

LOW-TECH; HIGH-YIELDS

How Cathy Culp runs a truck biz without a computer. PAGE 39



Today's Trucking

The Business Magazine of Canada's Trucking Industry

PLUS

**HOW TO TEST FUEL
CONSUMPTION RIGHT**

PAGE 40

**COMING
SOON
TO A ROAD NEAR YOU**

**WHY THIS WESTERN STAR
IS TRUCK OF THE MONTH**

PAGE 30

**TONS OF NEW GEAR
FROM MATS**

PAGE 44

May 2014

www.todaystrucking.com

A large quarry with a semi-truck in the foreground. The quarry walls are composed of large, rectangular blocks of stone, showing signs of excavation. The truck is a heavy-duty model with a large dump body, and its suspension system is highlighted in red. The ground is dirt and gravel.

SOLUTIONS through **INNOVATION**[™]

Hendrickson understands the medium- and heavy-duty trucking industry and the challenges it faces every day. We are poised to supply **Solutions through Innovation**[™] by drawing on our 100 year legacy of superior design, quality manufacturing and superb customer service. We deliver lightweight, durable, innovative suspension systems and components required to carry freight around the globe. Hendrickson looks forward to serving the medium- and heavy-duty commercial vehicle industry today and for the next 100 years.

www.hendrickson-intl.com



H **HENDRICKSON**
The World Rides On Us®

**“ELITE SUPPORT
KNOWS THE INS & OUTS OF
MY TRUCK.
SO MY TRUCK IS
IN & OUT FAST.”**

**ANDY ROTH,
CO-OWNER,
DEDICATED DELIVERY PROFESSIONALS, INC.**



WHO DO YOU TRUST WITH YOUR TRUCK?

Our job is helping you do yours. Look for Elite Support Certified Freightliner and Western Star dealers to find the industry's highest levels of customer service and performance. Every dealership earning this distinction is committed to maximizing your uptime. Our technicians are trained by Freightliner and Western Star to accurately diagnose and quickly repair your vehicle. It's all a part of why elite drivers and fleets demand Elite Support.

Visit EliteSupportNetwork.com to find the nearest location.



Experience a Higher Standard.



44 **PETERBILT SAVES FUEL:** New EPIQ package for the Model 579 said to improve fuel economy by as much as 10 percent.



30 Western Star; as in movie



39 Look Ma, no computer!

NEWS & NOTES

10 DISPATCHES
LESSONS LEARNED AT
THE VANCOUVER STRIKE



- 11 Juliette's boys shine in Armour
- 12 Ryder's natural gas fleet grows
- 15 A biodiesel mandate for Ontario
- 16 Atlantic truckers' ferry costs rise
- 16 Saskatchewan relaxes truck weights
- 17 Auto trannies rule
- 17 Winnipeg's Provencher truck ban
- 17 Happy Birthday to Pete
- 19 What's hot on todaystrucking.com
- 21 Truck event calendar
- 22 Heard on the street
- 23 Truck sales statistics

FEATURES

30 TRUCK OF THE MONTH
READY FOR ITS CLOSE-UP
It's a Western Star, it's a movie star; it's a Transformer!
And it's also signaling a new big rig.
— BY PETER CARTER

32 COMPLIANCE
NO EXCLAMATION MARK NECESSARY
We're not crying wolf, but your MCS-150 updates need a little TLC.
— BY HEATHER NESS

36 TECH
GRANDPA'S HONK HONK
How to make sure the highway doesn't get between your driver and his three-year-old grandson.
— BY TEONA BAETU

44 COVER
LOCKWOOD'S PRODUCT WATCH
A special post-MATS account of loads of new truck products.
— BY ROLF LOCKWOOD

OPINIONS

- 7 LETTERS & LAURELS
- 9 ROLF LOCKWOOD
- 54 PETER CARTER

SERVICE DEPT

- 25 KEEPING DRIVERS SAFE FROM UV RAYS
- 40 DIY FUEL TESTING



- 51 TEBBUTT ON THE PRICE OF MONEY
- 51 GUESS WHERE THIS IS, WIN A HAT
- 53 COMPANIES IN THE NEWS



AERO HAS FOUND ITS EDGE.
The All New 5700. Fall 2014.

Sign up for email updates at allnew5700.com

WS/MC-A-502. Copyright © 2014 Daimler Trucks North America LLC.
All rights reserved. Western Star Truck Sales, Inc. is a subsidiary of
Daimler Trucks North America LLC, a Daimler company.

DAIMLER | Western Star - A Daimler Group Brand



Today's Trucking

The Business Magazine of Canada's Trucking Industry

NEWCOM

NEWCOM BUSINESS MEDIA INC.

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

VICE PRESIDENT, EDITORIAL

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

EDITOR

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

CONTRIBUTORS: **Teona Baetu, Steve Bouchard, Raymond Mercuri, Heather Ness, Jim Park**

DESIGN LAYOUT

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

PUBLISHER

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

NATIONAL ACCOUNTS MANAGER

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

QUÉBEC SALES MANAGER

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

PRESIDENT

Jim Glionna

CONTROLLER

Anthony Evangelista

PRODUCTION MANAGER

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

DIRECTOR OF CIRCULATION

Pat Glionna

CIRCULATION INFORMATION

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

Today's Trucking is published monthly by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Toronto, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus applicable taxes; one-year subscription: \$40 plus applicable taxes; one-year subscription in U.S.: \$60 US; one-year subscription foreign: \$90 US. Copyright 2014. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in *Today's Trucking*. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to *Today's Trucking*, 451 Attwell Dr., Toronto, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No.40063170. ISSN No. 0837-1512. **Printed in Canada.**

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



**Kenneth R. Wilson
Award Winner**

Member



**Alliance for
Audited Media**
The New Audit Bureau of Circulations

13 Reasons Why *Today's Trucking* Matters

Once again, **Today's Trucking** has been singled out as the source of some of the finest journalism on the continent.

Every year in March, hundreds of journalists from across North America gather to compete for top honors in their field. The competition is orchestrated by **The Truck Writers of North America** and includes magazine writing, online work and video production.

This year, in addition to collecting 11 prizes for individual magazine stories and two for videos, *Today's Trucking* was honored with the "Best of 2013" Award.

This prize towers over all the others; it's like winning the Best Picture at the Oscars.

In making the awards presentation, the judges said that *Today's Trucking* provides a "sterling example of wisdom, relevance and a deeply rooted connection to readers."

The copy of *Today's Trucking* that grabbed the judges' attention was the magazine's 25th Anniversary Issue. No magazine could thrive for a quarter of a century if it didn't play an important role in the lives of its readers.

We like to think we know what we're doing; we are very gratified when our competitors and colleagues recognize that fact.

And of course we couldn't do it without you, the readers.

Here's a recap of our booty.

Bronze Awards went to:

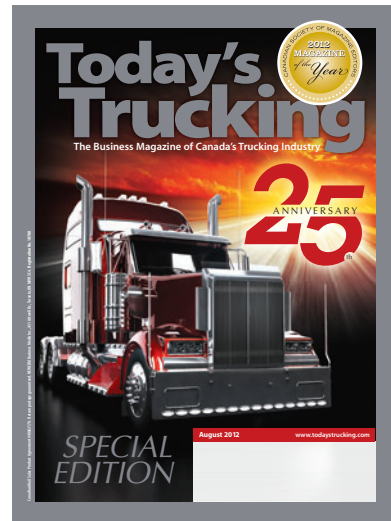
- Freelance writer/truck driver David Henry, "25 Reasons Why Trucking is Way Better Than It Used to Be";
- Contributing Editor Teona Baetu, "No Experience Necessary";
- Contributing Editor Jim Park, "Round 'Em Up, Head 'Em Out".

Silver Awards went to:

- Vice President Editorial and Founding Editor Rolf Lockwood, "Who's Driving Our Trucks?";
- Lockwood, "The Lockwood Report";
- Park, "CSI PSI";
- Editor Peter Carter: "5-Million-Mile Man";
- Carter, "Rear View Column."

Gold Awards went to:

- Lockwood, Carter and Designer Frank Scatozza: "August 2012 Issue";
- Lockwood, "Driving the Blues Away";
- Park and Videographer Dan Robinson, "The Ultimate Test Drive: Freightliner Cascadia w/ DT12."



EMAIL:

**peter@
newcom.ca**

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



The Ultimate Test Drive Video also won a **Best in Division Award.**

YOU CAN VIEW IT HERE:

<http://www.todaystrucking.com/ultimate-test-drive-freightliner-cascadia-with-dt12>

STOP. GO. STOP. GO. HARD ON YOU. HARDER ON YOUR ENGINE.



Sometimes your engine works hardest when you're hardly moving. Make sure your engine is protected with Shell Rotella® heavy duty diesel engine oils. From the improved fuel economy of Shell Rotella® T5 Synthetic Blend Technology, to the excellent high/low temperature protection of Shell Rotella® T6 Full Synthetic, rest assured your engine can stand up to the most demanding conditions – even while standing still. www.shell.ca/rotella



**THE SYNTHETIC ENGINE OIL
THAT WORKS AS HARD AS YOU.**

By Rolf Lockwood



18 Wheels of Fortune

Trucks carry a lot more than freight. They're also full of memories, laughs and new friendships.

Outrage is usually the stuff of opinion pages like this one, and there's certainly no shortage of issues to make my metaphorical pen quiver with frustration. But I don't feel like being outraged today.

So instead I'm going to write about what a great week I just had.

It finished with a celebration of Bob Magloughlen's life on Sunday, April 13th, a gathering of people at the heart of trucking in my southern Ontario neck of the woods, people who loved him and regret his recent passing profoundly. Not a sad day at all, really, though there were some tears. Rather, it was a day to remember good times with a good guy and to ensure that Mr. Bob's wife and his two daughters and their families understood that his life meant something to a lot of us. I also met some old friends whom I rarely see and we laughed about our own good times going back 10, 20, 30 years and more.

Most of all, I was reminded once again that I'm part of what's very much like a family.

I had the same kind of experience for the three preceding days during our Truck World 2014 show. A thoroughly successful event for everyone concerned, it seems, and I've got a couple of observations worth making.

One is about the mood of the show at large. Everyone was upbeat, and I actually have empirical proof that people are happy right now. Well, empirical enough.

I've been manning a booth at this show and others for years and years, and there's one thing that has never changed: the complaining. People come up to me to chat and I ask, 'So how's it going?' Then they launch into a long litany of moans and groans and tales of how they've been victimized six ways from Sunday, especially if they're drivers or owner-ops. But not this year, with just one exception in hundreds of such chats.

I know very well that things aren't rosy in the steering-wheel sector, but for at least a day folks were able to shut that down. Encouraging.

My second note is about conversation around the lunch table after we had introduced Mike 'Motor' Rosenau to the crowd as winner of the Highway Star of the Year Award. I sat with Motor and his partner Lindsey and a few of their friends and was astonished to realize after a while that our lively table chatter never got to trucks or trucking. We were talking about healthy eating and losing weight and stuff that you just wouldn't expect from such a

group. Mr. Motor is as hardcore as trucking people get, a big guy who's been on the road forever and looks the part, but there he was, a gentle man damning the harmful effects of sugared drinks.

Whaaat? Is the old guard turning new on me?

Immediately before the truck show I was in Indiana where Cummins and Beiqi Foton Motor Co. of China jointly introduced the all new Cummins ISG heavy-duty diesel. Their 50/50 joint venture brought this engine to life from a clean sheet of paper. It's a very big deal for the folks from Columbus — who will build 50 percent more engines in a year at the Foton/Cummins plant in Beijing than they would if red engines powered every heavy truck sold in North America. Big market over there.

The North American contingent at this event included nine journalists and a couple of dozen Cummins people. From China there were maybe 25 writers, the same number of truck dealers, a few customers, and a bunch of Foton folks. Plus a language barrier that lasted all day until after dinner when I finally broke the ice. I

I know very well that things aren't rosy in the steering-wheel sector, but for at least a day folks were able to shut that down.

asked Cummins president Rich Freeland to point me to a Chinese truck dealer who might be willing to speak with me.

Long story short, I spent the next half hour with the garrulous De Jun Xiao of BHT SCM Group in ShenZhen. Plus a translator. We got on famously, and he invited me to visit ASAP. I could be mistaken but I think he also said he'll take me fishing when I get over there.

And what did I learn? That the Chinese truck buyer wants the same thing as any of you: value for money spent, first-rate after-sale service, and quality in the product. That the Chinese truck dealer gets more revenue out of selling trucks but more profit from parts and service, which also sounds pretty familiar.

But what did I really learn? That our differences are fewer than our similarities, even across a thick language wall. Maybe my trucking family is bigger than I thought. **TT**

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

Dispat

What's Up, Docks?

Lessons Learned at the Vancouver Strike

Will anything good come out of the month-long work stoppage by about 1,400 drivers at Port Metro Vancouver? *Today's Trucking* sent Contributing Editor Teona Baetu to find out.

Here's her report.

There's an ongoing history of complaints about wait times at the port's terminals because:

- Miscommunication is rampant;
- Rate slashing is an ongoing issue;
- Drivers are given unrealistic expectations by people who claim to look out for their interests but really can't;
- Sometimes people are their own worst enemies;
- We haven't heard the end of this yet.

BACKSTORY

In 2005, Vancouver's port container truckers went on strike for six weeks. At that time, a federal negotiator named Vince Ready was



Courtesy of Port Metro Vancouver

brought in and the following changes were made:

- Minimum rates were established for non-union drivers, which the Port agreed to audit and enforce. These have been dubbed "Ready Rates";
- Federal government mandated the Port to start a mandatory truck license system;
- The provincial government implemented a dispute resolution process for non-union and owner-operators. They work in consultation with the Port and Transport Canada;
- More recently, the Port claimed that few trucks wait longer than two hours and that a new 14-point plan promises truck drivers a flat

fee of 25 dollars if they wait over two hours.

Among the people Baetu consulted was Suzanne Wentt, owner of Indian River Transport. Wentt offered the following observations.

"The Port is a lot of the problem," Wentt said.

"You can sit outside for three hours. On February 24, [two days before the strike

ches

PAGE 17



FOR THE LOVE OF PETE
PETERBILT CELEBRATES 75TH ANNIVERSARY

began] I had someone wait at Deltaport for seven hours. But I had many guys going in and out fast so it averages out to 90 minutes, but many of my guys were waiting three, four hours.”

To make decent money, Wentt said, a driver needs to make six moves a day, but if they wait that long at terminals they can't make enough to get a return on their investment.

The strike started because of long wait times at the Port's four terminals: Deltaport on Roberts Bank, Fraser Surrey Docks on the Fraser River, DP World Vancouver Container Terminal on the south shore of Burrard Inlet and Vanterm on the south shore of Burrard Inlet.

One of the problems, Wentt pointed out, is that the drivers seem to think they should be negotiating with the port officials when in fact they should be talking to their carriers.

Other Wenttisms?

- “They [drivers] have options. If they are not paid the Ready Rates, they can turn their employer to the Port and the owner will be investigated and mandatory payments will have to be made to the driver and

the owner may lose their terminal license.”

- “There's a shortage of lease operators in the city, so if they [the strikers] want to work for a company who's willing to pay them, they can. They just don't want to do it,” she said.
- The solution she said, is to talk with carriers, talk with the Port, but so far, carriers have been by-passed in the negotiation process.
- “Undercutting was created by a lot of drivers who wanted to start up, and they cut the rates.”
- “Those rate cutters started as small companies and have grown, but the drivers don't want to take responsibility for it. They want someone to come in and fix it for them.”
- “I pay the driver, not the Port, but they don't want to engage with us for whatever reason because they think they will get the same thing they did in 2005,” she said.
- “How can we reach a solution when we haven't even got all the stakeholders in the same room?”
After 28 days on strike, container truckers accepted a 15-point agreement that included an increase of 12 percent on Ready Rates.



HER THREE SONS: Back row -Gilles LeBlanc, Ralston Armour, Wes Armour. Front row -Guy LeBlanc, Paul Emile LeBlanc.

INTERVIEW

Juliette's Boys Shine in Armour

By Alisha Armour

For the LeBlanc brothers—Gilles, Guy and Paul-Emile, trucking has always been a family affair. And for much of that, it's been part of the New Brunswick-based Armour Family. Recently, the brass at Armour celebrated the boys' accomplishments and here's an abbreviated version of the company lore:

Alicia Armour: *How old were you when you first started driving truck and what made you decide to become a trucker?*

Gilles: I was 17 when I first started driving.

Guy: I started driving at the age of 20.

Paul-Emile: I started driving at the age of 16 with no license. I drove Dad's gravel

truck and pulp truck. I didn't like school and worked with my Dad.

A.A: *Do you remember your first truck? How was it different from today's trucks?*

Gilles: My first truck with Armour was a shunt truck No. 33. It was a Chevrolet gas truck and I shunted in the city. Back then, the trucks didn't have all of the bells and whistles of today's trucks. When I moved to highway driving, there were no sleepers, so we used a piece of plywood to slide out and put over the two seats and sleep.

A.A: *Do you have any stories or memories of being on the road?*

Gilles: A couple of years ago, I was on my way back from Nova Scotia, which is a rare route for me as I go to Toronto weekly. The date

Dispatches

was actually September 11th. I saw a vehicle turned over on its roof and only a couple of people had stopped and were assessing the situation to see how they could help. A young lady with a young child had lost control and the vehicle was sitting upside down in a lot of water. The toddler was in the back seat and his head was not yet touching the water. He did not appear to be scared, but his mother was

understandably in a panic. Luckily I had a knife, which I brought to cut the belts if I needed to. I opened the hatchback to try to get to the child and I was able to release the seat belt and safely catch the baby and put him into his Mommy's arms. It felt good to be able to help.

Paul-Emile: A story that Wes Armour shares is one very bad winter when we had a lot of snow, I got stuck on Magnetic

Hill. I turned back and went to Wes' office. I put the keys on his desk and wanted to leave, but Wes said "No, you stay" and that was 40 years ago. I still remember it to this day.

A.A: Do you have any advice you would like to share for someone who is considering a career in the trucking industry?

Gilles: Do you have patience? You really need to know how to cope with changes on the spot! I would suggest purchasing a good satellite radio for music and sports to keep you entertained and a good cell phone package.

Paul-Emile: Be aware that you are not alone on the road. Someone could always follow you and report it to the company. Drive safely and enjoy and take care of your truck inside and outside.

A.A: Looking back over your driving career, what do you see as your proudest accomplishment so far?

Paul-Emile: Returning from Bathurst one time, driving Bison No.66, someone phoned Larry [Tower] and told him they were following this Bison and the driver was excellent; no speeding and following the rules of the road.

And there is one special person who is particularly proud of their accomplishments; their mother, Juliette, who will celebrate her 90th birthday this summer. She enjoys hearing about their adventures on the road and despite their impeccable safety records she still worries about her boys' driving.

CNG/LNG

Ryder's Natural Gas Fleet Gets to 20 Million Green Miles

Ryder System has travelled over 20 million miles with its fleet of 500-plus natural gas vehicles. The fleet is made up of liquefied natural gas and compressed natural gas tractors serving over 40 customer operations in California, New York, Texas, Arizona, Michigan, Utah, Georgia, and Louisiana.

Since deploying its natural-gas vehicle program in 2011, Ryder has replaced



Fifth wheels made right.



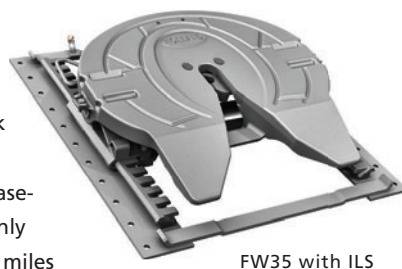
SAF-HOLLAND Group

- 55,000 lbs.**
Capacity Models
- 150,000 lbs.**
Max. Drawbar Pull
- 6 YEAR/
600,000 miles**
Performance Guarantee



The durable cast steel Holland FW35 fifth wheel will always have your back.

Known by fleets as the most proven and versatile fifth wheel in the industry, the durable cast steel FW35 sets the benchmark for reliability. The series includes the FW31 NoLube™, the world's only completely grease-free fifth wheel. And, with the industry's only Performance Guarantee of 6 Years/600,000 miles – why would you spec anything else?



Visit www.safholland.cn
or call 1.519.537.3494

© 2014 SAF-HOLLAND, Inc. All rights reserved.



FUEL SAVER

GOODYEAR'S NEW FUEL MAX™ TIRES CAN SAVE UP TO \$1,000 PER TRUCK, PER YEAR ON FUEL COSTS.*



The new Goodyear® Fuel Max tires can help you reduce one of your fleet's largest operating expenditures – fuel. These innovative tires feature fuel-saving compounds, advanced construction and tread designs that help lower rolling resistance by up to 10%.** This equates to a 1.3% improvement in fuel savings per year to help reduce your operating costs.

To learn more about the new line of Goodyear Fuel Max tires, call your Goodyear Dealer, or visit goodyeartrucktires.ca.

*Calculated savings based on 10 tires per truck comparing G399[®] & G572[®] or 6 tires per truck comparing G399[®] and G392[®] to their original Goodyear Fuel Max tires using \$4.00/gallon and 193,000 km. per year.
**Actual results may vary depending on tire size, driving and road conditions, maintenance and operating conditions.

©2014 Goodyear Canada Inc. All rights reserved.

GOODYEAR
MORE DRIVEN



MACK®

INTRODUCING TWIN Y™ AIR SUSPENSION

THE SMOOTHEST DISTANCE BETWEEN TWO POINTS.



You deserve a comfortable ride. Lightweight. Low maintenance. Stable. Our revolutionary new Mack® Twin Y Air Suspension delivers a smooth ride from start to finish. With the industry's first Y-shaped twin blade air suspension, you can expect best-in-class ride and handling, weight savings up to 400 pounds and extended tire life. So every load carries heavy and drives light.

MackTrucks.com

about 3.1 million gallons of diesel fuel with domestically produced natural gas and reduced emissions by more than 559,000 MTCO_{2e} (metric tons of carbon dioxide equivalent) emissions.

In addition to making natural gas vehicles available for rent or lease,

Ryder's "Flex-to-Green Lease" solution is designed to ease the transition to a greener fleet. Businesses that opt for Ryder's Flex-to-Green Lease start out with a diesel-powered vehicle and then have the option to convert to a natural gas vehicle at any time following the first full year of the lease. Flex-to-Green customers enjoy all the maintenance and service benefits of a standard Ryder

Full Service Lease, which includes substitute vehicles during unexpected downtime.

Ryder's natural gas vehicle offering also includes a selection of light- and medium-duty compressed natural gas vehicles. The CNG trucks range in gross vehicle weight from 16,000 to 33,000 pounds and are ideal for city delivery applications.

ALT FUELS

A Biodiesel Mandate For Ontario

The Ontario government announced that it's going ahead with a provincial biodiesel mandate, requiring the fuel to be made up of four percent biofuel by 2017.

In December 2013, the Ontario Ministry of the Environment called for an annual average of two percent biofuel content in all diesel fuel sold in the province for the period of April 2014 to December 31, 2015. The next step was an annual average of biofuel content of four percent biodiesel starting after 2016, but on April 1, the ministry published a reg-

ulation that delays full implementation to 2017.

The new regulation calls for three-percent biofuel content in all diesel fuel sold in the province as an intermediary phase before the full four percent mandate begins in 2017 and northern

Ontario is excluded from the mandate until 2017.

The Ontario mandate, unlike the federal biodiesel mandate, will also require fuel producers to use biodiesel from plant based product. Currently, most of the biofuel content used to meet the federal mandate is synthetic and is imported from off-shore sources.

Ontario Trucking Association (OTA)

President David Bradley commented: "It's unfortunate that the legitimate concerns of the consumer were not more explicitly addressed when the Ministry of the Environment had the chance to do so during the writing of the regulation."

The OTA had raised concerns about the averaging amounts and mandate timeline.

"The association fears [the mandate] will inevitably lead to the use of biodiesel with a higher biofuel content than that currently accepted by most heavy truck engine manufacturers' warranties and the need for strict requirements for adherence to fuel quality standards," the OTA stated in a press release.

The association pushed for a cap on biofuel at five percent.

"With the introduction of the regulations we have no choice but to see what happens," Bradley said. "However, going forward, we're calling upon the Ministry of the Environment to now work with us and the Ministry of Transportation to ensure that warranty issues, fuel quality and winter performance are monitored and corrective action taken when necessary."



The Ontario government announced that it's going ahead with a provincial biodiesel mandate, requiring the fuel to be made up of four percent biofuel by 2017.



Tired of waiting to get paid?

We pay you cash for your invoices in 24 hours!

Our customers simply send us their invoices with appropriate backup, and they have access to their funds the next business day.

New customized pricing

No start up fee required

Fuel Card services available

Dispatch software available

For more information call

1-800-263-0664 or email

Canadasales@jdfactors.com



J D Factors

J D Factors Corporation

315 Matheson Blvd. East

Mississauga, ON L4Z 1X8

www.jdfactors.com

MARITIMES

Atlantic Truckers' Ferry Costs Rise Up

Atlantic Canada's truckers will pay more for ferry service to Newfoundland and Labrador as of April 1, the Atlantic Provinces Trucking Association (APTA) has announced.

Marine Atlantic Inc. has hiked its rates by three percent for the 2014/15 season. The Crown Corporation's fees have increased 11 percent since 2012.

"Marine Atlantic is holding Newfoundland and Labrador hostage with this latest increase above the inflation rate," says Jean-Marc Picard, executive director APTA's.

"There is no alternative when shipping goods. Coupled with higher costs for fuel and equipment, truckers will need to pass these higher prices on to their customers. This will be reflected in the cost of every product that Newfoundland

and Labrador residents buy."

Picard also claims that Marine Atlantic has cancelled more than 23 sailings since the beginning of 2014.

"We are calling on Marine Atlantic to revisit these rate increases and consult with its users to reach a reasonable, sustainable solution," Picard says.

Marine Atlantic Inc.'s ferries are part of the Trans-Canada Highway, connecting Nova Scotia with Newfoundland and Labrador.

WEIGHTS

Saskatchewan Relaxes Truck Weight Rules

The Saskatchewan provincial government announced that it's relaxing truck-weight restrictions on rural highways in order to get farmers' grain to ports because of the current grain-movement crisis.

"Our government is committed to assisting farmers in getting their grain out of the bins and to market as quickly as possible," Highways and Infrastructure Minister Don McMorris said.

"While we will continue to protect our investment in highways during the spring thaw, we will allow for some exceptions to spring road bans to facilitate farmers' urgent transportation needs."

Shippers and farmers may apply to Ministry District Offices for permits that will allow for heavier than published spring weights.

Permits could be granted in situations where ministry staff determine that heavier loads will not cause undue road damage, or during colder than seasonal temperatures.

All haulers must hold a permit to access the heavier weights and the flexibility only applies to agricultural commodities.

The Ministry is also launching two pilot projects this year that will see nearly 37 kilometres of rural highway upgraded to supergrids, which will allow for year-round heavy haul for shippers and farmers.

"Our supergrid pilot projects on Highways 361 and 47 will see low traffic volume, poor-condition roads upgraded to safer, full primary weight supergrids that are no longer subject to weight restrictions," McMorris said.

Supergrids, at half of the cost of a primary weight pavement, have been used successfully in Alberta and other jurisdictions.

The two supergrid projects, which are planned for construction this year are:

- 31 km of Highway 361 from the junction of Highway 9 east to Alida
- 5.5 km of Highway 47, 20 km north of Stoughton

"We are pleased that the government recognized the need for improvements on Highway 361, and we look forward to the upgrades," said Alida Mayor James Boettcher. "There is a tremendous amount of oil and gas activity in our area, but with that comes the need to upgrade the road system to accommodate heavy truck traffic."



THE AEOLUS

BUY TIRES SCRATCH & WIN CONTEST WITH

5-hour ENERGY

Ask your dealer for details. Prizes include: a \$500 visa card, a \$250 gas card, 4 Aeolus passenger tires and free cases of 5-hour Energy. No Purchase Necessary. Contest Start: May 1st, 2014 and ends when all instant win Game Cards have been distributed or on March 31st, 2015, whichever comes first. The contest is open to legal residents of the Province of Ontario ONLY. See Website for full contest rules.

WWW.AEOLUSTIRES.COM/5HOUR

SPEC'ING

Major shift in Transmission Business

The rise of the automated mechanical transmission in North America may soon turn into dominance.

Martin Daum, president and CEO of Daimler Trucks North America expressed near shock at how well the company's Detroit DT12 transmission has been received by the market.

"It's been beyond all expectations," Daum said. "This thing hit the market mature."

And the transmission's share will go higher, Daum is convinced, to reach 90 percent of Freightliner's build within the next four years.

Volvo, meanwhile reports that its automated manual—the I-Shift—is standard equipment on all trucks built for North America.

Automated mechanical transmissions already own the European market, and it's hard to find a contemporary truck over there without one, regardless of make.

TRUCK BANS

On Third Thought, Let's Maybe Ban Trucks From Provencher

It's still okay to drive your trucks along Provencher Blvd. in Manitoba's capital city but don't include the four-way main thoroughfare in any long-term planning.

It might get a truck ban yet.

If you're confused, you're not alone.

On Jan. 31, The City of Winnipeg issued a report announcing that heavy trucks will remain welcome on the street. It stems from a proposal from local councilor Dan Vandal who proposed a ban on the street in September, 2013.

After Vandal made his suggestion, the City researched the matter and then returned with the no-ban report.

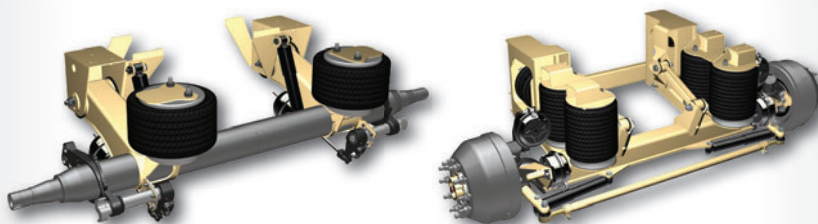
After the MTA's annual general meeting last week, General Manager Terry Shaw told todaystrucking.com that while Provencher is still open to truck traffic, the City is conducting a new study, which could result in changes.

FOR THE LOVE OF PETE



It's **Peterbilt's 75th anniversary** and as part of the festivities, the Denton, TX.-based OEM is producing a special Model 579 with all sorts of unique content and styling. The anniversary rig comes with countless add-ons and unique features; most notably a two-color paint design similar to the original 1939 Peterbilt and a premium interior with exclusive logos and a unique numbered nameplate. Watch for it at Pete dealers and trucking industry events throughout the coming months.

-STRAIGHT TALK- TOUGH JOBS DEMAND TOUGH OPTIONS



RAR-266
+ RSS-232
= **The strongest, lightest SPIF trailer combination**

You do the math.

Email a request for more information to:
YES@ridewellcorp.com



“OUR VOLVO FLEET IS OUR BIGGEST ASSET FOR ATTRACTING AND KEEPING GOOD DRIVERS.”



“Drivers know we’re a quality company. If you show someone you care, they respond. Our drivers appreciate the comfort of our Volvos - for the cab room, convenience of controls and great visibility, and when drivers are happy, they drive safely and efficiently.

They love I-Shift. It is the single most reason that drivers pay more attention to the road and road conditions. As a result, we save money on our insurance - our record is impeccable!

Volvo power and I-Shift have helped our drivers improve our fuel economy by 8 – 9%, and have helped us intrigue young drivers too.

Volvo efficiency and reliability combined with good driver loyalty have kept us competitive and able to serve our customers the way we want to and need to.”

Steve Ondejko, President, Onfreight Logistics

Learn more at volvotruckscanada.com.

Volvo Trucks. Driving Progress



Trending

THE BEST FROM
Todaystrucking.com

@Todaystrucking on Twitter

Tricks and Tweets

Here's a thing: If you follow [@Todaystrucking](https://twitter.com/Todaystrucking) on Twitter, and we are tweeting live from a special event, you get to be part of the show.

For example: If we are tweeting live from, say, a General Motors press conference, and the GM boss is holding a question-and-answer session, our Twitter followers can direct-message our reporter who in reply, will relay your question to the boss.

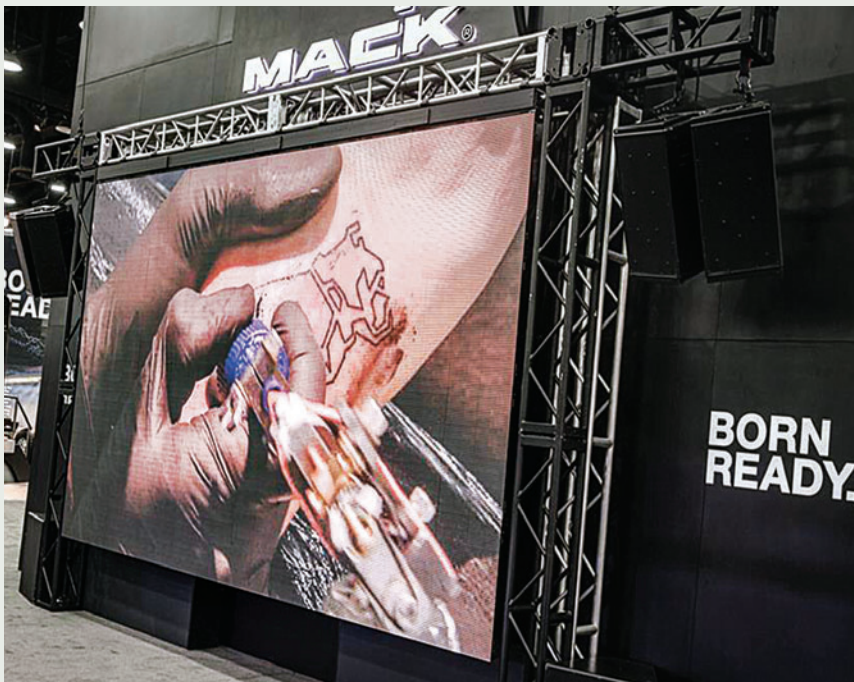
Trust us. It works. But you won't know until you join our growing army of Twitterites.



Facebook Fun

Branding Iron

We had no inkling that people would go this far to advertise their brand loyalty. **Mack Trucks** offered a limited number of free tattoos of either American flags or Mack logos to MATS Show goers. Hands up everybody who'd tattoo their company's name on their arm or leg. Mack used the Mid-America Trucking Show to announce its new logo and motto "Born Ready."

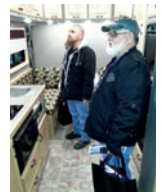


What's Tweetin'?

These Just In From MATS

[@todaystrucking](https://twitter.com/todaystrucking)

MATS is now open to the public; Meet The Real McCoy's; Dan&Keith, two Kentucky truckers checking out the more-than-roomy ARI Sleeper



[@todaystrucking](https://twitter.com/todaystrucking)

Mack's Stephen Roy: We're going to focus in on longhaul sleeper trucks in U.S. and Canada.

[@todaystrucking](https://twitter.com/todaystrucking)

Volvo's Goran Nyberg: Next steps in remote diagnostics include compliance, navigation and fleet management services.

[@todaystrucking](https://twitter.com/todaystrucking)

Volvo's Nyberg: Remote diagnostics has led to 70 percent reduction in diagnostic time.

[@todaystrucking](https://twitter.com/todaystrucking)

Dana's Steve Slesinski: We put the E-Series steer axles on a diet and took 35 lbs out of the axle.

[@todaystrucking](https://twitter.com/todaystrucking)

Kenworth's Kevin Baney: On the T680, "the door closes the same after 150,000 miles."

[@todaystrucking](https://twitter.com/todaystrucking)

WABCO: 90 percent of truck accidents could be avoided if the driver had one more second to react: WABCO.

[@todaystrucking](https://twitter.com/todaystrucking)

Great Dane: Our project was to break the 12,000-lb. barrier and we're looking forward to bringing that to market soon.

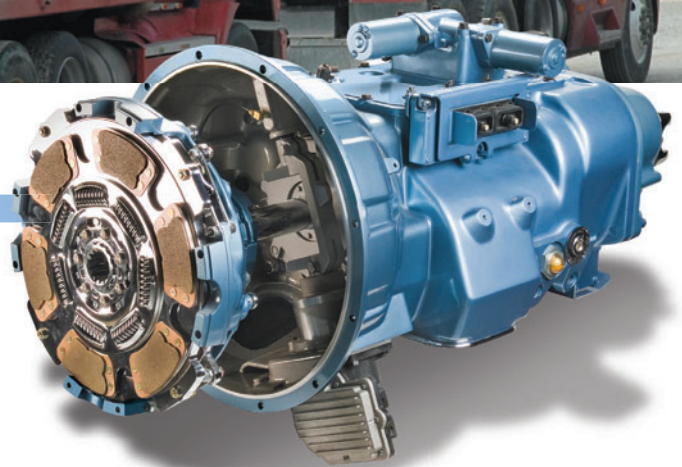
[@todaystrucking](https://twitter.com/todaystrucking)

Walmart's Elizabeth Fretheim: "Walmart tried taking waste grease from stores and using that in their tractors."

FOLLOW US @
[todaystrucking](https://twitter.com/todaystrucking)



There's a **PLUS** for any job.



The Eaton® UltraShift® *PLUS* Series improves on the industry's most serviceable transmission while giving you the options needed to spec a transmission tailored to your fleet. It also features Gear Selection Logic that knows the correct starting gear and when to skip gears to maximize fuel efficiency. There's even Creep Mode that gives the driver the ultimate in low speed control. Not to mention reducing driver stress,

so they can give their full attention to the job. And as with all Eaton components, you'll be backed by the Solutions, Support and Expertise of the Roadranger® network. So no matter what your jobsite demands, when you put *PLUS* in your fleet, you'll see a difference in your bottom line.

Find your *PLUS* at www.ultrashiftplus.com

EATON
Powering Business Worldwide

BACKED BY
Roadranger
SUPPORT

logbook2014

— May —

1-3

Association du Camionnage du Québec's Annual Conference

Quebec, QC

Website: www.carrefour-acq.org

18-21

International Federation of Warehousing and Logistics Associations 2014 Annual Conference

Chicago, IL

Website: www.iwla.com

24-25

Road Today Trucking Show

Brampton, ON

Website:

www.roadtodaytruckshow.com

29-31

American Truck Historical Society National Convention and Antique Truck Show

Springfield, MO

Website: www.aths.org

May 31 – June 1

Woodstock Truck Show

Woodstock, ON

Contact:

woodstocktruckshow@execulink.com

May 31 – June 3

Heavy Duty Distributor Council's Annual Business Conference

Gatineau, QC

Website: www.hddc.ca

— June —

6-8

BC Trucking Association AGM and Management Conference

Kelowna, BC

Website: www.bctrucking.com

7

Atlantic Provinces Trucking Association Driving Championships

Truro, NS

Website: www.apta.ca

7

Saskatchewan Trucking Association Driving Championships

Regina, SK

Website: www.sasktrucking.com

12

Atlantic Provinces Trucking Association's Networking Dinner

Dieppe, NB

Website: www.apta.ca

18-19

Private Motor Truck Council of Canada Annual Conference

Kingbridge Conference Centre,

King City, ON

Website: www.pmtc.ca

21

BC Professional Truck Driving Championships

Abbotsford and Surrey, BC

Website: www.bctrucking.com

25

Atlantic Provinces Trucking Association's Charity Golf Tournament

Truro, NS

Website: www.apta.ca

27-28

Clifford Antique Truck Show

Clifford, ON

Website: www.greatlakestruckclub.com

— July —

5-6

Silver Willow Classic Country Cruisin'

Mansfield, ON

Website: www.silverwillowclassic.com

10-12

Walcott Truckers Jamboree

Walcott, IA

Website: www.iowa80truckstop.com/trucker-jamboree

25-27

Fergus Truck Show

Fergus, ON

Website: www.fergustruckshow.com

July 31 - August 3

Rodeo Du Camion

Notre-Dame-du-Nord, QC

Website: www.elrodeo.com

— August —

20

Saskatchewan Trucking Association's Annual Golf Tournament

Regina, SK

Website: www.sasktrucking.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 online calendar?

Contact **Teona Baetu**
at Teona@todaystrucking.com
or 416-614-5827

Heard on the Street

Grow Transpro Grow!

Transpro Freight has grown its warehouse operations with the acquisition of **Trigistix Warehouse and Distribution** and **North American Distribution Logistics'** warehouses.

"We're very excited about acquiring these new assets," says Transpro President, **Frank Prosia**.

Transpro partnered with **Go Smooth Transport** and took over the new assets, which are housed under one roof on Tomken Road, Mississauga.

CTA New Members

The **Canadian Trucking Alliance** (CTA) announced the new members of their Executive Committee of the Board of Directors for 2014-16.

The Officers of the CTA are:

Chairman: Mark Seymour, President, Kriska Transportation, Prescott, ON.

1st Vice Chairman: Gene Orlick, President, Orlicks Transport Inc., Calgary, AB.

2nd Vice Chairman: Scott Smith, President, J.D. Smith & Sons Limited, Vaughan, ON.

Treasurer: Ed Malysa, President and COO, Trimac Transportation Ltd., Calgary, AB.

Secretary: Gord Peddle, President, Altantica Diversified Transportation Systems, Mt. Pearl, NF.

The at-large members of the executive committee are:

- **Jean-Claude Fortin**, President, J.E. Fortin Inc., St-Bernard-de-Lacolle, QC
- **Tom Payne**, President, Payne Transportation LP, Winnipeg, MB
- **Murray Scadeng**, President, Triton Transport Ltd., Langley, BC
- **Gord Smith**, President, Manitoulin Transport Inc., Gore Bay, ON



Mark Seymour

Canuck Drivers Wow TCA

Canadians stole the show at the **Truckload Carriers Association** annual meeting March 25.

Terry Smith of Miramichi, N.B., was named Owner-Operator of the Year and **Jack Fielding** of McKellar, ON, was Company Driver of the Year. Smith is leased to Kingston, ON-based **SLH Transport** and in 2006 was named Highway Star of the Year.

Fielding drives for Winnipeg-based **Bison** and in 2011-2012 was on the Ontario Road Knights team.

Read next month's *Today's Trucking* for more on these outstanding drivers.



Pegged In The Peg

Greg Arndt is the new President of the **Manitoba Trucking Association** (MTA). Arndt is Vice President of **Jade Transport**, a bulk transporter with about 70 tractors based in St. Boniface. He took over from **Norm Blagden** of **Searcy Trucking Ltd.** After 17 years as Executive Director of the Manitoba Trucking Association (MTA), **Bob Dolyniuk** is retiring and the MTA's General Manager **Terry Shaw** is assuming the E.D. role. Winnipeg-born Shaw, 40, is starting his third year with the organization but spent his entire post-university days working in the trucking industry, starting with **TransX** in the compliance department.



Greg Arndt



Terry Shaw



Trucking in the Bigs

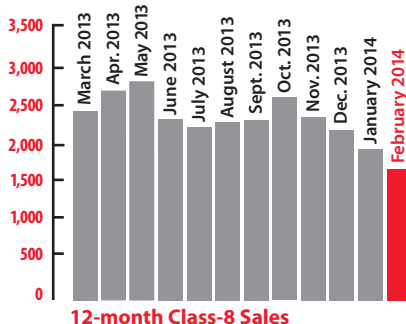
TransForce's deal to buy LTL carrier **Vitran** has been approved under the Competition Act. Under the deal, valued at US\$136 million, including Vitran's US\$29 million debt, TransForce will acquire all Vitran shares that it does not already own. TransForce, which ranks first in **Today's Trucking's** top 100 fleets, originally bid US\$4.50 per share but raised the offer to US \$6.50 per share in cash in order to outbid **Manitoulin Transport**, which offered US \$6.00 per share.

Manitoulin got \$4-million as a termination fee under the terms of its agreement with Vitran.

Canada – Truck Sales Index

February 2014

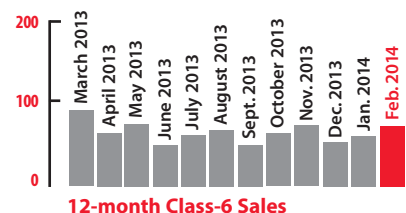
CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	347	802	961	22.5%	25.8%
Kenworth	301	593	730	16.6%	19.6%
International	159	554	588	15.5%	15.8%
Peterbilt	301	551	544	15.4%	14.6%
Volvo	231	455	340	12.8%	9.1%
Western Star	141	349	320	9.8%	8.6%
Mack	146	263	241	7.4%	6.5%
TOTAL	1626	3567	3724	100.0%	100.0%



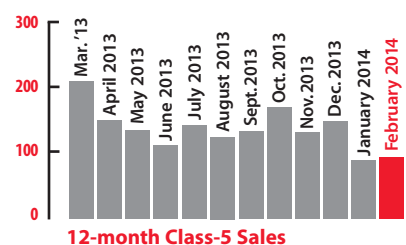
CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	141	178	103	37.1%	26.4%
International	31	80	87	16.7%	22.3%
Hino Canada	43	78	73	16.3%	18.7%
Peterbilt	37	74	69	15.4%	17.7%
Kenworth	43	70	58	14.6%	14.9%
TOTAL	295	480	390	100.0%	100.0%



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	40	57	49	48.7%	38.0%
Hino Canada	21	38	35	32.5%	27.1%
International	5	22	41	18.8%	31.8%
Peterbilt	0	0	4	0.0%	3.1%
TOTAL	66	117	129	100.0%	100.0%



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino Canada	57	113	127	61.7%	60.2%
International	28	61	70	33.3%	33.2%
Mitsubishi Fuso	8	9	10	4.9%	4.7%
Kenworth	0	0	0	0.0%	0.0%
Peterbilt	0	0	0	0.0%	0.0%
Freightliner	0	0	4	0.0%	1.9%
TOTAL	93	183	211	100.0%	100.0%



www.easterncanada.cummins.com



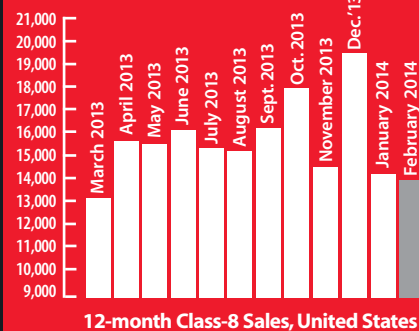
www.westerncanada.cummins.com



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

U.S. – Retail Truck Sales

CLASS 8	Feb. 2014	YTD '14	Share '14
Freightliner	5439	10,800	38.4%
International	2026	4604	16.4%
Peterbilt	2073	3945	14.0%
Kenworth	1716	3424	12.2%
Volvo	1480	2985	10.6%
Mack	896	1833	6.5%
Western Star	314	498	1.8%
Other	5	6	0.0%
TOTAL	13,949	28,095	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	29	53	11	18	152	66	17	1	0	0	347
Kenworth	33	112	18	9	76	40	12	1	0	0	301
International	6	27	1	7	62	43	10	1	0	2	159
Peterbilt	33	112	18	9	76	40	12	1	0	0	301
Volvo	32	27	1	19	112	24	12	4	0	0	231
Western Star	24	60	6	2	23	20	3	3	0	0	141
Mack	15	20	11	16	62	16	2	4	0	0	146
TOTAL	172	411	66	80	563	249	68	15	0	2	1626
YTD 2014	416	948	179	128	1153	568	123	39	3	10	3567



RBC Royal Bank



Secure your equipment financing *before it's time to buy.*

If your business makes ongoing equipment purchases, getting the right equipment at the right time and the right price is critical.

So imagine:

- Accessing financing whenever you need it.
- Getting the interest rate you deserve.
- Avoiding an application process with every purchase.

Now you can with the RBC Equipment PurchaseLine®

You'll know how much credit you can access for the whole year with lease and term borrowing options. Even better, you can set it up ahead of time so it will always be there when you need it.

Open your RBC Equipment PurchaseLine today
Simply call **1-855-561-6723** or visit us at
www.rbc.com/reliableaccess.



Advice you can bank on®

Street Smarts

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



Here Comes The Sun. Here's What To Do About It.

What you should know about the sunshine on your shoulders. By Raymond Mercuri, CITT

With all the focus on developing driver-wellness programs, I think it is time to consider and better understand the effects of Ultraviolet (UV) rays. Especially now that the weather's warming up.

We are all exposed to three types of UV rays: UVA, UVB, and UVC. They can all have damaging effects on people's skin.

Even though our drivers don't work in direct sunlight, they are exposed. And UV exposure is not limited to just the summertime. UV exposure is year round, even on cloudy days. Caucasians are more susceptible to UV ray damage, but non-Caucasians are not immune.

Drivers positioned in their cab are exposed to UV rays on their left side

throughout their work shift. I think we have all experienced the professional driver's suntan at one time or another, which is limited to the left arm and left side of the face.

A recent clinical study (Clinical Interventions in Aging) found that people who spend more than the usual amount of time sitting near a window exposed to

FUELSENSE

HOW CAN TRACTORS GET 5% BETTER FUEL ECONOMY?

THE NEW ALLISON TC10™ TRACTOR TRANSMISSION NOW AVAILABLE ON INTERNATIONAL TRUCKS



The answer is simple thanks to FuelSense® and the TC10. Real world test fleet users found an average 5% fuel economy improvement with the new Allison TC10 tractor transmission over their current manual or automated manual transmissions. Regardless of driver experience or expertise, it automatically achieves the best fuel economy. The TC10 shifts at just the right points on the power curve, with virtually no loss of acceleration, right into cruise gear. And because it's an Allison Automatic, the TC10 doesn't require regular clutch maintenance or replacement, like manuals and automated manuals. This results in significant savings in service and downtime over the life cycle of the truck.

allisontransmission.com/tc10

The TC10 is equipped with FuelSense, a unique package of software and electronic controls that target the critical components of your tractor's duty cycle for maximum fuel savings.

Make your next tractor less expensive to operate. Specify a TC10 with FuelSense. This package delivers.

For more information, contact your truck dealer and ask about TC10.



CHALLENGER DRIVER TURNS MIDWIFE

sunlight exhibit signs of sun damage, and the UV rays are the culprit.

You'll be glad to know that your windshield already inhibits exposure to UV rays. It is constructed of two pieces of glass, laminated together with a thin layer of vinyl in between. It's a requirement to meet the North American safety standards. This vinyl stops UV rays from penetrating into the vehicle cab. Unfortunately, the remaining vehicle win-

Encourage drivers to get an annual checkup at their family doctor.

dows are not the same. They are a single piece of tempered glass so they do not filter out UV rays.

Here are a few simple ideas you might want to add to your driver-wellness program to combat the UV scourge.

- Address the topic with drivers.
- Suggest drivers use a sun screen product with an SPF factor of 15 or higher. It should be applied several times throughout the day.
- Long-sleeve shirts that offer UV protection are also a healthy option. There are a number of clothing manufacturers who offer these kinds of products.
- Hats and UV-protective sunglasses are also beneficial.
- You might want to consider some of the new glass film products that can easily be applied to the driver side window that do provide excellent UV protection. Suppliers include 3M and Llumar.
- Encourage drivers to get an annual checkup at their family doctor and ask that the doctor perform a head to toe skin inspection.
- Do all of the above, yourself, whether you're a driver or not. Not only might you live longer, but you'll serve as an example to other people in your life. Also, being proactive will go a long way in helping you build and promote an effective driver health and wellness program for your professional driver group. **TT**



When he's not writing about driver safety tips, **Raymond Mercuri** is Vice President, Risk Management & Business Development – Armour Insurance Brokers.

On Nov. 30, 2013, two drivers helped deliver a baby at a Denny's restaurant, likely saving the boy's life. "I'm so humbled by this experience, and so grateful that God chose me to help bring a new life into this world. It happened so fast... there was no possible way an ambulance could have gotten there in time," says **Fredrick Robotcek**, a driver for OK-based FTC Transportation.

It was a little after 5:00 a.m. when **Peter Holland**, from Waterdown ON stopped at a Denny's in Texas for a coffee.

The Challenger Motor Freight driver was on his way to Mexico and was preparing his morning cup of Joe before hitting the road again, when a pregnant woman and her sister walked in.

A short space away, Robotcek, of Sauk Rapids, MN., was eating breakfast.

Everything changed when the woman, who was two weeks overdue, in labor and on her way to the hospital screamed in agony.

Robotcek and Holland rushed over just in time to see that the baby was already on its way.

They laid the woman down onto the carpet and as the baby moved a bit more, realized the umbilical cord was wrapped around the baby's neck.

Robotcek was on the phone with 911. Meanwhile, Holland unwrapped the umbilical cord from the baby's neck so he could breathe. The baby boy was born at 10 lb. 4 oz. in Denny's. The two drivers cleaned off the newborn and paramedics cut the baby's umbilical cord when they arrived at the scene.

"Thanks for being there, and not leaving one minute before or one minute after," the mother told a local newspaper. "Thank you for saving my baby's life."

Holland recalls how the baby took a big gasp as he came out and then grabbed Holland's little finger.

"It wasn't until I got back in my truck and was headed toward Mexico that I realized... I just helped someone through a very difficult situation and delivered a healthy baby boy—and all before breakfast," he says.

It's a day neither of them will likely forget.

The Truckload Carriers Association named Robotcek and Holland Highway Angels and gave them Highway Angel lapel pins, certificates, and patches. FTC Transportation, Inc., and Challenger Motor Freight, of Cambridge, ON also received certificates acknowledging that their two drivers are Highway Angels.

Since the program started in August 1997, hundreds of drivers have been recognized as Highway Angels for the unusual kindness, courtesy, and courage they have shown others while on the job.

To nominate a driver or learn more about the program and its honorees, visit the Highway Angel web page or Facebook page. For additional information, contact TCA at (703) 838-1950 or angel@truckload.org. — **Teona Baetu**



Peter Holland



Fredrick Robotcek

“Our mileage was 75% to the United States in 2008. Then Wall Street collapsed.”

Donnie Fillmore Jr., President, *Atlantic Pacific Transport Ltd., Clairville, New Brunswick*

“We used to haul a lot of construction materials to the States,” says Mr. Fillmore. “We had one customer who went from shipping 8 to 12 loads a day to three loads in three years.”

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

companies, more than we do at *Northbridge Insurance*^{®*}. With over 60 years of



customer service, we understand that market forces can have a tremendous influence on your business, suddenly putting your insurance premiums at odds with your revenue.

“Because *Northbridge* are trucking specialists, they got it when

my business changed dramatically,” says Mr. Fillmore. Most insurance companies experience in the transportation industry, quite simply, we get trucking. With a culture of

my business changed dramatically,” says Mr. Fillmore. Most insurance companies

aren't interested in re-evaluating your insurance contract in the middle of a term. They insist on reconciling at the end of the year, after your premiums have been paid in full—which, for some trucking companies, is too late. At *Northbridge*®, our flexible approach means that we're open to making adjustments if your business needs change significantly throughout the year.

"*Northbridge* are great people," says Mr. Fillmore. "Everyone who touches my file understands the trucking business. They proactively probe to see how my business is changing and offer up solutions."

At *Northbridge*, we take the time to understand your business, whether you're a "meat and potatoes" operator or a 1,000 truck fleet.

"I have the potential to go to market every year for price,"

says Mr. Fillmore. "I don't because I get the best value from *Northbridge*."

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

"Working with *Northbridge* is more like a partnership," says Mr. Fillmore. "They're very helpful and they're always there for us."



nbins.com/trucking

Domie Fillmore Jr.



**DO YOU HAVE A TRUCK THAT
DESERVES TO BE IMMORTALIZED?
WE WANT TO KNOW ABOUT IT.**

Maybe the truck you want to show off is a showpiece. Or a restored masterpiece. Maybe it's a workhorse with seven figures on the odometer or perhaps it's a custom-built one-of-a-kind without which some important element of Canada's vast infrastructure wouldn't have been possible. Or maybe your truck was involved in some life-saving adventure while being piloted by a brave driver.

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.**

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

TRUCK OF THE MONTH CLUB

READY FOR ITS CLOSE-UP

**IT'S A WESTERN STAR, IT'S A MOVIE STAR;
IT'S A TRANSFORMER! AND IT'S ALSO
SIGNALING A NEW BIG RIG.**



What does Pamela Anderson have in common with Western Star Trucks? Tons. For one thing, both arrived on earth in 1967. They were both born in British Columbia. They are beautiful to look at; they've had success south of the border and they both have huge loyal fan bases. They now have something else in common. Movie-stardom. This splendid **Western Star** was unveiled to oohs and aahs at the recent Mid-America Trucking Show (MATS) in Louisville, Kentucky.

You'll be seeing much more of it as the film producers of the "Transformer" franchise ramp up promotion of the fourth Transformer film, "Age of Extinction." The film hits screens June 27. (Western Star is now a division of Daimler Trucks North America.)

And when Daimler showed off this rig at MATS, they said many of its styling cues are being leveraged in a real on-highway Western Star that will hit the roads this fall, badged as a 5700.

"When the producers of the film approached us to create the new Optimus Prime, we knew we already had the perfect truck in the works and that it would be an ideal partnership to showcase our dedication to engineering, design and building the most rugged and reliable trucks in the industry," said Andy Johnson, brand manager for Western Star. "Being a part of the Michael Bay Transformers film franchise is a unique opportunity where vehicles are stars, and we're thrilled that Western Star is a major part of this iconic franchise."

Said Daimler: "Renowned for manufacturing customer built, premium Class 8 vehicles, Western Star trucks take on the most demanding applications around the world, just as Optimus Prime takes on epic battles in the name of justice across the universe."

In case you don't know: "Age of Extinction will be the fourth film in the franchise, starring Mark Wahlberg, Stanley Tucci, Bing Bing Li, Kelsey Grammer, Sophia Myles, T.J. Miller, Nicola Peltz, Jack Reynor and Titus Welliver. The film begins after an epic battle that left a great city torn, but with the world saved. As humanity picks up the pieces, a shadowy group reveals itself in an attempt to control the direction of history... while an ancient, powerful new menace sets Earth in its crosshairs."

Our 18-wheeled hero Optimus Prime (voiced by Peter Cullen) and the Autobots rise to their biggest challenge yet.

According to Wikipedia, Optimus Prime was played by a Pete 379 in the three earlier Transformer movies.

— **By Peter Carter**



NO EXCLAMATION MARK NECESSARY!

We're not crying wolf, but your MCS-150 updates need a little TLC.

BY HEATHER NESS

Information is everywhere and it's brought to us in today's world more quickly than ever before. For those of us with smartphones, information is literally at our fingertips. Unfortunately, with an abundance of information also comes a certain amount of misinformation.

In recent months, certain service-related companies have taken the misinformation route, on purpose, and they are using aggressive email marketing tactics to scare folks into using their products and services. I'm referring to companies that are using the Federal Motor Carrier Safety Administration's (FMCSA's) recent rulemaking requiring MCS-150 updates every two years as a reason to scare folks into using their services.

These companies are charging hundreds of dollars to take care of the MCS-150 update that is actually free to do on your own.

Some of these companies are even claiming they are "endorsed" by the U.S. DOT/FMCSA or appearing to be the DOT/FMCSA and telling you in an email that you must "ACT NOW BEFORE YOUR DOT NUMBER IS DEACTIVATED!!!!"

The use of all capital letters and more than one exclamation point should raise a red flag.



No Exclamation Mark Necessary!

But sometimes it doesn't, because when it comes to compliance, we often get scared and panic. Receiving a few "urgent" emails claiming imminent deactivation of your USDOT number doesn't help your psyche and pretty soon there you are, paying for something that is actually free and relatively easy to do on your own.

So, here is the truth.

Not only might it save you a little money, you'll have peace-of-mind knowing that you'll be in compliance.

Starting November 1, 2013, the FMCSA began enforcement of the longstanding requirement that interstate motor carriers and other entities subject to FMCSA regulation, including Canada-based entities with USDOT numbers, update their MCS-150 information at least every two years.

Carriers are required to follow this schedule in 49 CFR sec. 390.19, or risk deactivation of the USDOT number, and possible civil penalties:

USDOT Number Ending In:	Must Update By Last Day Of:
1	January
2	February
3	March
4	April
5	May
6	June
7	July
8	August
9	September
0	October

If the next-to-last digit of your USDOT number is odd, you file your update in every odd-numbered calendar year. If the next-to-last digit of the USDOT number is even, you file your update in every even-numbered calendar year.

In November 2013, FMCSA began issuing warning letters at least 30 days in advance of biennial update deadlines to notify entities their USDOT number would be deactivated if they failed to comply with the biennial update requirement. The letter contained the carrier's PIN and instructions on how to complete the biennial update.

FMCSA has already deactivated USDOT numbers for entities that failed to meet the biennial update requirement for January 2014.

Deactivations started on March 1, 2014. Going forward, the deactivations will occur one month after the end of the month in which the update was required. For example, if the entity's update month is July 2014, but the update was not completed, deactivation would occur on September 1, 2014. FMCSA will continue this pattern through 2015.

What does this mean for you?

First of all, you can update your MCS-150 information at any time as often as you wish. But, you are required to also update your MCS-150 information according to the schedule in 49 CFR sec. 390.19. And contrary to those aggressive marketing emails, it is free to update your MCS-150 each and every time.



MANAC'S ULTRAVAN

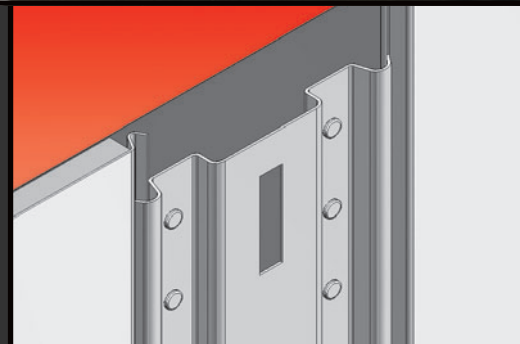
THE ULTRA VERSATILE COMPOSITE LINED TRAILER



MADE IN CANADA,
FOR CANADIANS

- Sheet & Post «Fastener-Free» Design
- Durable Composite Interior liner
- Fast & Easy Panel replacement
- Anti-Snag Finish

Available on all Trailer Configurations



CANADA'S #1

TRAILER MANUFACTURER



BUILT RUGGED, BUILT LIGHT

manac
WHATEVER THE ROAD

Sales Offices

Montreal: 800 361 7900
Ontario: 800 956 2622

Western Canada: 877 626 2622

www.manac.ca

 facebook.com/manacinc

Second, if you haven't updated your MCS-150 in a while and are unsure about what you have on file with the FMCSA, simply go online and look at your information.

It's as easy as visiting www.safersys.org, clicking on "Company Snapshot," and entering your USDOT number or company name. If you need to or want to update your information, use your PIN to log in and update your data. If you do not yet have a PIN, you can now request that the FMCSA email you your PIN.

Previously, PIN requests were snail-mailed and took about a week. Again, you can do this yourself and you do not need to pay anyone to look up this information.

Third, it's important to keep your data with FMCSA up-to-date not only to meet the biennial update requirement, but also to protect your CSA scores and keep them accurate. The number of power units and annual mileage influence scores in the Crash and Unsafe Driving BASICS.

And finally, if you fail to update your information according to the schedule, and your USDOT number is deactivated, non-compliance alerts will be posted to FMCSA system user interfaces at:

■ **Portal Account:**

<https://portal.fmcsa.dot.gov/login>

■ **FMCSA SAFER Website:**

<http://www.safersys.org>

■ **SMS (CSA):** <http://ai.fmcsa.dot.gov/sms>

FMCSA will send you a notification letter informing you that you've failed to complete the biennial update (that is, if your current address is on file with FMCSA; yet another reason to check your data). If you continued to operate, you would be subject to citations if inspected at roadside and found to be operating in the United States with a deactivated USDOT number.

But, that won't happen to you. You know that you must simply follow the update schedule in 49 CFR sec. 390.19 and take care of the updates on your own. And most importantly, send those questionable marketing emails straight to your SPAM folder. **TT**



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



HASTA LA VISTA, CHICKEN COOP

Imagine a time when safety regulators can automatically gather the information they need about trucks, drivers and carriers without ever stopping a single vehicle. That's what the **Federal Motor Carrier Safety Administration** (FMCSA) is testing with a wireless roadside inspection system.

The inspection system would automatically collect the information inspectors need about trucks, drivers and carriers as the truck is travelling on the highway.

The goal is to use commercial mobile radio service technology to do inspections as the truck passes at speed, so compliant carriers don't have to stop, according to Chris Flanigan, manager of the wireless roadside inspection program at FMCSA.

The agency plans to study about 1,000 trucks on 2,400 miles of roads linking Kentucky, North Carolina, Georgia, Mississippi and Tennessee by 2017.

In a recent web presentation, Flanigan explained that the field test will use a wireless inspection processing system to shuttle data between the truck, the roadside facility, federal and state databases and the carrier.

"The [processing system] will have to do the heavy lifting," he said. "It will have to show that the system can manage the volume of data and provide a benefit to compliant carriers."

Flanigan described a 10-step sequence that will happen as a truck passes an inspection facility, starting with the processing system where the data transfers will be automatically triggered, called geofence locations. These locations are transmitted to an operations center, which forwards them to the commercial mobile radio service.

When the truck enters the fenced area, the system scoops up the relevant information, including driver credentials, hours of service and truck information, and sends it back to the operations center.

The operations center adds other data, such as carrier information it has retrieved from federal and state databases, and sends this safety data message to the processing system.

The system evaluates the information and sends the results back to the operations center, which forwards a message to the driver saying he or she may continue or must pull in for inspection. This information is also sent to roadside inspection officials and to FMCSA's Safety Measurement System, the central database of the agency's Compliance, Safety, Accountability (CSA) enforcement system.

FMCSA is currently working with the Oak Ridge National Laboratory and choosing the radio services provider that will in turn find the 10 carriers to participate in the study.

This is the third phase of a 10-year effort to prove that the technology will work. The concept was successfully tested in 2007 and a pilot test using several trucks to iron out technology and communication issues was completed in 2011.

Grandpa's *Honk Honk*

How to make sure the highway doesn't get between your driver and his three-year-old grandson.

BY TEONA BAETU

“**O**ne of the very hardest things for me when I was driving in the Northwest Territories was to not be able to pick up the phone and talk to someone,” says long distance driver David Henry. Henry, who lives near Winnipeg, recently returned from a trip to Yellowknife. He's been driving truck for over 25 years and is currently an owner-operator with Penner International.

Being up there on the ice roads brought back memories of the ol' days of trucking, when truck stops had phones on the tables for professional drivers like himself, Henry says.

“I used to go into a truck stop 25 years ago and I'd pick up one of those phones and call home – it was so expensive.”

He and his wife didn't ever talk long, he

says, because of the cost. And the kids?

“I didn't talk much to the kids because of the expense and most of the time the truck stop was noisy.”

Happily, times have changed.

His grandson, Jayden, is three and loves Henry's big truck. “We're always sending pictures and videos back and forth,” Henry says.

“I'll send him a video and I'll just tell him how my day is going and if he's sleeping or whatever, it's still there so my daughter will show it to him and he'll play it over, and over, and over.”

Most of all, Jayden loves honking the truck's horns, Henry says.

“The other day,” Henry says laughing, “My mom asked him, ‘What kinda truck does grandpa drive?’ and he says, ‘a white Frighno!’ My mom was floored. She thought he was gonna say ‘Honk Honk,’ but I'm trying to teach him all these little boy things like it's a Freightliner Cascadia and it has a Detroit DD15 engine.”

Even up in the NWT, Henry would get Wi-Fi every couple of days and could Skype with his friends and family. And best of all, it was free.

“I just can't imagine trying to drive without [social media] now.”

Confessions of an Internet Junkie

I'm a 20-something self-proclaimed social media addict. I have a degree in journalism and media from the University of Toronto/Centennial College and I've never known a world without the Internet.



David Henry, owner-operator with Penner International.

Figuring out how people relate to information, whether you're talking newspapers, books, Facebook or Tumblr, is how I make my living.

I'm the face behind many of *Today's Trucking's* tweets, Facebook posts, Wikipedia entry, LinkedIn profile, but not our Youtube channel which is manned by Dan Robinson, our in-house video producer.

And like Henry, I can't imagine no Internet.

Recently, I was flipping through a new study by Carrier Logistics Inc., (CLI), a developer of information technology systems for freight carriers. They claim social media is now widely used in the transportation industry.

Google+ and other platforms.

"The time has come when transportation companies can no longer afford not to be on social media," says Ken Weinberg, vice president and co-founder of CLI.

Henry has Facebook and Twitter. He



"While 'everyone is doing it' is not exactly the case, the study makes a compelling case for business-to-business organizations in general, and transportation companies in particular, to use social media for brand awareness, customer acquisition, and lead generation," says Gary Snyder, business development manager for CLI, who conducted the study.

Snyder found that 68 percent of the freight haulers surveyed have a social media presence. Of those, 80 percent have a Facebook page, 72 percent use LinkedIn and 64 percent used Twitter,

writes a blog about his trucking adventures, www.crazycanuckdave.com and of course, uses Skype.

He commented: "I wish everybody was on it. I love seeing tweets from trucking companies. The ones that stand out to me are JG Drapeau and Jacquie Meyers. I have such a positive image in my mind of those companies."

"They're not generic," he explains. "People such as Jacquie who appreciate their drivers or talk about things they've done for the drivers, it's a human personal touch that you don't always get."

Plug and Play

SO HOW DO YOU GET IN THE GAME?

Like everything else that's new and trending, at first there are some growing pains. Here are my tips to avoid many of the rookie headaches:

1 Know who you're trying to reach and what you're trying to achieve. Are you trying to reach new drivers? Engage your current employees? What do they want to hear about? New job postings? Co-workers' personal achievements and promotions? Contests? Company BBQs?

2 Show and tell people what they can expect by following or liking your profile. The way you look on social media is an extension of your brand, so make it appear professional. Personalize your profile and upload all the display, background, and other photos to reflect your tone and who you are.

3 Be social. A lot of people forget that "Social" is the key word here. Social media is not a platform to broadcast your message, but rather a place to engage with others, so "like" stuff, favor it, share it, re-tweet it, comment on it and reply to the people who comment on your stuff, too. It will get you more traction.

4 Be personal. Popular accounts are not the ones with automatic tweets, posts, etc. It's best practice to personalize tweets and Facebook posts by engaging related people and accounts by using the "@" symbol like this re-tweet from the Alberta Motor Transport Association: "Great Milestone! RT @Todaystrucking: @RyderPR Natural Gas #Trucks make it to the 20-million-mile mark: <http://www.todaystrucking.com/ryders-natural-gas-fleet-gets-to-20-million-green-miles>"

5 Don't argue. Many fights break out on Twitter. Steer clear of them. Avoid negativity and if somebody baits you, ignore it. You will definitely not achieve the goal you set up there in rule-one.

6 Learn the etiquette. Sounds pretentious, I know, but people won't like it if you #overuse #hashtags #in #your #tweets. The twitterverse likes it when you stick to say, about three hashtags per tweet. Also, #hashtagsdontusuallygoonforever. They're more like these: #TruckerTuesday or #TwitterEtiquette.

7 Get your name out there before others do it for you. If you have any disgruntled ex-employees or dissatisfied job seekers, odds are good that some of them are trash talking you online. Which means if somebody—say a potential employee—Googles you, the defamatory complaints will be the first thing he or she sees. Unless, that is, you're there first.

REACH OUT TO THE CHANGING FACE OF CANADA'S TRUCKING INDUSTRY

6th
Annual

Road Today
Truck Show



MAY 24 – 25, 2014
(Saturday & Sunday)
SOCCER CENTRE

1495 SANDALWOOD PKWY E, BRAMPTON L6R 0K2

SHOW FEATURES

- ◆ INSIDE TRADE SHOW ◆ OUTSIDE DISPLAY ◆ JOB FAIR
- ◆ ROAD SAFETY AWARENESS ◆ KIDS & FAMILY ENTERTAINMENT
- ◆ TRUCKING EXCELLENCE AWARDS & MORE.....

FREE ENTRY

FREE PARKING

Don't Miss Canada's
Premier Multicultural Truck Show

SHOW SPONSORS

ARROW
TRUCK SALES
A Volvo Group Company

"We Care About Our Customers"
PESSEL
TRUCK CENTRE

I.T.S
INTERNATIONAL
TRUCKLOAD
SERVICES INC.

TTC
TRUCK TRAILER CENTRE
INTERNATIONAL TRUCKS

OVER
THE ROAD

Truck Trailer
Canada's #1 Source for Heavy Trucks and Trailers

Ontario
TRUCKING NEWS

mpi
print

LA
TRUCK
LUBE

Today's
Trucking

TRUCK EXHAUST
EXHAUST & FILTER
TEXIS

Inform - Educate - Entertain

For more information

Call : 905 487 1320

Email : truckshow@roadtoday.com

www.roadtodaytruckshow.com

Pre-Register online for FREE & QUICK event access

www.roadtodaytruckshow.com

All Pre-Registered visitors will
qualify for a chance to

WIN



Bring this ADVT and get a free GIFT



Everybody
Welcome

Then Again...

DO YOU FEEL COMPUTER ILLITERATE?

Never know what folks are referring to when they talk about apps and tweets? You're not alone.

Meet Cathy Culp. Thirty successful years in dispatching and the only mouse she knows squeaks. Culp has yet to adopt computers into her business and doesn't plan on doing so.

Culp owns a cell phone, but there's only one purpose for it: "When I go in to buy a cell phone, all I tell them is I want something that rings when somebody is trying to get a hold of me. And they all look at me like I'm out to lunch."

Culp's reasons for sticking to phone calls are twofold: you know they got the message, but most of all, it adds a personal touch. "I dispatch owner-operator dump trucks so you kind of become family with these guys; they get to know ya."



Cathy Culp

"They know your voice and I think a lot of it is the trust that you know that they're getting the message."

On a stack of long day sheets she fills out by hand how many trucks her contractors want, where they will be going and when. All bills and invoices are hand written by her, too.

Although she mails out pricing lists every year, her business almost exclusively runs on word of mouth. When a new opportunity unveils itself, Culp is on the receiver reaching out to the right people.

"I'll phone up the girls in that office and ask who the superintendent on the job is and they'll usually tell me. Then they'll give me his number and I'll phone him up."

Culp estimates that over the years she's accumulated nearly 10,000 phone numbers and contacts all tucked away in a three-ring binder she names as her most prized possession.

As a self-described joker, Culp's conversational humor wouldn't have the same flair in a digital rendition such as email or text messages; "LOL" simply doesn't have near the same presence as a hearty laugh.

"There are more things in life than sitting in your house with a computer and playing on it constantly," she says. — *Stephanie Young*

Meyers responds: "I'm on Twitter to keep the Meyers name out there. My theory was to give a human face to it. We can't always meet everyone in person, so Twitter is another way to interact with our drivers, employees and customers. We aren't just a corporation; we're made up of people."

Plus, she adds, "It's a bit of marketing; it's free and hopefully it gives a face to the company."

But Snyder says trucking still lags behind other business-to-business companies.

It's one thing to have a social media presence and altogether another to use it regularly, he says. He found that among the motor carriers using social media, 70 percent updated at least once a week on Twitter, 63 percent on Facebook. On LinkedIn, however, just 26 percent updated pages weekly. **TT**



Three things you can absolutely count on:

1. The sun coming up tomorrow
2. A deer playing chicken with you on the turnpike
3. ULSD being a royal pain in your system all year long

About Item #3? Howes can help. When the weather gets hot, Meaner Power Kleener actively fights the loss of lubricity and excess wear responsible for premature part failure. To beat back the worst that ULSD can throw at you, count on Meaner Power Kleener.

- ✓ More power with less emissions
- ✓ Cleans tanks, lines – the whole fuel system
- ✓ Minimum 5% improvement in fuel economy – Guaranteed
- ✓ Enhanced lubricity for less wear
- ✓ Particulate filter friendly and warranty safe
- ✓ Removes water harmlessly



FREE! Howes Camo Cooler

when you purchase 3 bottles of Howes Meaner Power Kleener
Visit www.howeslube.com or call 1-800 GET HOWES
Offer ends: 9/30/14, available while supplies last.



HOWES LUBRICATOR
PRODUCTS

Professional Grade Performance Since 1920

1-800 GET HOWES (438-4693) • www.howeslube.com

Some tests require very accurate fuel measurements, including temperature compensation.



DIY Fuel Economy Testing

How accurately you measure fuel-savings devices can be the difference between an investment and a waste of money.

By Jim Park

Before you plunk down a few grand on some fuel-economy enhancing product, you're going to want some assurances that what you're buying is going to work in your application. That last bit is important, vital in fact. When products are tested by manufacturers, their test procedures and environment may not be at all similar to where you plan to use the product. You could be throwing money away on a product that in some applications is perfectly good, but just won't work for you.

Much has been written in this magazine and others relating about economy testing. It's not always as straightforward as it seems. We've seen results from supposedly similar if not identical tests that are divergent to say the least. Some fleets, particularly the larger, more savvy fleets, simply take the product manufacturers' test results and discount them by 50 percent. That may be selling some products short, but it illustrates the frustration with getting accurate pre-purchase data on a product to prove its return on investment.

The only way, really, to prove what a product will do for you is to test it in your application. Testing, of course, creates problems for some fleets, particularly smaller ones that may not have the resources the big fleets do. Smaller fleets may be unable to achieve the level of repeatability needed to assure results you can take to the bank.

Since the purpose of evaluating a product is to prove it will save fuel and money, you want accurate results before making the investment. You can run a small number of tests on a small number of trucks, but to get accurate results, you'll have to have very precise measurements, and you have to control for almost every possible variable. On the other hand, using a large number of test vehicles over a long period of time smoothes out the data and renders the variables and exceptions unimportant.

How you choose to do your testing depends on your operation, your resources, and your dedication to the initiative.

Here are some of the basics of fuel economy testing that will help you achieve the needed levels of accuracy and repeatability. If you think it's easy, think again. But it's not impossible.

Test Track

Evaluating fuel saving products on a test track can be done in a short period of time by a number of private organizations. It requires a high level of sophistication, a highly structured test environment, accurate measurements and can be discouragingly expensive. It also provides results from only one set of conditions, which may or may not be the way your fleet operates. It provides a snapshot of what the product is capable of, and it's often used by product manufacturers to get results they may use in their marketing material.

Large Sample Size, Long Time Frame

For fleets doing in-service testing, the larger the sample size the better. Bob Wessels, a former customer support manager for Caterpillar, now a consultant, says a test group of 25 trucks would be suitable in most cases. He explains errors in the data are smoothed out over a larger group,

and more variables can be ruled out as exceptions in the data collected.

"If you have a group of that size, you'll be able to measure them simply, using simple arithmetic to get to an answer," he says. "In a small group the exceptions will show up in the data, and you'll have to control for the variables, which isn't always possible."

Wessels says weather and season will impact the results, and winter testing will yield different results than summer testing. "With aero testing, the percentage of improvement in the winter will be better than the summer because of the density of the cold air and windier conditions," Wessels says. "That's why vendors often bring their products around for testing in December and January and then have you compare those results against summer performance."

A full-year test is best, but not always practical. Combined fall/winter or spring/summer testing would give a fairly accurate full-year representation. If you can't do a long-term test, then do all your testing at the same time of year to rid your data of climatic variations.

Wessels suggests a test period be a minimum of 30 days.

Data Tracking

There are all kinds of ways bad data can spoil a test. Inconsistencies or lapses in collection can reduce the accuracy of the data. Over time, irregularities will appear, but they should not be discounted or removed from the sample, but rather investigated. Avoid averaging the data, instead chart the percentage of gain or loss.

Establish a Control Group

Progressive fleets with the rolling stock and the resources can get a jump on technology testing by establishing a control group within the fleet. These are a group of trucks—again, the larger the better—from which the fleet has already gathered data. Ideally they would run regular routes on a year-round basis with similar loads and different drivers.

Time, diligent tracking and analysis will provide a baseline for future tests. Data can be modeled to include seasonal variability, weather, etc. With good data, a new product can be compared against the control group much more quickly than if you were to run a control group before every test, or if you were to run a smaller group consisting of control and test vehicles.

With good tracking, data can be pulled out that excludes the effects of traffic, idling, heavier or lighter than usual loads, etc. The established baseline will be useful when comparing products offering small gains in fuel efficiency, such a different tread patterns on tires as opposed to a skirt/no skirt trailer aerodynamic test. It also helps with side-by-side comparisons of similar products promising similar results.

The control group has to be diligently maintained, including tire pressure checks to ensure consistency across the group, and ideally they would be the same type of vehicle with identical specs. If not, create control groups to match the truck specs.

Vehicle and Test Prep

The test route should be one the fleet runs regularly, and representative of the other work the fleet does. Routes should have minimum potential for disruption because of unexpected delays, traffic, construction, etc. Normal disruptions are fine, and are part of a real-world operation. Payloads should be similar.

HAVE EXPERTS DO IT FOR YOU

If PIT isn't a household word at your fleet, maybe it should be. **Performance Innovation Transport** is a group within **FPIInnovations**, one of the largest non-profit, private scientific research centres in the world, and the only organization in North America that tests various truck technologies including fuel saving devices and techniques for its members. By joining PIT's growing list of fleet members, you can have instant access to fuel testing data the organization has already done, and you can even suggest products PIT should test.

"Most of our testing is member driven," says PIT's director, Yves Provencher. "Membership gets you a seat at the table to suggest tests and obviously to share the results of the testing we have done."

PIT doesn't sell any products, so test results are unbiased and accurate. PIT members include some of the largest and most visible fleets in Canada and the U.S., but Provencher says its smallest fleet member has just 22 trucks.

"Membership fees are based on fleet size, and are very modest," Provencher says. "Membership for small fleets makes a lot of sense because it's hard to do accurate fuel economy testing. As a PIT member, you have access to the same data for decision making that our largest members do."



You have options

You receive Today's Trucking in print (obviously). Well, we like giving you options and now you can read the Magazine wherever you want. Check it out on any device, even subscribe to receive a monthly email, letting you know that your next issue has been delivered. Canada Post can't do that!



Wessels says the vehicles need to be carefully set up to eliminate as many variables as possible. He recommends setting the air-ride suspension heights, tractor-trailer gap so each truck is the same (and regularly check to ensure the settings don't change). The powertrain spec should be the same unless you're testing one brand against another.

Tires can be the biggest variable in testing. There can be a difference of up to three percent between a new tire and one that's ready to come off the truck. When using a large sample size, such as 25 trucks or more, Wessles suggests using a mix of new and used tires, rather than switching to all new tires. The differences will disappear in the aggregated data over time.

"If you have a truck in there that's some percentage off from the others, then something is squirrely," he says. "If something in there isn't right, it may not be the data but the source of the data. I'd have a look at it to see why it's out of sync with the others."

Use All Fuel, All Miles

Since the two elements you're most concerned with measuring are fuel consumed and distance driven, it's essential you get these measurements right. Unfortunately, they can be the two most difficult variables to deal with. This topic is worth a story unto itself, and we'll do a follow-up in a future issue.

While Wessels stresses all fuel used, including idling can and should be accounted for in the tests, his counterpart, Chuck Blake, Sr. technical sales support manager at Detroit Diesel, says electronic fuel consumption data from the ECM is fine, too, in some cases.

"There are all kinds of ways to measure miles and fuel used," Wessles says. "Each has its pros and cons, and each needs to be considered."

He says hubodometer and odometer miles aren't that accurate because of variables like tire diameter, possibly incorrect ECM settings the give you driveshaft revolutions per mile. He says some fleets want to measure only loaded miles, while some try to ignore off-route miles.

"Using mileage based on fuel tax

programs, combined with truck miles and expressed as a ratio will give you an accurate measurement," he says. "But then you have to get into some tricky math to come up with a useable number. Remember, if we're testing devices with small economy gains, a percentage point or two inaccuracy in your data can wipe out any gains the device provides, or inflate them by a similar amount."

And there are fuel-consumed measurements. A larger sample size will help smooth out the congestion- and idling-induced variables. Are the yard pumps calibrated and accurate? Are drivers topping off the tanks properly? On a single-truck, short-distance, these measurements are critical and that's why SAE-type fuel tests demand weighing portable fuel tanks or doing specific gravity and temperature compensation calculations.

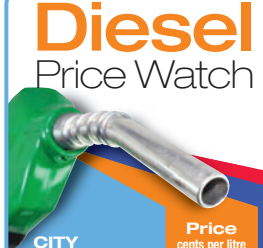

"On longer tests with larger groups, exact fuel measurements are slightly less critical," Wessles says, "but your baseline measurements still need to be accurate."

Fuel use data from the ECM is acceptable too. Blake says ECM data from the same brand of engine is okay, but he cautions against comparing data across different brands. "The OEs use different calibrations and that makes accurate brand-to-brand comparisons impossible," he says.

With same-brand electronic data, Blake says you can get very good data by observing driving fuel economy, which eliminates idling and percent of engine load.

"That gives you a trend line to build on," he says. "You look at the differences in percent load on the horizontal axis and driving fuel economy on the vertical axis. That takes into account different speeds, different loads, different weather, different terrain, etc."

We'll dig deeper into this in a subsequent issue, covering fueling, speed control, mileage calculations, new trucks vs old trucks, tire size, ECM data, TMC/SAE fuel test protocols and more. We didn't say this would be a walk in the park, but it will be invaluable in the long run. **TT**

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	153.9	0.0	135.4
VANCOUVER *	147.1	-0.6	102.4
VICTORIA	140.7	-1.3	103.8
PRINCE GEORGE	146.9	-0.6	113.2
KAMLOOPS	142.3	-0.6	108.8
KELOWNA	142.4	-1.0	108.9
FORT ST. JOHN	150.9	-1.6	117.0
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	134.2	-1.5	114.8
RED DEER	132.3	-0.4	113.0
EDMONTON	132.6	-1.5	113.3
LETHBRIDGE	138.4	-0.5	118.8
LLOYDMINSTER	136.6	-2.0	117.1
REGINA *	138.9	-0.8	113.3
SASKATOON	141.9	0.3	116.1
PRINCE ALBERT	140.9	0.0	115.2
WINNIPEG *	138.7	-0.8	114.1
BRANDON	139.2	-2.8	114.5
TORONTO *	138.6	-1.7	104.4
OTTAWA	138.4	-4.5	104.2
KINGSTON	138.9	-1.0	104.6
PETERBOROUGH	136.7	-3.4	102.7
WINDSOR	132.3	-3.6	98.8
LONDON	134.1	-3.3	100.3
SUDBURY	141.7	-1.5	107.1
SAULT STE MARIE	139.9	-1.4	105.5
THUNDER BAY	148.0	-0.9	112.7
NORTH BAY	140.1	-1.8	105.7
TIMMINS	146.3	-1.0	111.2
HAMILTON	137.8	-2.0	103.6
ST. CATHARINES	135.9	-3.0	102.0
MONTRÉAL *	148.9	-1.8	105.3
QUÉBEC	148.2	-1.7	104.7
SHERBROOKE	147.2	-2.3	103.8
GASPÉ	147.4	-3.5	107.8
CHICOUTIMI	146.9	-2.0	107.4
RIMOUSKI	146.7	-2.7	105.3
TROIS RIVIÈRES	147.2	-2.3	103.8
DRUMMONDVILLE	147.4	-1.3	104.0
VAL D'OR	145.9	-2.0	106.5
SAINT JOHN *	137.4	-9.7	98.4
FREDERICTON	137.7	-10.2	98.7
MONCTON	137.9	-10.1	98.8
BATHURST	139.8	-10.2	100.5
EDMUNDSTON	139.0	-10.6	99.8
MIRAMICHI	139.1	-10.2	99.9
CAMPBELLTON	138.6	-10.2	99.5
SUSSEX	137.9	-9.6	98.8
WOODSTOCK	139.9	-12.0	100.6
HALIFAX *	139.5	-4.2	101.9
SYDNEY	139.5	-7.5	101.9
YARMOUTH	140.7	-5.9	102.9
TRURO	139.4	-5.8	101.9
KENTVILLE	138.5	-6.3	101.0
NEW GLASGOW	140.1	-5.9	102.4
CHARLOTTETOWN *	149.7	0.0	107.1
ST. JOHN'S *	143.2	-8.1	106.2
GANDER	139.8	-10.8	103.2
LABRADOR CITY	155.4	-1.1	117.0
CORNER BROOK	141.0	-10.4	104.3
CANADA AVERAGE (V)	140.5	-1.8	107.7

Updated prices at www.njrvn.com • Prices as of April 8, 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.*

HIGH PERFORMANCE ENGINE OILS

total-lub.ca



DO MORE WITH LESS
EFFICIENCY, PERFORMANCE & TECHNOLOGY



PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



Online Resources:
For more new product items, visit
PRODUCT WATCH
on the web at todaystrucking.com



PETERBILT PACKAGE SAVES FUEL

NEW EPIQ PACKAGE FOR THE MODEL 579 SAID TO IMPROVE FUEL ECONOMY BY AS MUCH AS 10%.

PETERBILT'S new EPIQ package for the Model 579, announced during the Mid-America Trucking Show, can improve the 579's fuel efficiency by up to 10%, the company says. It uses an enhanced drivetrain — including Peterbilt's new combination of the PAC-CAR MX-13 engine and Fuller Advantage UltraShift transmission — all available aerodynamic options, and optimized spec'ing across the board.

The EPIQ fairings include 18-in. sleeper side extenders, full chassis fairings, and

roof fairings with an exclusive rear wall closeout. Other features include SmarTire Tire Pressure Monitoring System and low-rolling-resistance tires.

As well, Peterbilt now offers compressed natural gas configurations for its two newest vehicles — the on-highway Model 579 and the vocational Model 567, both with the Cummins Westport ISX12 G motor.

At Mid-America Peterbilt also introduced an all-new Model 220 to its medium-duty COE lineup. It will be

equipped with a new electronic braking system (EBS) and the all-new cab features a completely redesigned interior.

The Driver Information Center display in the Model 220 (also available in other Petes) keeps drivers abreast of all vital vehicle and engine functions. It also coaches the driver on ways to improve in areas like fuel efficiency and brake wear by modifying driving behavior.

See www.peterbilt.com

FREIGHTLINER'S CASCADIA NG SLEEPER

THE CASCADIA NATURAL GAS POWERED TRACTOR IS NOW AVAILABLE WITH A 48-IN. SLEEPER CAB

Freightliner has started production of additional features for the Cascadia natural gas powered tractor, now available with a 48-in. sleeper cab and factory-installed compressed natural gas (CNG) fuel tanks. The Meritor WABCO OnGuard Collision Safety system is also now available on Cascadia NG-powered tractors spec'd with a manual transmission.

Equipped with the Cummins Westport ISX12 G engine, the tractor features a variety of fuel-tank configurations, up to



190 diesel-gallon-equivalent (DGE) capacity with an anticipated fill range of about 1300 km or 800 miles.

Freightliner has also announced several new options for the Cascadia and Cascadia Evolution, including the ParkSmart HVAC system combined with Optimized Idle. An integration of two systems, this new feature automatically starts the engine if both the main and auxiliary battery packs are depleted. Cab temperature is easily controlled and the idle system will monitor the battery voltage and oil temperature, starting the engine when necessary.

New daycab roof fairings, re-designed to optimize aerodynamics for non-Evolution models are also new, meaning up to a 3.7% increase in fuel economy, the company says.

See www.freightlinertrucks.com

CONTINENTAL SHOWS NEW TIRES

NEW ADDITIONS TO CONTINENTAL'S HYBRID AND ECOPLUS TIRE LINES INCLUDE THE ECOPLUS HS3

Continental has added a new steer and all-position tire. The Conti EcoPlus HS3

MORE INTEGRATED DRIVETRAINS

The **Cummins/Eaton** SmartAdvantage first joined an ISX15 engine with the Fuller Advantage automated transmission, and now there's a variant in **Kenworth** and **Peterbilt** trucks mating that gearbox with the **PACCAR** MX-13 motor. Peterbilt calls it the Apex, while Kenworth seems not to have found a name.

The SmartAdvantage Powertrain package is also being expanded to include the Cummins ISX12 diesel engine and new ISX15 SmartAdvantage applications up to 110,000 lb gross vehicle weight (GVW).

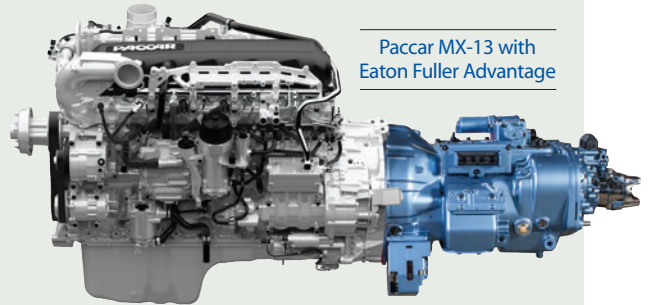
The Cummins/Eaton combination is now available in all **Volvo** VNL models too. It employs a Cummins ISX15 engine with SmartTorque2.

And one more: an Eaton/Cummins integrated powertrain pairing for the ISX12 G natural gas engine with the UltraShift Plus automated transmission, available for limited application release for linehaul and regional haul in mid-2014.

Volvo notes the virtues of its own 'vertically' integrated powertrains: the XE13 introduced in 2011, the XE16 launched in 2012, and now the XE11 hatched this past February. All mate the company's own I-Shift gearbox with one of its own proprietary engines.

The XE11 package includes Volvo's 11-liter D11 engine, Volvo I-Shift overdrive transmission with a 0.78:1 ratio, axle ratios of 2.64 to 2.80, and proprietary software that facilitates seamless communication between the various components.

Over at Peterbilt, the company says the new APEX optimized drivetrain package for the Model 579 tractor allows weight savings (80 lb) and gets up to a 4% improvement in fuel efficiency versus previous drivetrains. It's available for order now. Kenworth's offering is exactly the same, except for the name.



Paccar MX-13 with Eaton Fuller Advantage

See www.cumminswestport.com, www.smartadvantagepowertrain.com, www.eaton.com, www.cumminsengines.com, www.paccarengines.com, www.volvotrucks.us.com, www.kenworth.com, www.peterbilt.com, www.Roadranger.com/MX-13

is said to offer a 10% reduction in rolling resistance as well as a 12% increase in mileage over the previous generation long-haul steer tire. It comes to market in early summer in size 295/75R22.5, load-range H construction with 19/32-in. tread depth and Continental's VAI Visual Alignment Indicator system.

Another steer tire was launched at Mid-America, the Conti Hybrid HS3, a steer and all-position tire for the combined regional and long-haul segment. Available now in size 295/75R22.5 and load range H, it's for fleets that need to use the same trucks for both long-haul and regional routes without changing the tires. The tire offers an application-specific compound for fuel efficiency and mileage.



Seen for the first time at Mid-America, the Conti TerraPlus HD3 is an off-road drive tire for the high-traction needs of construction vehicles, work trucks, and heavy commercial pickups. The first all-new product introduced in Continental's 19.5-in. tire line, it will be available later this spring in 225/70R19.5 size.

See www.continental-truck.com



Thank you

Platinum Sponsor



Gold Sponsor



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

Fleet Managers' Breakfast Sponsor



Fleet Forum and Owner/Operator Forum Sponsor



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

Lanyards provided by:



Association Partners



Official Show Publications



Recruitment Pavilion Partners



Media Partners



T680 ADVANTAGE SAVES 5%

KENWORTH FOCUSES ON FUEL EFFICIENCY WITH IDLE MANAGEMENT SYSTEM

The **Kenworth** T680 Advantage features a special factory-installed aerodynamic package along with the combination of

weight-saving 6x2 axle configuration and wide-base single tires, the truck may improve on an ordinary T680 with the MX-13 by as much as 5% in fuel efficiency.

Other specs for the T680 Advantage include the new Idle Management System, which eliminates the need to idle in order to run air conditioning, now available as an option for the T680 with a 76-in. sleeper. It's a four-battery-based auxiliary power unit for air conditioning that's tied directly into the truck's ducting system. An optional fuel-fired heater provides full engine-off heating capability. It can provide more than 12 hours of continuous AC performance in typical off-hour downtime.

Kenworth also announced exterior and interior enhancements to its K270 and K370 medium-duty models during the Mid-America show. The two cabovers can accommodate bodies from 16 to 28 ft. Powered by the 6.7-liter PACCAR PX-7 engine, they're now available with a 6-speed Allison transmission.

Finally, Kenworth is also offering a 2014 T680 with a natural gas option. The T680 day cab and 52-in. mid-roof sleeper will be available with the factory-installed Cummins Westport ISX12 G natural gas engine.

See www.kenworth.com and www.paccarengines.com

CUMMINS ADDS TELEMATICS

FUEL-EFFICIENCY IMPROVEMENTS AND NEW DIAGNOSTICS ANNOUNCED AT THE MID-AMERICA TRUCKING SHOW

Cummins has announced Connected Diagnostics, fuel-efficiency improvements, and a new engine rating.

The company's first such foray, Connected Diagnostics is designed to work seamlessly with many leading telematics systems. Cummins says it will provide customers with expert recommendations for the best action to take when a driver is alerted to an engine system fault. It's said to be the first of



the **PACCAR** MX-13 engine integrated with the Eaton Fuller Advantage 10-speed automated transmission. It's in production now.

Like Peterbilt's Model 579 EPIQ, it features all the factory-installed aerodynamic treatments in the book. With a

Buy, Sell, Prosper

Thousands of trucks, thousands of trailers. Whether you're buying or selling, you need to use Truck and Trailer. You don't have to take our word for it, ask our customers why they keep coming back.



truckandtrailer.ca
1-877-682-7469, ext. 230



LEASING AT THE SPEED OF BUSINESS.



EXPERIENCE OUR SPEED AND EXPERTISE IN EQUIPMENT LEASING.

mercadocapital.com

1-877-676-6966

Mercado
Capital Corporation



Private Motor Truck Council of Canada
Association Canadienne du Camionnage d'Entreprise



CONFERENCE

JUNE 18 & 19, 2014

REGISTER ONLINE
pmtc.ca


Kingbridge
King City, ON

technology | innovation | awards | networking | education | training

several telematics-assisted applications that Cummins is developing.

Within moments of a fault code being presented, Cummins will be able to analyze fault information, identify the most likely root cause, and provide a recommended action.

It will be available in limited production later in 2014, with full production release in 2015.



The 15-liter ISX15 is available with ratings of 400 to 450 hp, which deliver peak torque at a low 1000 rpm. The new 560-hp rating, with 1850 lb ft of

torque, replaces an older, similar rating. It's said to provide excellent prolonged low-end torque.

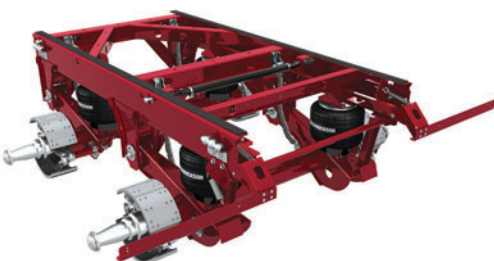
Since 2010, numerous improvements have been made to the ISX15 to deliver up to 7% better fuel efficiency, Cummins says, and up to 10% better than a pre-2010 engine.

See www.cumminsengines.com

HENDRICKSON'S LIGHTWEIGHT SLIDER

HENDRICKSON INTRODUCES THE VANTRAAX ULTRAA-K SLIDER SYSTEM

Hendrickson Trailer Commercial Vehicle Systems has launched its VANTRAAX ULTRAA-K slider system, available in July. The company says it's the next level of air-slider technology.



It's said to be lighter than any other slider system in the industry by nearly 100 lb. The hot-dip coating process allows Hendrickson to back the slider with a 10-year structural corrosion warranty.

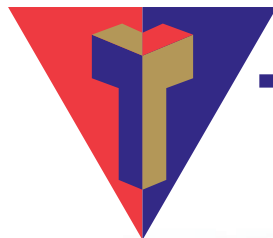
Instead of shock absorbers, ULTRAA-K uses Zero Maintenance Damping (ZMD)

air springs for suspension damping. With no moving parts, these unique air springs are designed to provide uniform and consistent damping levels over their lifespan. They're claimed to out-perform shocks in ride quality, cargo protection, downtime, and maintenance costs. Innovative features like pivoting mudflap brackets are standard. They can drastically reduce costs associated with damaged

mudflaps and mounting angles.

Hendrickson has also introduced the OPTIMAAX liftable forward tandem axle with automated controls. It's said to be a "revolutionary" 6x2 option to help save fuel, minimize tire wear, and reduce weight, with comparable handling to 6x4 configurations.

See www.hendrickson-intl.com and www.ULTRAA-K.com



TRANSCOURT
TANK LEASING

**NEED
TANKERS?
THINK
TRANSCOURT**

CONTACT

Joe Quaresma,
VP, Western Canada
jquaresma@transcourt.com



Tony Jelacic,
Leasing Mgr, Eastern Canada
tjelacic@transcourt.com



CALL TOLL FREE: 1-866-934-5744
www.transcourt.com

NEW FUSO CANTER FE130

MITSUBISHI FUSO HAS INTRODUCED A NEW HIGHER-GVW CLASS 3 WORK TRUCK, AVAILABLE AT DEALERS BY MID-APRIL



Mitsubishi Fuso introduced its new Canter FE130 work truck at the recent NTEA Work Truck Show in Indianapolis. It boosts GVW and body/payload capacity by 700 lb over the previous FE125 model.

That gain is actually the second part of a program to expand the utility and versatility of its class 3 offering. A long-wheelbase option was added to the 2014 model FE125 as a running change in the fall of 2013. The new 169.3-in. wheelbase option allows installation of 20-ft bodies.

Model designations for Fuso commercial trucks are derived from their GVWs. For the new FE130 that's 13,200 lb, compared to 12,500 lb for the truck it replaces, while individual axle ratings for the new FE130 — 5360 lb front and 9880 lb rear — sum to 2040 lb more than the FE130's GVWR.

The Canter FE130 also offers a performance increase to go along with the increased GVW rating. While the horsepower and torque ratings of the engine haven't changed, engineers have been able to make refinements to the programming that manages the relationship between engine operating parameters, transmission shift points, and emissions control system behavior.

See www.mitfuso.com

ESPAR AIR HEATER BURNS NG

NEW FROM ESPAR IS THE AIRTRONIC NG COMMERCIAL, THE FIRST NATURAL GAS HEATER FOR TRUCKS

Espar North America has introduced the newly developed Airtronic NG

Commercial, which burns natural gas, a first for commercial trucks.

Espar worked in co-operation with the German company Truma Gerätetechnik to develop the new heater, using existing and proven Truma technology. The latter company is the leading European manufacturer of gas-fuelled heating systems in the leisure vehicle/motor home sector.

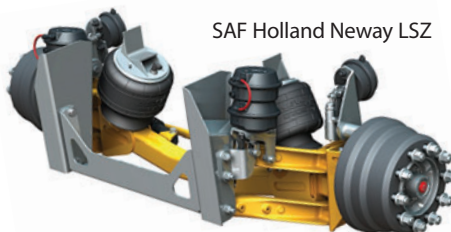
The Airtronic NG Commercial is designed for CNG and LNG-fuelled commercial vehicles in on-road and off-road operation. The key advantage is that, compared to previous heaters, in this case both engine and heating fuel can now be supplied from just one tank. This saves valuable installation space and makes the installation easier for OEMs and retrofitters — with noticeably lower installation costs.

See www.espar.com and www.truma.net

STEERABLE LIFT-AXLE SUSPENSION

SAF HOLLAND INTRODUCES THE NEWAY LSZ AUXILIARY STEERABLE LIFT-AXLE SUSPENSION

SAF-Holland offers the Neway LSZ auxiliary steerable lift-axle suspension system with 13,500-lb capacity. With a 17.5-in. package size, it's at least four in. and up to 10 in. shorter than comparable lift axles, the company says. That allows application versatility while enabling easy installation and service, and it provides extra frame-rail space for component packaging and options.



The Super Chamber lift on the LSZ is claimed to outperform traditional air springs by providing a quick and reliable four-second lift speed. The design is also said to be more durable than competitive lifts, providing a stronger and more consistent lift force that keeps the axle securely stowed. The Super Chamber position provides increased protection from road hazards and easier access for servicing.

The LSZ's rolling-lobe air springs are positioned at an angle, which is said to deliver a superior spring rate for increased stability and ride quality. Its parallelogram design maintains precise steering geometry while reducing tire wear.

www.safholland.com

WESTERN STAR GOES VIRTUAL

DETROIT VIRTUAL TECHNICIAN IS NOW STANDARD ON SELECT 2014 WESTERN STAR TRUCK MODELS



Western Star has announced that the Detroit Virtual Technician onboard diagnostic system is now standard on 2014 Western Star 4700, 4800, and 4900 truck models equipped with Detroit GHG14 and newer engines.

It's the industry's only diagnostic system that captures vehicle data before, during, and after a fault event to provide a more accurate diagnosis and generate uptime, Detroit says.

Developed in collaboration with Zonar Systems, the system has already been fitted to more than 70,000 trucks.

In other announcements, the Eaton UltraShift PLUS automated transmission will be available for the Western Star 4800 model. You can already spec it for 4700 and 4900 truck models.

Western Star also says a frame-rail-mounted vertical exhaust stack is now offered as an option for model 4700 set-back and set-forward truck and tractor models.

See www.WesternStar.com, www.demanddetroit.com, and www.zonar.com

FUEL FOR THOUGHT

Crude Thoughts About The Future

— By Bob Tebbutt

Canadian investors have to be aware of three things: the price of energy; the value of the Canadian dollar; and the future of the cost to borrow.

Investors in Canadian energy firms involved in crude oil must accept the fact that until the Keystone pipeline is approved and built and the pipeline in eastern Canada is approved for allowing western Canadian crude oil to reach markets now supplied by OPEC, Canadian crude will remain at least \$20 less than the U.S. price. Therefore, returns on Canadian crude oil operators will continue to be lower than returns on similar companies in the U.S.

It appears that the reversal of

the pipeline in Ontario and Quebec will be the first step and that will allow Canadian crude prices to rise somewhat, but the main benefit to Canada will be seen if Keystone is approved by President Obama.

Even if he approves Keystone, don't expect that it will be like turning on a switch, it will still take time to be completed.

Product prices, gasoline, heating oil and diesel will mirror the U.S. price, as the eastern Canadian market for these products is tied to the NYMEX market in New York, no matter what the cost of the raw material.

As for U.S. crude prices over the next few months, I see little chance of a major rise. Increased production

from shale fields and government regulations will keep a lid on the U.S. market price at \$110 even if the economy does improve.

It is more likely that crude prices will decline.

Investors in U.S. equities had better be aware that the Bank of Canada is determined to get the

deficit into a surplus, and increase employment, especially in the manufacturing provinces of Ontario and Quebec.

As well, interest rates are more likely to rise than fall, so bond investments will lose value as yields increase. This is because an increased economy demands more

loans to finance expansion and borrowing by the private sector has increased over the past two years even though the U.S. Federal Reserve has, until recently, been keep-

ing a very loose policy in place.

Now that the Fed is tightening, the immediate result will be higher interest rates and, therefore, lower bond values and more importantly, higher borrowing costs to run your company.

Investors in U.S. equities had better be aware that the Bank of Canada is determined to get the Canadian dollar down to improve Canadian manufacturers' competitiveness into U.S. markets.

Canadian dollar down to improve Canadian manufacturers' competitiveness into U.S. markets.

Furthermore, the present government in Ottawa is keenly aware that a lower Canadian dollar will improve exports, turn the trade

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

Born Under A Rad Sign

It's press time and we're still waiting to hear from anybody who recognizes the "Making Your Miles Count" sign, which is on the north side of Inkster a few hundred meters west of Brookside in Winnipeg. This month's mystery locale is along another very popular truck route and it's not far from one of the favorite eateries frequented by Canada's most prominent mayor. If you are among the first 10 to tell us where the sign is and what mayor we're referring to, you get a snazzy **Today's Trucking Cap**. Contact Peter at peter@newcom.ca or **416-614-5828**. And don't forget to leave your street address.



April Answer:
North side of Inkster, west of Brookside, Winnipeg



YOU CAN'T GET THERE FROM HERE

c/o Today's Trucking Magazine

451 Attwell Drive, Toronto, ON M9W 5C4

Phone: 416-614-5828 • Fax: 416-614-8861

Or email: peter@newcom.ca

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



Lookin' Good

Are you happy with how your website looks? If you were a prospect, would you want to call YOU? Lookin' good doesn't have to cost an arm and a leg. Corporate videos, brochures, heck we'll even re-do that website for you. A – Z services for your A – Z needs.



newcomcreative.com
1-877-682-7469, ext. 235

NEWCOM

NATIONAL ADVERTISERS

Allison Transmission	26	J.D Factors	15	Ridewell	17
<i>www.allisontransmission.com</i>		<i>www.jdfactors.com</i>		<i>www.ridewellcorp.com</i>	
Cummins Canada	23	Mack Trucks	14	SAF Holland	12
<i>www.cummins.com</i>		<i>www.macktrucks.com</i>		<i>www.safholland.ca</i>	
Dynamic Tire	16	Manac	34	Shell	8
<i>www.aeolustires.com</i>		<i>www.manac.ca</i>		<i>www.shell.ca</i>	
Elite Support	4	Mercado Capital	47	Today's Trucking	42
<i>www.servicesupportnetwork.com</i>		<i>www.mercadocapital.com</i>		<i>www.todaystrucking.com</i>	
Eaton	20	Michelin	55	Total Canada	43
<i>www.ultrashiftplus.com</i>		<i>www.michelin.ca</i>		<i>www.total-lubricants.ca</i>	
Goodyear	13	Northbridge	28-29	Transcourt	49
<i>www.goodyeartrucktires.com</i>		<i>www.nbins.com/transportation</i>		<i>www.transcourt.com</i>	
Hendrickson	2-3	Peterbilt	back cover	Truck & Trailer	47
<i>www.hendrickson-intl.com</i>		<i>www.peterbilt.com</i>		<i>www.truckandtrailer.ca</i>	
Howes Lubricator	39	PMTC	48	Truck World Show	46
<i>www.howeslube.com</i>		<i>www.pmtc.ca</i>		<i>www.truckworld.ca</i>	
		RBC	24	Volvo Trucks North America	18
		<i>www.rbc.com/reliableaccess</i>		<i>www.volvotrucks canada.com</i>	
		Road Today Show	38	Western Star	6
		<i>www.roadtodaytruckshow.com</i>		<i>www.westernstartrucks.com</i>	

COMPANIES IN THE NEWS

A

Allison	47
Altantica Diversified Transportation Systems	22
Armour Asset Risk Management Ltd.	51
Armour Insurance Brokers	27
Armour Transportation Systems	11

B

Beiqi Foton Motor Co.	9
BHT SCM Group	9
Bison	22

C

Carrier Logistics Inc.	37
Caterpillar	41
Challenger Motor Freight	27
Continental	45
CumminsWesport	9, 44, 45, 47, 49

D

Daimler Trucks North America	17, 31
Dana	19
Detroit Diesel	17, 19, 36, 43, 50

E

Eaton	45, 47, 50
Espar	50

F

FPIinnovations	41
Freightliner	7, 23, 36, 45
FTC Transportation	27

G

General Motors	19
Go Smooth Transport	22
Great Dane	19

H

Hendrickson	49
Hino	23

I

Indian River Transport	10
International	23

J

J.D. Smith & Sons Limited	22
J.E. Fortin Inc.	22
J.J.Keller & Associates	35
Jade Transport	22
JG Drapeau	37

K

Kenworth	19, 23, 45, 47
Kriska Transportation	22

L

Llumar	27
--------	----

M

3M	27
Mack	19, 23
Manitoulin Transport Inc.	22
Marine Atlantic Inc.	16
Meritor	45
Meyers Transport	37
Mitsubishi-Fuso	23, 50

O

Oak Ridge National Laboratory	35
Orlicks Transport Inc.	22

P

Paccar	44, 45, 47
Payne Transportation LP	22
Penner International	36
Performance Innovation Transport	41
Peterbilt	17, 23, 44, 45, 47
Port Metro Vancouver	10

R

Ryder System	12
--------------	----

S

SAE International	43
SAF-Holland	50
Searcy Trucking Ltd.	22
SLH Transport	22

T

TransForce	22
Transpro Freight	22
TransX	22
Trigistix	22
Trimac Transportation Ltd.	22
Triton Transport Ltd.	22
Truck Writers of North America	7
Truma Geratetechnik	50

V

Vitran	22
Volvo	17, 19, 23, 45

W

WABCO	19, 45
Walmart	19
Western Star	23, 31, 50

Z

Zonar Systems	50
---------------	----



By Peter Carter

The Single Best Trucking Song of All Time

And 50 others you might want to know about

Two years ago, I wrote a column about my 10 favorite trucking songs. Thanks to music-loving readers, the column turned into a website story called “*The 50 Best Trucking Songs of All Time*.” And that turned into one of the most popular web postings we’ve ever had.

Today I’m here to tell you that THE single most important trucking song of all time didn’t even make the list. Not only that, but you haven’t heard it; and what’s best is, it was penned by my late father Tom Carter.

Which is absolutely astonishing because my dad was many things but musical wasn’t one of them.

When my mom—born Huena MacIsaac in Port Hood, Nova Scotia—migrated to Sudbury many years ago, she carted with her all sorts of musical traditions and a handful of instruments including at least one fiddle and a cracked autoharp.

She set the musical tone of our home.

Mom sang all the time and we all remember her favorites. Very often on Saturday nights my brother Tom’s pals showed up at our house with their guitars to drink I mean sing, and my older brother Eddie even played bass in a strip-club band before he was old enough to drive! (It was the Belton Hotel, for strip-club history afficianados).

So while my Mom aided and abetted the music, dad tolerated it. I don’t remember him ever shushing us, even when my banjo-picking brother Alex was first trying to emulate the bald guy in “*Deliverance*.” (Music’s always painful when it’s just being learnt).

However. Out of all the rock and country and folk and bluegrass and noise that bounced off the walls of our house on Eyre Street in Sudbury, one song stands out from them all.

And for lack of an official title, let’s call it “The Truck Song.”

It goes like this:

“Going for a Ride in the Truck Truck Truck Truck;

“Going for a Ride in the Truck Truck Truck Truck;

“Peter and Eddie and Alex and Norma going for a ride in the Truck Truck Truck Truck.

“Etcetera etcetera etcetera”

KIDZ’ N THE TRUCK:

The 9-kid Keegan family was directly across the street from our 10-kid home. From left, (I think) we’re looking at Colleen Keegan, Mary Keegan, Ken Keegan, Jeremy—now a Minister in Sudbury—Mahood, my sister Charlene, Joyce Keegan, Patsy Keegan, my bass-playing brother Eddie, my sister Mary, and moi.



Names could be added to the list of riders as needed. And that was it.

My father would quote unquote sing “The Truck Song” whenever there was a trip in the offing and because our family had a series of pickups instead of cars, we went everywhere in the truck.

And riding in the back was the only way to go.

Of course with an open pickup truck, as long as you were hauling kids who didn’t mind getting dirty (because it was always filthy back there) you’d always cube out before you weighed out.

On one memorable trip to nearby Simon Lake, so many kids from various families came along that we forgot to bring my brother Alex (the banjo player) home. I can’t remember how he got back. I think it involved hitchhiking to the nearby Native Reserve and borrowing a local’s phone.

Another epic trip, my dad drove 350 km from Sudbury to Lindsay ON., to look at some used buses. Eddie and I rode in the back all the way. It was cold.

My dad’s gone now, so I can’t ask him about when he came up with the song.

What’s more important—and what remains clear—is that to Tom and the rest of us, riding in a truck was something to sing about.

Which makes perfect sense to me.

And while I have your attention, I’d love to find out what you think of our 50 Second-Best Trucking songs.

Google “50 Best Trucking Songs”. It’s the first thing that comes up. And that, too, makes perfect sense. **TT**

THE MICHELIN® X® LINE™ ENERGY™ TIRES MOVING TOGETHER TOWARDS REAL SAVINGS.



©2014 MNA(CI). All Rights Reserved. The "Michelin Man" is a registered trademark licensed by Michelin North America, Inc. (C12399 - 04/14)

Did you know that tires are responsible for nearly 30% of vehicle fuel consumption? This is far from negligible. What fuel savings does your company make thanks to your tires? It is difficult to say really. Michelin will allow you to estimate your real potential for savings with the **MICHELIN® X® LINE™ Energy™** tires, which are dedicated to long distance transportation.

Ask your Michelin representative for a bespoke diagnosis or visit michelintruck.com.





579

POWER YOUR
PROFITABILITY.

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

PACCAR MX-13
Powered By Quality



Visit peterbilt.com/579 for more information.

