for drivers to fill in for holidays.

The key to keeping drivers happy is talking to them and figuring out what they need to do their job, Fillmore says.

"For us it's easy 'cuz we're small enough that we can talk with and help everyone

with what they like, so it's worked for us. Our company is 42 trucks, so we know everybody, by voice when they call, by name. That leads to culture," he says.

And culture is a strong retention tool in any business. It's getting them into the trucking business that's more challenging, Fillmore says.

### Step 2: Finding the right fit

Before settling into the trucking business, Linda Young – now the VP of HR and people development with Winnipeg-based Bison Transport – worked in the agriculture, telecommunication and pharmaceutical sectors.

not have anticipated that.

The best ambassadors for our business are those who are currently working here. We think that the people who are here and are enjoying their job and are moving ahead and fit our culture are the best folks to tap other people that fit that description and encourage them to apply and come onboard."

As many as 42 percent of the drivers and 28 to 30 percent of non-drivers, such as mechanics and dispatchers that Bison hires are from other employees who said they'd be a good fit with the company.

"Our drivers would understand how to talk to other drivers about how they're treated, what the dispatch protocols are, how your home time is managed, the

# Minding the Gap

## Some radical but very doable tips for handling an across-the-generations workforce.

So when she says the trucking industry is great, she has something to compare it to.

"Transportation is a dynamic industry. It's super important to our economy and if you want to have meaningful impact in our economy, transportation is a great industry to get into," Young says. "I think it's a real well-kept secret that there are tremendous career opportunities in transportation because I come from various industries and transportation's been my last and best stop and I would

miles you get, the regularity of those steady miles and income."

Fillmore gives his drivers recruitment bonuses so if a current driver recruits someone new and that person stays with the company six months, the finder gets a bonus.

"After a new hire, I welcome them, shake their hand, I tell them to ask a lot of questions. Ask a lot of questions 'cuz that's how you're going to find things out," Fillmore says.

And true to his own advice, Fillmore asks a lot of questions of his new drivers to gauge their expectations, needs and wants.

"We're not a travel agency. We can't give them the trips they want, when they want, but we can make sure their home time and life is as close to what they're looking for," Fillmore says. "We treat them like people; we put the calendar out for them to book their holidays and home time ahead of time."

"We try to make their job as regular as we can."

### Step 3: Looking ahead

"It's not discriminatory to consider demographics in workforce planning. You have to face that when you have an older workforce who is eligible for retirement you are going to have loss of skills and continuity because people will retire." That's from

demographics, I have too many people in the warehouse so I will do voluntary retirement incentives in that department," Gupta says.

But here's a note of warning: Reserve the right to refuse or to pick and choose so that the best people don't all retire at the same time.

"You put out a scheme and let people do expressions of interest: 'I would be interested in retiring in these terms and conditions.' You do not want to bind yourself to automatically accepting all

"You can't be so narrow-minded that you think of just me or just my company or just my part of the company; you have to also look at my industry. I've been in the industry for 21 years now and my father was a truck driver his whole life so this industry's fed me from the time I was born so I gotta look at more than just what am I gonna do for Donnie today, right?"



Neena Gupta, employment lawyer and partner in Gowlings' Toronto and Waterloo law offices.

Some companies keep a list of people who are eligible for retirement because they realize people who are entitled to a generous retirement might want to retire or at least reduce their hours of work.

"And employers can have lists of talent to promote and recruit to backfill for the inevitable retirements," Gupta says.

"You can say, 'Look, when I look at my

offers because I've had employers be somewhat remorseful after they've put out a voluntary retirement scheme because their most productive people said, 'Sure, I'm out.'"

Fillmore, too, thinks it's important for carriers to see the bigger picture: "You have to think big picture. Our driver shortage was caused by not enough forward thinking 20 years ago. If we had had a real good training program in place 20 years ago we would not be having this problem today."

### Step 4: Investing in drivers young and old

One of the challenges of having older workers is that it's difficult for carriers to see the benefit of investing in training, Gupta says. "I hear this all the time: 'Why should I train an older worker? My return on investment is going to be far less than if I trained a trainee, an intern, a 21-year old. It's not worth training or promoting older workers because they're going to retire anyway and

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leave us in the lurch. We need to focus on younger hires, on the next generation.”

But that’s not right, Gupta says. Workers who are 45 or older stay at a job on average of 5.2 years whereas younger workers who are in their mid-20s stay about 2.2 years, she says.

On the other hand, carriers are sometimes hesitant to train and hire new drivers because they don’t always pan out.

Fillmore commented: “We take brand new drivers fresh out of school and put them in a truck with a coach, train them. We’ve been doing that for 11 or 12 years now. Some of our most senior men started with me back in the day and this is their first and only trucking job they’ve had as a second career choice.”

Fillmore says he even takes people who failed as a trainee with another company and starts them over again.

“We took a guy out of school who point blank told me when we started that he did not want to haul flatbed. And that’s what we do. We do flatbed and floats and oversized. So all open trailers, quite a bit of manual labor,” Fillmore says. “But my perspective is—and you won’t get this often—we need truck drivers for the industry. Not just my company. If I can put another van driver out there for another company, that may save me a flatbed driver in the long run.”

Well, wow, Fillmore! That sure is taking the bull by its airhorn and teaching it the meaning of leadership! Investing in people is indeed going to pay off, Gupta says.

“If you invest and train at all stages of people’s careers so that they can be a better employee and that’s reviewed on a regular basis, then you have helped create a workplace culture where people want to continue re-investing because you’re investing in them,” Gupta says. “They’ll want to keep their skills sharp and bring their A-game to work all the time.”

Plus, if drivers know they’re growing, learning, getting better and moving forward, there’s less reason for them to leave.

Gupta commented: “People who trust you will say, ‘I’m not sure what I want to do, but I can see myself slowing down at age 63 and maybe retiring completely at 65 or they might say, ‘I’d love to keep working.’ So you open up a dialogue. And the young person might say to you, ‘There’s no

## RYDER’S SOLUTION TO YOUR STAFFING WOES

**R**YDER CANADA has launched a new on-demand maintenance and repair service option for all private fleets and for-hire carriers, who can now opt for pay-as-you-go coverage of preventative maintenance and repair.

“New complex engine technologies and tightening emissions and safety regulations make it more challenging than ever to maintain a large fleet of vehicles,” says

Jerry Brown, Ryder Canada VP and general manager, fleet management solutions.

So now carriers can pay Ryder a monthly fee to connect with Ryder’s technicians, tools and repair network, which has 40 locations and 400 technicians across the country.

“Many fleet owners no longer have the capital or resources to hire and train qualified technicians and invest in maintenance infrastructure,” Brown says. “With Ryder On-Demand, fleet owners get consistent, professional service from a company with more than 80 years of experience in heavy, medium and light truck maintenance. Ryder On-Demand customers can access our maintenance network as needed, while benefiting from predetermined labor rates and part pricing on each service visit. This improves the predictability of their maintenance costs, which is an incredible value for large fleets.”

The folks at Ryder say their technicians are cross-trained in multiple disciplines, including the latest electronics, components, and warranty work and their maintenance facilities have the latest diagnostics technologies and computer-assisted scheduling based on vehicle types and driving habits.

In addition to maintenance and repair, customers have access to 24/7 roadside assistance, extended repair hours, and available replacement vehicles. — T.B.



way I’m going to do recruitment for the rest of my life. What I’d really like to do is X or Y or Z, and you guys can have a conversation on how you might retain that person. If you don’t have a conversation, that person is going to find a job elsewhere to meet their career aspirations.”

### Step 5: Rewarding productivity

“What we know is that we’ve continuously increased wages with years of service with the assumption that the more years you put in at your job, the better you are at your job,” Gupta says. “But that’s not necessarily always true.”

HR specialist Leona Wilson agrees: “There’s nothing wrong with rewarding in a good year, I think that’s fantastic, but what ends up happening is that it’s difficult for employees to connect what they’re doing day after day with how they’re being acknowledged at the end of the day.”

For his part, Fillmore rewards his drivers based on seniority by giving them loyalty bonuses, but also on performance by giving them safety bonuses, graduals as they improve fuel mileage and idle

bonuses as they decrease idle time.

He also gives monthly bonuses to the drivers who turn up flawless logbooks and at year’s end, the driver with the best monthly logs gets another bonus and bragging rights as being “Top Gun.”

“And if they get a level 1 safety inspection from the DOT on the highway, and they come back with the paperwork and their truck and trailer both got decaled they get a bonus for that also,” Fillmore says.

Gupta has one last piece of advice: if you’re switching from one reward system to the other, give employees time to warm up to the idea.

“You want to do it in small bits. Put in small bonuses at the end of the year or at the end of the quarter so people start thinking that there are rewards for productivity and you try to shift people’s mentality towards a ‘productive employees get rewarded’ model,” Gupta says.

“You have to also look at the fact that high turnover rates can sometimes actually present an opportunity because you can incent your younger or new workers differently than your 20 year plus employees. You can experiment and see what works.” **TT**

A man with a grey beard and a blue and white plaid shirt is carrying a stack of lumber on his shoulder. He is standing in front of a large stack of lumber on a flatbed trailer. The trailer has the 'EAST' logo on it. The background shows a dirt lot with trees.

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## Emissions Accomplished

*How Obama's new greenhouse rules affect your spec'ing.*

*By Tom Berg*

**I**s this a case of win-win? Do the new American regulations limiting greenhouse-gas emissions help both the environment and truck operators' bottom lines? So it seems.

The new rules, written by the Environmental Protection Agency (EPA) and the National Highway Traffic Safety Administration (NHTSA), are formally titled "Greenhouse Gas Emissions Standards and Fuel Efficiency Standards for Medium- and Heavy-Duty Engines and Vehicles."

They were effective Jan. 1. As the title suggests, lowering emissions of greenhouse gas, primarily carbon dioxide, is tied to fuel economy. The less fuel a truck burns, the lower its GHG output. Controlling GHGs could help slow down global warming. Here and now, trucks meeting the 2014 GHG limits are built to use less fuel. Although their purchase prices have increased, it's not by nearly as much as previous emissions mandates have caused.

### The Details

The regulations cover many types of trucks, from pickups and midrange work trucks to Class-8 tractors. Exhaustive discussions describe freight and how it's carried within the U.S., and the shipping involved. The rules also list technologies that have been used to increase efficiencies in the various truck types, and might be used to meet the rules.

In practical terms, buyers of new trucks need not sharpen their spec'ing skills, because obeying the regulations is the responsibility of the original equipment manufacturers. OE engineers and designers have been preparing their vehicles to meet the current mandate. Some were way ahead of the game, announcing back in 2012 that they already met GHG 2014 regs.

They are working to comply with another round of limits in 2017. They've also begun compliance activities, which



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include computations to earn credits under the regulatory system and reports to the government agencies.

“Tracking and reporting is an OEM internal activity, completely transparent to the customer,” says Roy Horton, Mack Truck’s powertrain product marketing manager.

“Basically, an OEM would use the EPA-provided Greenhouse Emissions Model to calculate the carbon dioxide emissions in grams/ton-mile for a specific vehicle.” Inputs to this model include the vehicle aerodynamic value, steer-tire rolling resistance, drive-tire rolling resistance, vehicle speed limiters, idle reduction and weight reduction values. This output is then compared against the EPA-defined industry standard, he explained. “Greater or lesser GEM values for a specific truck model, multiplied by the yearly sales volume and useful life value, create the debits or credits.”

### The Powertrain

OEMs say they’re achieving the goals. Volvo Trucks, for instance, announced that its 2014 diesels would be 0.5-percent to two-percent more fuel efficient, offering a significant return on investment for fleets and owner-operators.

“Volvo trucks equipped with 2014 engine technology will deliver substantial fuel efficiency benefits, while also providing the power and performance customers expect from a Volvo powertrain,” says Göran Nyberg, president of Volvo Trucks North American sales and marketing.

Advancements over previous Volvo engine models include:

- smoother surfaces on pistons and liners for lower friction;



- seven-hole injectors that better atomize and distribute fuel within cylinders;
- a crankcase ventilation system that filters more oil from blowby gases before they leave the engine while lowering backpressure for better performance;
- a clutched air compressor that completely disengages from the engine to cut parasitic loads.

Mack Truck, which obtains its engines from Volvo Powertrain, lists similar improvements.

“Downspeeding” is being emphasized by Volvo and Mack, which have introduced packages using low-rpm cruising speeds with automated mechanical transmissions. Volvo calls it XE, for exceptional efficiency, and Mack names it Super

Econodyne. Fuel efficiency improves by about 1.5 percent for every 100 rpm of downspeeding, so customers spec’ing the XE package can expect up to a three-percent improvement compared to an overdrive manual transmission in a similar operation, Volvo says.

Freightliner has begun pushing its proprietary 12-speed Detroit DT12 automated transmission to better control gear shifting and engine speed. When used in conjunction with the Detroit brand engines and axles, it can offer even further fuel economy improvements. Freightliner also offers Eaton’s UltraShift Plus AMTs.

Kenworth and Peterbilt have been working with Eaton to improve operation of the UltraShifts, and now upshifts occur

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sooner to avoid high engine revs. The Paccar brands also have tweaked their Paccar MX-13 diesel to use less fuel. Navistar International is also using down-speeding, and to achieve it offers several products that, like Volvo and Mack, take gearbox operation out of driver's hands. For example, the Cummins-Eaton Smart Advantage powertrain that claims to save three to six percent, an exclusive-to-International 16-speed direct-drive UltraShift Plus LSE, for six-percent fuel savings and Allison's TC10 10-speed torque-converter automatic, which Allison says averages five-percent better economy over manual transmissions.

"For fuel efficiency, improvement efforts are always ongoing—they aren't 'light-switch' events," says spokesperson Elissa Maurer. "One of the key areas of focus for this phase of GHG was the transition to SCR emissions technology. Our heavy-duty SCR product transition was completed in October and is moving forward, and we'll look to reduce some of the

added componentry that was needed for EGR. We expect that process will reduce some weight and also lead to further fuel economy improvements."

SCR—selective catalytic reduction—uses urea injection to break down nitrogen oxide in the exhaust. This takes strain off the engine and allows it to breathe easier, cutting fuel consumption. Competitors have been reporting fuel-economy gains since they began using SCR in 2010, but Navistar switched over last year.

### **Aerodynamics and More**

All OEMs say they have further polished their current models' aerodynamic performance. For example, Freightliner has plugged gaps between forward-facing body panels on its Cascadia Evolution model, which was already designed to move smoothly through the air. The antenna, for instance, has disappeared, built into the body of the truck.

Volvo's streamlined VN highway models

have gotten mirror heads with aerodynamic shrouds and arms, redesigned hood mirrors that also increase visibility, and additional ground effect features below the bumper and side fairings.

Kenworth and Peterbilt have introduced new highway and vocational models that are roomier, more streamlined and comfortable.

Idle shutdown timers eliminate fuel burn and fumes, and setting one at five minutes or less gets a positive score from the EPA, Kenworth engineer Zach Slaton says.

Lowering a truck's top road speed is very effective at saving fuel and reducing emissions, so the OEMs are encouraging customers to simply slow down. They'll try to get customers to agree to set the electronic road-speed limiter to a lower number—for instance, from 70 mph to 65, or 65 mph to 62. Once set, this parameter is not supposed to be changed upward, and dealers are likely to discourage customer requests for a reset. This brings up the question of

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how the new GHG regulations will be enforced, which is a story in itself.

Other tools include lower vehicle tare weight, often by using smaller engines, more aluminum components and low-rolling-resistance tires, which might appear on vocational trucks as well as highway tractors.

Special equipment such as bunk heaters and auxiliary power units will avoid engine idling during driver breaks and overnight sleep periods. These concepts are not new, but they've become more important and you might hear more about them as you go truck shopping.

### What's Next

The next phase of the regulations goes into effect in 2017. Landon Sproull, chief engineer at Peterbilt, says we'll see "another step change in 2017 with the engine side" of the regulations.

The next stage also prompted the industry to ask the American Petroleum Institute to develop a new engine oil classification, currently known as PC-11, setting standards for the lower-viscosity oils the engines will need to meet the regs. It's due to be ready by January 2016.

Last summer, President Obama announced that the EPA will develop new fuel economy and greenhouse-gas standards for post-2018 model year trucks. While it's too early to spell out details, EPA and truck and engine makers who have been working with the agency say the next generation of regulations will likely consider trailers as well as new engine and transmission technologies.

"In terms of 2019 regulations, the vehicle portion will likely drive increased proliferation of low rolling resistance tires and aerodynamic features, like fairings," says Wade Long, Volvo Trucks' director of product marketing.

Expect truck and engine makers to find new ways to reduce parasitic losses—energy used by parts such as fans and pumps, for instance. DTNA recently introduced a variable speed water pump that does just that, using less energy when the engine needs less coolant flow. Waste heat recovery is also being explored.

Much of the low-hanging fruit has already been picked, said Bill Kahn, manager of advanced concepts for Peterbilt,

during a panel discussion last fall. "It's pretty funny that we're sitting here talking about the efficiency of water pumps."

Peterbilt's Sproull believes the focus in the next round of GHG regulations will be "heavily powertrain, not just engine, but including transmission and axles. And of course they will also make a step change in terms of aerodynamics." To do that, he says, the rules will need to take into

account the tractor-trailer as a unit.

"It's going to be difficult to squeeze out more aerodynamics specific to the tractor itself. I think as you look out five to 10 years there's some way the trailer has to be integrated." **TT**

This story, with files from **Oliver Patton** and **Deborah Lockridge**, previously appeared in *Heavy Duty Trucking Magazine*.

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# Where Invention And Mother Necessity Meet

*How three guys saw problems, invented solutions; and took their widgets to market.*

*By Today's Trucking Staff*

## Locked and Loaded

Driver and inventor Steve Kelly partnered with a dispatcher Lisa Cook and created a new company Freight Guard, that produces a device they call **Seal, Shield and Lock (SSL)**.

The SSL not only secures a van trailer shut, it also surrounds the locked seal so that it is hidden and therefore you can't know if the trailer is empty or loaded when it is on the highway or parked unattended.

"I was totally amazed with this product when Steve introduced it to me," says Edwin Duncan, of JED Transport. "I was unsure of what he was talking to me about during our initial phone conversation, but when I saw the product, I knew that it was perfect to be added to our trailers to enhance our C-TPAT program for trailers entering the USA, and give me peace of mind for the security of our cargo on our trailers. Great idea Steve!"

To obtain more information, contact them at **613-937-4442** or by email to [freightguard@sympatico.ca](mailto:freightguard@sympatico.ca).



## Right tool for the Job

When Ed Galley told *Today's Trucking* that his **Galley Tool** "sells itself," we wanted to see for ourselves so we accompanied him on a demonstration visit to Thomson Terminals Etobicoke, ON., shop, where, after a brief demonstration, Thomson's Director of Maintenance and Safety

Gabriel De Pede bought one.

Just like that.

Galley's invention is a tool for removing a fanbelt tensioner on a Volvo D13 or Mack MP8 motor without barking your knuckles or cursing.

"I've watched several Volvo mechanics where there are two of them; one underneath and one above the truck working to

take the belt off. To me, that's a big waste of time, and imagine being on the side of a 400 Series highway or in the middle of the night," said Galley, an owner-operator who lives in Newtonville, ON.

Which is why he invented the tool in the first place. Now the tool is manufactured at Durmach Tool and Dye in Bowmanville, ON.

In Thomson's shop, a few technicians and apprentices watched approvingly while Galley himself climbed into the engine compartment and demonstrated his two-piece device on a Volvo in the shop.

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## Sealing the Deal

Glenn Cox of Charlottetown is a terrific storyteller and likes talking about the episode that sparked his invention, **RuptureSeal**.

In 1994 he was a police officer on Vancouver Island when he responded to a tanker accident on a remote highway.

The tanker had overturned and was leaking fuel from a two-in. rupture.

The local fire department responded but did not have sufficient equipment to stop the leak. Shortly afterwards, the Department of Transportation arrived with a backhoe and constructed a dirt berm to stop the fuel from spreading to a nearby river. The spill continued

for 2.5 hours until the Provincial Department of Environmental Emergency Response arrived.

Upon arrival, the spill specialist immediately went to the back of his truck, mixed a granular product with water, and kneaded it until it turned into a large piece of putty. He approached the leak with a small piece of plywood and a long handled shovel. As he was being sprayed by diesel fuel, he shoved the putty into the rupture and placed the plywood behind it. He then propped the shovel behind it to hold it all in place, reducing the leak to a trickle. By then, several hundred gallons of fuel had leaked into the environment, costing thousands of dollars to clean up.

Thirteen years later, after leaving the police and joining an insurance company, Cox attended a seminar on hazardous spill remediation and realized that that same putty-and-plugs system was still state-of-the-art. And so he roughed out his widget, which turned out to be the RuptureSeal.

"I went to the Dollarama store and bought some ties and a foam squishy ball and got a spray can cap. I stuck it through the ball to move the locking mechanism and that was pretty much it," he says. "I tested it on a Folger's coffee can and it worked perfectly."

After extensive research and development using assistance from the National Research Council they successfully commercialized the product.

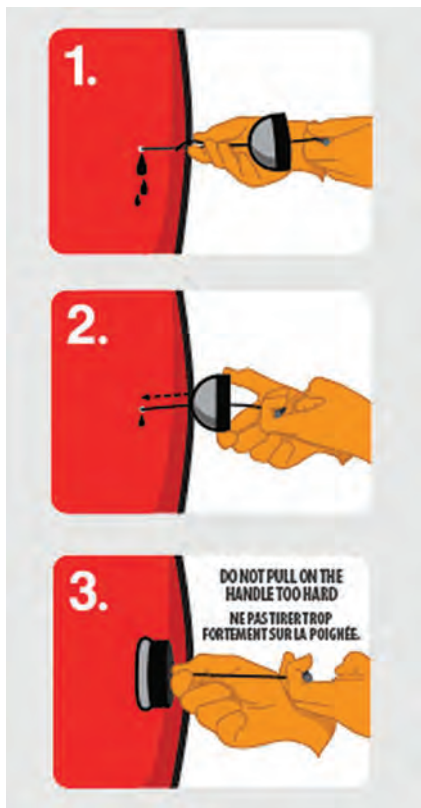
The real unit is a handheld device inserted into the rupture that injects a silicone plug sealing off the leaks. It's a temporary fix but can last upwards of 10 hours. The RuptureSeal can address holes as small as 4mm (5/32in), as large as 64mm (2.5in) in diameter, and gashes up to 100mm (4in) in length.

Cox manufactures the Rupture Seal systems in Charlottetown and one RuptureSeal kit sells a three-pack (one-in., two-in., and a two-by-six-in., for \$169.)

Armour Transportation has purchased 650 RuptureSeal units. "This is the best thing I have bought that I hope I never have to use," Founder Wes Armour states.

Cox also says that he would be happy to help other inventors find ways to take their innovations to market.

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



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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



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



## SELF-POWERED TIRE INFLATOR

AFTER 8 MILLION MILES OF TESTING, APERIA'S HALO TIRE INFLATOR IS NOW AVAILABLE.

**A**PERIA TECHNOLOGIES says its Halo Tire Inflator is commercially available for use on drive and trailer axles on medium and heavy-duty trucks and buses. Halo has successfully completed fleet evaluations for over two years, the company says, racking up 8 million miles of on-road testing from winters in Canada to summers in Florida and is the first complete automatic tire inflation solution to serve both tractors and trailers with either dual or wide-base tires.

Aperia notes the fuel savings that arise from properly inflated tires, citing research by the U.S. Federal Motor Carrier Safety Administration that indicates a 1-2 percent fuel efficiency increase. Yet 55 percent of all truck tires on the road today are at least 5 psi from their target pressure, the company says, which also reduces tire life and increases

annual tire costs by 10-15 percent. Underinflation is also responsible for one blowout per tractor-trailer per year. By eliminating tire underinflation, Aperia says the average fleet can save more than \$2200 annually for each tractor-trailer.

Halo is an easy-to-install system that operates on a similar principle to a self-winding watch. The device uses a wheel's rotational motion to pump and maintain optimal tire pressure. The system does not require any connection to a compressor and can be installed in five to 10 minutes per wheel end. Made in the U.S., Halo is expected to operate effectively for 500,000 miles or 10 years.

California-based Aperia Technologies was founded in 2010 by two Stanford University mechanical engineering graduate students.

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

## AUTOSOCK TRACTION DEVICE

HERE'S A LIGHTWEIGHT ALTERNATIVE TO TIRE CHAINS LIKE YOU HAVEN'T SEEN BEFORE, FROM NORWAY

The AutoSock is a temporary winter traction aid that maximizes friction on snow- and ice-covered roads, created in Norway by **AutoSock Operations AS**. Bought in pairs, it's offered through McGee Company of Colorado, the U.S. distributor, though perhaps not every-



where in Canada yet. AutoSock is now approved for use in 45 U.S. states but it's not yet legal in all Canadian areas and jurisdictions. Specifically, where chains are demanded by law, this isn't yet a legal replacement. In other places there are no restrictions.

Efforts are being made to change that situation, and a Canadian distributor is

being sought. We'll stay on top of this and update you when possible.

For now, bottom line: the AutoSock can be purchased by Canadians but if you're in a place that demands chains, it's not an acceptable replacement. The fact that it does no damage to pavement should help change that.

New to North America, the AutoSock is actually well known elsewhere. Over two million pairs are now in use worldwide.

The textile tire cover features a specially designed surface pattern that makes the total contact area exposed to dry friction as large as possible. In testing on trucks, AutoSock has exhibited better traction than tire chains, the company says.

AutoSock is designed for vehicles of all sizes up to trucks or tractor-trailers over 10,000 lb GVWR with five or fewer axles, including class 3-8 medium- and heavy-duty trucks with tire sizes from 17 in. to wide-base singles.

Features and benefits include quick and easy installation in less than five minutes per wheel, minimizing a driver's

exposure to weather and traffic while easing the hours-of-service burden.

At less than 6 lb per pair compared to 48 lb for a pair of traditional chains, AutoSock provides a substantial weight saving. It's also easy to store inside a cab or tool compartment.

See [www.mcgeecompany.com](http://www.mcgeecompany.com) and [www.autosock.us](http://www.autosock.us)

### MIXED-SERVICE DEEP-LUG TIRE

NEW GT RADIAL GDM635 FROM GITI TIRE IS A MIXED-SERVICE DRIVE TIRE FOR ON/OFF HIGHWAY USE.

From **Giti Tire USA**, the new GT Radial GDM635 on/off-highway drive tire now being introduced in North America is said to provide consistent traction, effective protection against stones, and long tread wear.

For mixed-service fleets, it features a full inch (32/32nds) of tread rubber for strong durability and long wear, the company says. The GDM635 is currently available in the 11R24.5 size, backed by the GT Radial six-year limited warranty.



Suited to a variety of operations, including logging, mining, and oilfield services, the GDM635's aggressive independent block design is optimized to provide consistent traction, and the tread's v-shaped grooves with stone ejectors offer effective protection against stone retention and drilling. The tire has four belts, said to provide effective casing protection for durability and retreadability. Its cut/chip tread compound resists cutting, chipping, chunking, and tearing in harsh off-highway environments.

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



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## OTTAWA T2 TERMINAL TRACTOR

KALMAR OTTAWA'S NEWLY DESIGNED T2 TERMINAL TRACTOR OFFERS UPDATED PERFORMANCE WITH FASTER FIFTH-WHEEL LIFTING

Called "the next generation" of terminal tractors, the **Kalmar Ottawa T2** has been re-designed and re-engineered for what's said to be superior performance, productivity, and serviceability. The product of more than two years of research and rigorous testing, features



include a strengthened chassis, improved and more ergonomic cab design, faster fifth-wheel lifting, safety enhancements, and easier serviceability.

The development process included consultation with dealers and their customers, resulting in a truck that offers superior ergonomics inside the cab for improved driver productivity, the company says.

Its slightly new look is said to stem from changes made to improve functionality and decrease weight and it's constructed using advanced composite materials that reduce weight and the possibility of corrosion while speeding repair time. The cab's frame structure remains high-quality welded steel, but is enhanced with the addition of an ROPS (Roll-Over Protection System) certification as a standard cab feature on all models.

Its modular chassis, consisting of left, right, front, and rear modules, features a formed open C-channel powder-coated rail design that's said to deliver more strength, better protection against corrosion, improved serviceability, and reduced maintenance.

Its redesigned cab offers more interior room and better outward vision. Easier

exit and entry is provided by the wider 23.5-in. door opening.

For off-road applications the new T2 is powered by the Cummins QSB 6.7 Tier 4i engine that meets the latest EPA standards. On-road models feature the Cummins ISB 6.7 EPA2013 engine as standard, plus an expanding portfolio of natural gas engines.

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

## ALLISON IN WESTERN STAR

THE WESTERN STAR 4700 IS NOW AVAILABLE WITH ALLISON'S 4700 RDS TRANSMISSION

You can now spec the **Allison 4700** Rugged Duty Series (RDS) series automatic transmission in the **Western Star 4700**. Intended for off-road and vocational applications such as construction and oil



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\*CBX25/30 model – 30,000 lbs. capacity at creep speed only.

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field, the combination is said to provide more efficient performance.

The Allison 4700 RDS transmission features '2nd Reverse', which offers a second deep reverse gear in addition to the standard reverse to provide greater control and engine braking during operation

the ECAS product no longer need to supply a unique PIN number to calibrate their systems. The new PIN-less calibration of ECAS applies to all 12V systems.

Meritor WABCO launched the Toolbox 11 software package last May. It offered a more intuitive and efficient user interface, improved navigation, and an expanded help function. Additional diagnostics capabilities cover the OnGuard

collision safety system with active braking and the OnLane lane-departure warning system.

Users can download color video recordings of critical safety events captured by OnLane.

The 11.2 update is free of charge to current Toolbox 11 users, and is available for download 24 hours a day here.

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



on steep grades. Other benefits include primary and secondary shift schedules to enhance fuel efficiency, seamless full-power shifts, and ease of startability.

Available with the Detroit DD13, Cummins ISC, or Cummins ISL engines, the 4700 truck features a mid-BBC configuration. It can be spec'd with other Allison transmissions.

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

## MERITOR WABCO UPDATES TOOLBOX

A DOWNLOADABLE UPDATE

A downloadable update of Meritor WABCO's Toolbox diagnostics software can save time for users of the company's electronically controlled air suspension. It lets users view system faults, track wiring schematics, and adjust component operation.

Meritor WABCO has released an updated version of its Toolbox diagnostics and troubleshooting software. The new release— Toolbox 11.2—provides further time-saving for the company's electronically controlled air suspension (ECAS) technology.

Technicians use the software to view system faults, follow repair instructions, track wiring schematics, verify system integrity, and adjust component operation.

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### ANOTHER NO-CHAINS OPTION

FLEX-TRAX OFFERS A TRACTION SYSTEM FOR USE IN MUD, SAND, SNOW, AND ICE THAT'S SAID TO BE MUCH EASIER TO INSTALL THAN CHAINS

From **Flex-Trax**, GoClaws are an engineered tire-traction system for use in mud, sand, snow, and ice, said to be much easier to install and more likely to

stay on than chains. It's a unique injection-molded, high-strength and high-durability polyurethane assembly, representing a "significant" improvement over historical traction devices such as tire chains, says Tony Bright, the inventor.

Once installed, it's "impossible" for the GoClaws bolts and screws to ever come loose, he says. Dual locking pins cannot disengage once pulled

into the opposing keyhole slots.

These improvements provide a smoother ride and add longer life through improved abrasion resistance and less damage to tires. They're said to work well for many demanding applications, for everything from cars to heavy trucks.

They can be installed easily without moving or jacking the vehicle.

The SnoClaws variation is similar, distinguished only by its ratchet fastening system for vehicles having smaller clearance, typically every tire size from garden tractor for plowing driveways up to large SUV/truck-size tires for highway use.

These products are said to eliminate road damage, exceed SAE clearance requirements for each vehicle class, and meet the stricter laws enforced by many transportation departments and authorities. Many Canadian jurisdictions have made tire chains illegal while giving full approval to Flex-Trax traction systems, the company says.

GoClaws and SnoClaws are available in sizes for passenger vehicles on up to large trucks and tractor trailers. They've been around for a while, in fact, but are not well known in Canada.

[www.flextrax.com](http://www.flextrax.com)

### BUMPER, TRIM FOR MACK GRANITE

AN AERO CLAD BUMPER HAS BEEN RELEASED BY HENDRICKSON BUMPER AND TRIM FOR THE MACK GRANITE **Hendrickson** Bumper and Trim has released new AERO CLAD bumper model, this one for the Mack Granite, offering weight savings and reduced maintenance compared to the standard metal bumper. The weight saving is 32 lb.

AERO CLAD bumpers offer a bright mirror-like finish that's said to be 10 times thicker than chrome which helps resist corrosion. Unlike painted or chrome bumpers, these bumpers do not require touch-ups and will not chip or rust.

Hendrickson offers AERO CLAD bumpers for both set-forward and set-back axle Granite models, available as current Mack data book options and as aftermarket replacements. They're offered with different light and tow-hole configurations to meet a variety of needs.

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

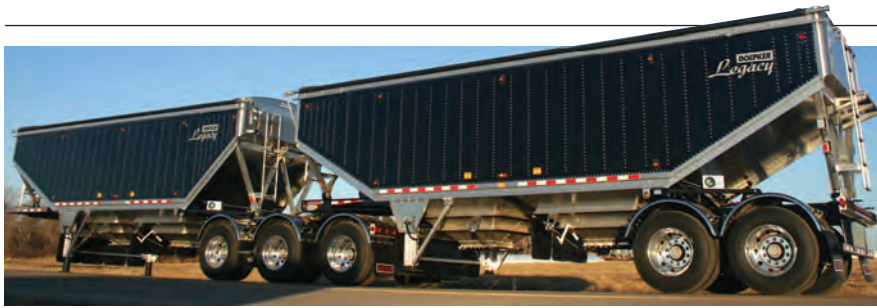


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## SUPER B GRAIN TRAILER

DOEPKER'S LEGACY SAID TO BE THE LIGHTEST ALUMINUM SUPER B GRAIN TRAILER. The **Doepker Legacy** is said to be the lightest and strongest aluminum Super B grain trailer on market. Its Doepker-designed Uni-Link system offers what the company calls "innovative, cutting edge technology that gives strength never seen before on an aluminum trailer."

The one-piece aluminum honeycomb slope, also used in the construction of aircraft, uses a minimal number of rivets and has no horizontal seams or rivets, giving "unmatchable" cleanout and sealing properties. The smooth double-wall aluminum design provides an

aerodynamic outer skin complimenting optimal inside cleanout.

The "first to market" open-end dual-aluminum-wall design allows easy cleaning and maintaining of the suspension and slope area from road contaminants.

Doepker also recently added, in two configurations, the Super B RockR and the Tandem Lead RockR side-dump gravel trailers, designed to create stable unloading. By removing only a couple of pins, users can choose which side to unload from. The trailer is coated with pure zinc on the complete steel outside for corrosion resistance before it's primed, painted, and put through a heated cure oven.

[www.doepker.com](http://www.doepker.com)

## FMCSA COMPLIANCE MANUAL

REVISED J.J. KELLER MANUAL HELPS TRUCK OPERATORS UNDERSTAND COMPLEX U.S. REGULATIONS. Understanding and complying with the U.S. Federal Motor Carrier Safety Regulations (FMCSRs) is challenging for many fleet managers and owner-operators. Recognizing this, **J.J. Keller & Associates** developed the FMCSA Compliance Manual.

It's a re-launch and revision of the company's Fleet Safety Compliance Manual published for 35 years. It's in a completely redesigned and reorganized format to make compliance even easier, Keller says. In the new manual, each of the tab-divided sections puts the applicable word-for-word regulations, how-to-comply explanations, and DOT's official interpretations for a specific safety topic all in one spot.



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The FMCSA Compliance Manual provides how-to-comply explanations of the regulations to help transport professionals understand what they need to do to maintain compliance and operate safely.

Key topics covered in the manual include hours of service, driver qualification, vehicle inspection and maintenance, and commercial driver licence requirements. The manual is intended for anyone managing or operating one or more commercial motor vehicles—which can be anything from a large pickup truck to a tractor-trailer.

The FMCSA Compliance Manual is available with a 1-year update service and online edition for only \$249. Call 800-327-6868 or order online here. [jjkeller.com/103552](http://jjkeller.com/103552)

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

## REMAN TRANSMISSION

EATON HAS MADE SEVERAL ENHANCEMENTS TO ITS LINEUP OF FLEX REMAN TRANSMISSIONS



Eaton has made several enhancements to its lineup of FLEX Reman transmissions to better equip truck dealers and truck OEMs (original equipment manufacturers) to meet the aftermarket needs of their customers.

Among the improvements to the product line is changing the part numbers to a model-based system, eliminating the need to cross-reference part numbers with model numbers and making it easier to find the correct part. In addition, a new pricing structure has been introduced, with logistic center, direct-ship, and truck-down orders all priced the same. Availability and delivery changes have been made as well. All reman units

are now eligible to ship the same day or next day for truck-down situations and increased inventories have been added to Eaton's 14 North American logistic centers resulting in shorter lead times.

Also, Eaton has changed the line-up of transmission models available, increasing FLEX coverage from 75 to 82 percent of market demand. It now covers 50 standard reman items.

FLEX transmissions are now available for the most popular of Eaton's models including the FR 10-speed and RTLO 13- and 18-speed models. All are made with 100 percent genuine Eaton components and carry a two-year/unlimited miles base warranty. Extended protection plans are also available.

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

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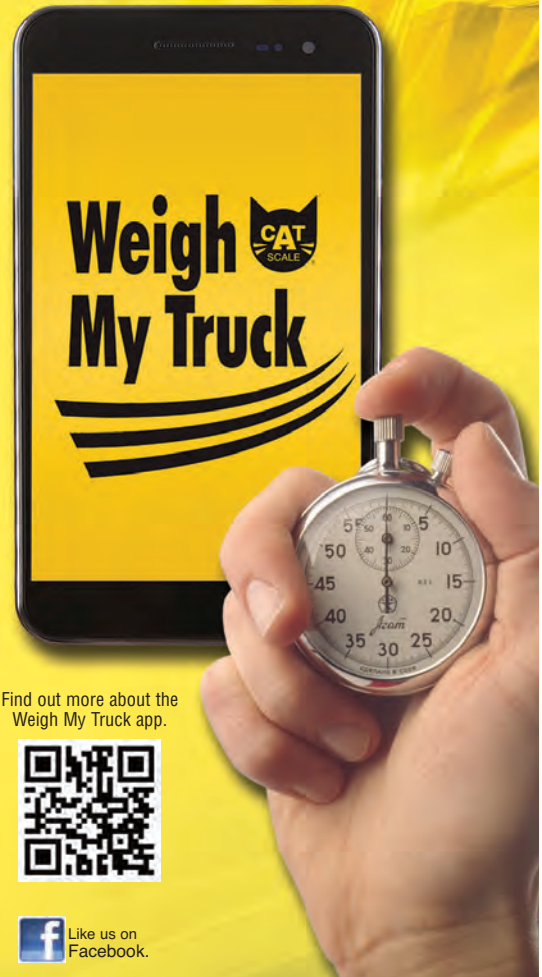
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### WAGNER LED HEADLAMPS

WAGNER LIGHTING HAS INTRODUCED ADVANCED LED SEALED-BEAM HEADLAMPS FOR HUNDREDS OF COMMERCIAL APPLICATIONS

**Federal-Mogul's** Wagner Lighting brand has introduced long-lasting, maintenance-free LED sealed-beam replacement headlamps for commercial applications. The new lamps help improve driver vision dramatically, the company says.

The bulb-free LED design virtually eliminates damage caused by road shock and vibration while projecting a brighter, whiter, and crisper light that extends the driver's field of vision as compared to standard halogen headlamps. Each new lamp is compliant with U.S. and Canadian requirements and has been certified by Wagner quality engineers to meet or exceed original-equipment specs. Lamp installation is fast and easy, with no special tools required.

See [www.FMe-cat.com](http://www.FMe-cat.com)

### DOSSIER ADDS AUDIT TRAIL

ARSENAULT HAS INTRODUCED A NEW AUDIT TRAIL OPTION TO ITS DOSSIER FLEET-MAINTENANCE-MANAGEMENT SOFTWARE

**Arsenault Associates** has introduced a new Audit Trail option to Dossier, its industry-leading fleet maintenance management software. Audit Trail opens a new window on maintenance operations by providing a history of all transactions in Dossier, including who in an organization did what and when.

Audit Trail greatly expands the scope of vehicle history by enabling management to see not just what was done to a vehicle, but who did it, and when. Also tracked are any additions, changes, and deletions as they apply to vehicles, parts, personnel, and work requested, done, or cancelled.

With Audit Trail, you have a clear record of responsibility, the company says. You know exactly who did what and when, which in turn can help to improve processes and performance.

Audit Trail's chronological record

can find and help correct errors that were entirely inadvertent, like someone distracted by a phone call and who then makes an incorrect entry while working in Dossier. The error may go unnoticed for some time, but Audit Trail can help find it so it can be corrected. It's the data equivalent of insurance, the company says.

Audit Trail also provides critical documentation for purposes of regulatory compliance and personnel management.

Items supported by Audit Trail in Dossier include Unit (vehicle, typically), Part, Personnel, Vendor, Repair Order, Fuel Item, Customer, Tire, Purchase Order, Part Receipt, and more. Audit Trail search results can be focused by user, by item type, or by time range.

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

### SPRINGRIDE AIR SPRINGS

NEW SPRINGRIDE LINE OF AIR SPRINGS FROM VEYANCE TECHNOLOGIES OFFERS VALUE FOR USED-TRUCK OWNERS

**Veyance Technologies**, manufacturer of Goodyear Engineered Products, announces the launch of its new Springride air spring line, designed for second- and third-time commercial vehicle owners.



Springride air springs provide an economical aftermarket alternative to the brand's premium Super Cushion air springs for first-time owners and original equipment manufacturers.

Manufactured in North America, these air springs are claimed to provide better service life than offshore brands through resistance to ozone cracking and corrosion. The springs come with a two-year warranty and fit most popular heavy-duty applications.

<http://www.goodyear.com>

## Diesel Price Watch



TOTAL

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	153.9	6.5	135.4
VANCOUVER *	150.9	-0.8	106.0
VICTORIA	145.1	-0.1	108.0
PRINCE GEORGE	150.7	0.0	116.8
KAMLOOPS	144.5	-0.1	110.9
KELOWNA	144.3	0.1	110.8
FORT ST. JOHN	154.4	-2.7	120.4
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	137.9	1.5	118.3
RED DEER	134.9	1.3	115.5
EDMONTON	136.1	0.5	116.6
LETHBRIDGE	139.7	0.0	120.0
LLOYDMINSTER	138.9	5.0	119.3
REGINA *	143.2	-0.3	117.3
SASKATOON	141.7	0.4	115.9
PRINCE ALBERT	138.9	2.3	113.3
WINNIPEG *	142.9	0.6	118.1
BRANDON	142.7	-0.4	117.9
TORONTO *	142.9	-0.5	108.2
OTTAWA	145.6	-0.8	110.5
KINGSTON	143.4	-1.0	108.6
PETERBOROUGH	142.4	-0.5	107.7
WINDSOR	141.9	-1.0	107.3
LONDON	142.4	-1.5	107.7
SUDBURY	147.6	-0.9	112.4
SAULT STE MARIE	145.9	-1.6	110.8
THUNDER BAY	151.8	-1.1	116.0
NORTH BAY	144.3	-0.4	109.4
TIMMINS	150.3	0.5	114.7
HAMILTON	143.2	-0.3	108.5
ST. CATHARINES	140.9	-1.0	106.4
MONTRÉAL *	154.9	0.4	110.5
QUÉBEC	154.6	-0.3	110.2
SHERBROOKE	152.4	-2.1	108.4
GASPÉ	153.4	-2.5	113.0
CHICOUTIMI	152.6	-0.7	112.3
RIMOUSKI	152.9	-0.5	110.7
TROIS RIVIÈRES	153.7	-0.5	109.4
DRUMMONDVILLE	154.7	0.0	110.4
VAL D'OR	151.4	-0.5	111.3
SAINT JOHN *	152.0	-2.5	111.3
FREDERICTON	152.8	-2.3	112.0
MONCTON	153.6	-2.0	112.7
BATHURST	154.8	-1.7	113.8
EDMUNDSTON	154.7	-1.7	113.7
MIRAMICHI	154.1	-2.4	113.2
CAMPBELLTON	153.6	-2.4	112.8
SUSSEX	152.4	-2.7	111.7
WOODSTOCK	154.9	-2.3	113.9
HALIFAX *	143.3	-6.5	105.2
SYDNEY	149.0	-2.6	110.1
YARMOUTH	147.8	-4.8	109.2
TRURO	144.9	-4.9	106.6
KENTVILLE	144.0	-5.1	105.8
NEW GLASGOW	145.5	-5.1	107.1
CHARLOTTETOWN *	157.7	0.0	114.1
ST JOHN'S *	155.0	-1.3	116.7
GANDER	157.5	-1.2	118.9
LABRADOR CITY	160.4	-0.3	121.4
CORNER BROOK	152.8	2.5	114.7
CANADA AVERAGE (V)	145.4	-0.1	112.2

Updated prices at [www.mjervin.com](http://www.mjervin.com) • Prices as of March 11, 2014 • 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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## FORD'S F650 AND F750

Ford's new F-650 and F-750 trucks with second-generation 6.7-liter V8 diesel

**N**ew **FORD** F-650 and F-750 class 6/7 trucks were introduced recently at The Work Truck Show, but the fine print says they'll be 2016 model-year trucks, not available until spring 2015.

Offered in three styles—Regular Cab, SuperCab and Crew Cab—and three models—straight-frame, dock-height, and an all new dedicated tractor model—the new F-650/F-750 features a second-generation 6.7-liter Power Stroke V8 diesel. It's paired with a commercial-grade TorqShift six-speed 6R140 automatic transmission with available power takeoff to run accessories and vocational equipment in the field.

Both engine and transmission were developed and tested by Ford for medium-duty applications, with three horsepower and torque levels and a five-year/250,000-mile limited warranty.

The transmission features a low first-gear ratio and optimized ratio steps across all gears for best fuel economy. It's also strengthened with new materials and extra pinion gears for medium-duty service.

Ford will also offer the 6.8-liter V10 gasoline engine for the new trucks, mated with the same transmission, and it can be factory-prepped for converting to compressed natural gas or liquid propane.

Body-builders will appreciate the extra frame space as components such as the diesel exhaust fluid tank and standard fuel tank are now located under the cab instead of behind it on the frame.

See [www.ford.com/commercial-trucks](http://www.ford.com/commercial-trucks)



## ALJEX PLUS PROMILES

ALJEX INTEGRATES WITH PROMILES FOR TRUCKLOAD MILEAGE CALCULATIONS

**Aljex Software** has partnered with ProMiles Software Development for what are called fast, accurate, and reasonably priced mileage calculations. Customers can now access ProMiles within the Aljex application to calculate the miles of a given load for pricing and dispatch.

Users can generate ProMiles calculations quickly and easily within the Aljex application. ProMiles data then populates the relevant Aljex fields.

Aljex produces software and business systems for third-party logistics firms and carriers. ProMiles develops trucking-industry-specific software applications such as Route/Stop Optimization, Fuel Tax Reporting, Fuel Management and Fuel Purchase Optimization.

See [www.aljex.com](http://www.aljex.com) and [www.promiles.com](http://www.promiles.com)

## CARB-VERIFIED REEFERS

CARRIER'S CARB LEVEL-3-PLUS-VERIFIED ENGINE EMISSIONS SYSTEM FOR X4 AND VECTOR

The new optional engine emissions system (EES) from **Carrier Transicold**, capable of reducing diesel particulate mass from trailer refrigeration unit exhaust by more than 98 percent, has received conditional verification from the California Air Resources Board.

It's said to be the first OEM-developed CARB level-3-plus-verified diesel emissions control (VDEC) device for trailer refrigeration units that can be included with initial purchase or added later for users who don't need it initially. A level 3 plus device reduces particulate emissions in accordance with California's ultra-low emissions requirement for transport refrigeration units, also known as ULETRU, while also reducing nitrogen oxides. Carrier's latest reefer engines are already certified for 'evergreen' compliance with the 2013 EPA Tier 4 standard

for engines less than 25 hp, allowing for indefinite use throughout North America, except in California. In California, CARB uniquely requires that a VDEC strategy be applied to units in this horsepower class for use in the state beyond the initial seven years.

The EES is conditionally verified for use with Carrier Transicold's new Tier 4-compliant designs, which include the X4 Series single-temperature models 7500 and 7300, and the hybrid Vector 8500 single-temperature and Vector 8600MT multi-temperature units. In the current phase of the verification process, these models can be factory-equipped with the



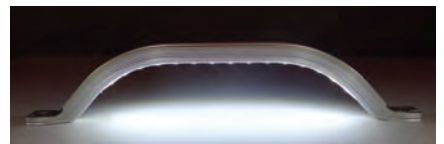
EES and it can be installed on previously purchased units with up to 3000 hours of engine operation.

In accordance with CARB protocols, testing on aged trailer unit engines will continue into 2014 to verify EES performance on engines with far more hours of service, so as to eliminate the 3000-hour provision, Carrier explains.

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

## BACKLIT GRAB HANDLE

SOLID-ALUMINUM GRAB HANDLE FROM HANSEN IS BACKLIT



**Hansen International** has announced its new ribbed and backlit grab handle built for the utility, trailer, and heavy-truck markets. Made of solid formed-aluminum, the handle is ribbed to assure a better grasp. It also provides bright LED lighting for additional safety.

This patent-pending grab handle is available in standard lengths of 14, 18, 24, and 30 in.

Hansen International, incidentally, was founded in 1920.

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



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# FUEL FOR THOUGHT Truckers and Crimea

— By Bob Tebbutt

**W**hile I don't trust the Russians or should I say Vladimir Putin as far as I could throw him, the recent situation will see the air full of rhetoric rather than missiles.

This is because Russia cannot afford to deal with the results of any physical move into Ukraine.

Last month, when the Russians put troops on the border to the Ukraine and sent thugs into Crimea, their ruble fell to a record low, the Russian central bank spent \$10 billion to prop up the ruble and interest rates were raised from 5.5 to seven percent to help support their currency as well.

The lower ruble means the cost of imports rose sharply

and immediately so the Russian population was hit by higher food costs.

In addition, the higher borrowing costs meant that the smallest and the largest businesses were hit with an increase in borrowing costs of 1.5 percent, which meant that cash lines of credit to provide short-term funding of purchases to run their business were enough to cause them to suspend operations or at least slow them down.

Putin reacted by pulling the troops back from Ukraine's borders but left Crimea still under Russian "occupation."

Now Ukraine does have an economic weapon that could be used. As virtually all of Russia's crude-oil and natural-

gas exports to Europe run through pipelines located in Ukraine, Ukrainians may be reluctant to shut these lines down for fear they'll anger Europe, who they want to get closer to.

Russia will be reluctant to advance into Ukraine for

**The lower ruble means the cost of imports rose sharply and immediately so the Russian population was hit by higher food costs.**

devastating economic consequences, and Ukraine will hold back on shutting the pipelines to keep their friends in Europe supportive. We will have a stalemate. The ammunition will be rhetoric, not missiles.

As for Crimea, as the population in that area is strongly pro-Russian, any referendum to separate and

go under Russian support would probably win.

As the rhetoric increases we can expect to see crude-oil and natural-gas prices in Europe rise and as the talk eases they will fall.

Gold too will react strongly and it will sell off if the

concerns ease.

Meanwhile, as currencies are controlled by the central banks, I expect that the

Euro, the Swiss and the Pound will generally move higher against the US Dollar.

If the market gets really worried about the confrontation then the investors of the world will move into the Yen, the US and Gold as "safe havens".

However, I expect that this situation will eventually disappear from the news.

*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.*

## YOU CAN'T GET THERE FROM HERE

### Putting the Sham in Shamrock

What was intended as a tribute to St. Patrick's Day wound up more of an April Fool's joke because by the time we went to press, not a single reader phoned to identify last month's mystery location. It was the *Celtic Cross in Miramichi, N.B.*, unveiled in 1986 in honor of the scores of Irish immigrants who landed at the port more than 200 years ago, suffering from "ship fever." This month's mystery attraction is maybe not so far off the beaten track. If you're one of the first 10 to tell us where it is, we'll send you a snazzy **Today's Trucking Cap**. Contact Peter at [peter@newcom.ca](mailto:peter@newcom.ca) or 416 614-5828. And don't forget to leave your street address.



**March Answer:**  
Celtic Cross in  
Miramichi, N.B.



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



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By Peter Carter

# Plane Truth About A Female Pilot

Contessa's my cousin. So of course she can drive anything.

I first met the high-flying Contessa Bishop in a palliative-care ward. I was visiting her ailing grandma—my cousin Mary Esther. Our family is huge. I hadn't kept track of everybody's kids.

"And what," I asked Contessa, "do you do?"

"I'm a pilot," she said.

Wow, I thought.

And makes perfect sense too. Women in Mary Esther's family can drive anything. I've known that since I was a kid.

And here, for the first time since I gave the issue any thought (seven minutes ago) is the logic that I used to arrive at that conclusion.

When I was about four, we were visiting Mary and her family in New Lowell, ON. She stacked a dozen or so kids into her station wagon and took us to Wasaga Beach.

Mary drove. Confidently.

I remember thinking, "She drives just like a man."

And it wasn't until now that I realized the reason I thought that was because Mary Esther was, simply, the first woman I ever saw drive.

True fact. And surprising, since I grew up in a driving business. Our family owned a sizable fleet of buses in Sudbury. Driving was as important as breathing.

My eldest sister Bertholde drove home a new full-sized bus that my dad had bought in Windsor when she was 16, but I was too young to remember and only learned about it later. I'm not even sure it was legal for women to drive buses back then but then again my dad was always ahead of his time.

So until I went for a ride with Mary Esther, the only woman I'd seen behind the wheel was Lucille Ball in "The Long, Long Trailer."

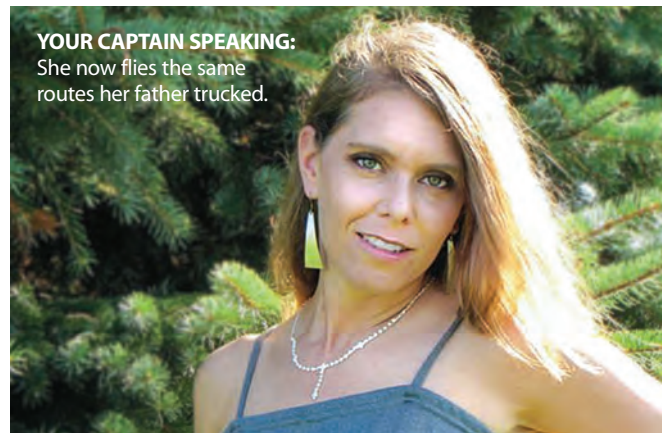
And I'm not that old.

Fast-forward to Contessa: Dispatched out of Calgary she flies for Jazz. When she brought me up to date on her career, I was particularly touched when she mentioned that her Dad used to be a trucker.

"A conversation with my father in my kitchen in 1989 is what launched the idea and then the passion for flight. I guess it wouldn't be too far off that a trucker's daughter became a heavy-equipment operator of another version."

Contessa's first step was to join the air cadets.

Which reminded me of a flight I took about 15 years ago, from Dawson Creek B.C. to Calgary.



The pilot was female, 32, with spiky hair dyed the same color as Superman's, and because it was pre 9-11, she let me stay in the cockpit for part of the flight. She, too, had started as an air cadet and I remember thinking, "When I was a kid, air cadet was synonymous with nerd. The person flying this plane is the very polar opposite of nerd. She's stunning."

Ditto Contessa. She is among the least nerd-like people I've ever shared a gene pool with.

At one point, Captain Spiky Hair asked me to leave the cockpit. A storm was blowing up over the Rockies and she had to concentrate.

I recall thinking, "I'm glad she's a she. She won't take any bone-headed chances."

It's a joy talking flying with Contessa.

"Flying," she told me, "has provided a life for me that one could have never dreamt as the little girl standing in that kitchen. This life couldn't be further from the Hollywood image I had back then. It's way better.

"It is men like my father in today's world, who see my tomboy tendencies and appreciate my capabilities which support my choices. Having a mother who is your biggest fan helps out some too."

A few years ago I was lucky enough to tour an Isuzu factory in Japan. Guess what department the women ran: quality control. The plant manager told me the gender split was strategic: Women don't take as many chances.

It's a trait I like in my pilots.

Or—if I had a fleet—my drivers. **TT**

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