



# BEST ROADSIDE INSPECTION EVER

ROBERT SUMMERS: "His answer surprised the heck out of me." PAGE 7

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ADVERTISING**

OPPOSITE  
PAGE **56**

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

PAGE 30

**TRUCK** OF THE  
**MONTH**

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# MAKING A SPLASH

At Truck World | PAGE 24  
On The Highway | PAGE 33



**Ironing Out  
EGR Wrinkles**

PAGE 43

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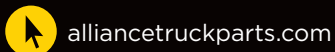


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**56 ANNIVERSARY TRUCKS:** In March, Isuzu Trucks North America celebrated its 30th anniversary of operations and unveiled its new 2014 and 2015 N-Series diesel models.



**25** Driver from Central Casting



**33** Mind Your Wake

**NEWS & NOTES**

**10 DISPATCHES**  
NAVISTAR USES TRUCK WORLD TO KICK OFF SALES PROMO



Photo: © Tim Norton

- 11 Rates headed up?
- 11 Port truckers suing Federal government
- 13 DEF price-watch
- 13 A 205 percent hike?
- 14 Tweeting his way to a job
- 15 OTA bridges cultures
- 17 Two really GREAT drivers
- 17 Alberta's industry awards
- 18 Trucking events to pencil in
- 21 Heard on the street
- 22 Spotted on [todaystrucking.com](http://todaystrucking.com)
- 23 Truck sales statistics

**FEATURES**

**24 TRUCK WORLD**  
TRUCK WORLD BY THE NUMBERS  
Truck World 2014 was an unequivocal success. Here's statistical evidence.  
— BY TODAY'S TRUCKING STAFF

**26 SECURITY**  
YARD SECURITY FOR \$15 A MONTH  
That's what this yard-monitoring firm's promising. As long as you don't mind your iron being watched by somebody on the other side of the planet.  
— BY TEONA BAETU

**30 TRUCK OF THE MONTH**  
WAY TO GO  
Meet a trucker whose respect for the past is reflected in all the chrome he sees.  
— BY PETER CARTER

**33 IN GEAR**  
SPLASH AND SPRAY  
You won't be surprised to learn anti-splash technology is mandatory in Europe. You might, however, be surprised to find out how beneficial it can be.  
— BY ROLF LOCKWOOD

**OPINIONS**

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

**SERVICE DEPT**

**43 2014 ENGINES: THE FIX IS IN**



How engine builders remedied early EGR snafus, and what to watch for next. — **By Jim Park**

- 49 LOCKWOOD'S PRODUCT WATCH
- 57 BOB TEBBUTT
- 57 GUESS WHERE THIS IS; WIN A HAT
- 61 COMPANIES IN THE NEWS

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## NEWCOM

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## Why Georgia's On My Mind

Last week I picked up a wide load headed to Miami. Took an hour to get all my permits except in Ontario, which took three days. I loaded up in Bolton, ON., and headed south but because I was too wide I could not get on a scale.

So I loaded the D6 dozer where I thought it would be okay, weight-wise, according to my air gauges.

After crisscrossing most of the U.S. by the routes my permits said I could use, I got to Georgia. I hit the first scale in on I-75 and it was open. After weighing me, I was told to park and go in, and of course I had that "what's this going to cost me?" feeling.

Inside, the scale master told me I was over weight on the front trailer axle by 1,900 lb., so of course my first question was "How much is the ticket?"

His answer surprised the heck out of me.

He said "I see how wide you are, so it is tough to scale, you have weight room on the drives so pull around back and move the dozer ahead and rescale and let's see if we can get you legal." I moved the dozer, I rescaled and all was good.

I went back inside expecting to haul out my wallet to pay, and he says, "You're legal, finish chaining up and you can go."

I nearly fell over in shock. I asked, "Why no ticket?" He explained that they would only issue a ticket if we couldn't get the weight legal.

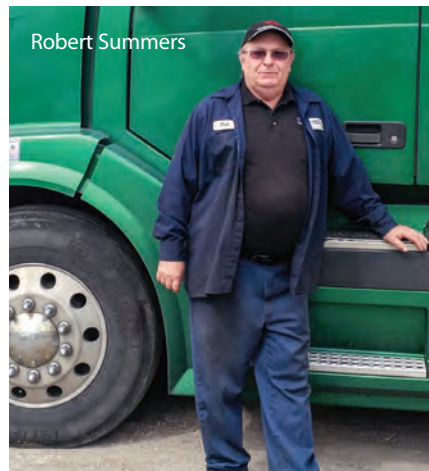
He explained it is not their job to just punish everyone but to make every effort to ensure the roads are safe and trucks compliant.

The officers at that scale house were great: courteous, professional and with great attitude towards truckers. These guys proved that hitting a scale shouldn't make you cringe. It shouldn't be only about how much money they can extract from us. My hat is off to those guys.

I left there with a better attitude towards the Georgia DOT. What a novel idea: Safety first.

If only we could get that attitude to spread across the rest of North America.

— **Robert Summers, Kincardine, ON**



Robert Summers

## Putin In Perspective

I was disappointed to see politically biased opinion in a professional magazine designated for the trucking industry. Bob Tebbutt in "Truckers and Crimea" (April, 2014) feels free to say right at the beginning: "While I don't trust the Russians..." Please be aware there are many Russians working in the Canadian trucking business right now and people in Canada trust them; their trucks, goods, materials, and money. I hope this minor political agenda goes away soon, but the damage from such nearsighted remarks could stay here in Canada much longer.

— **Andrey Snytkin, North York, ON**

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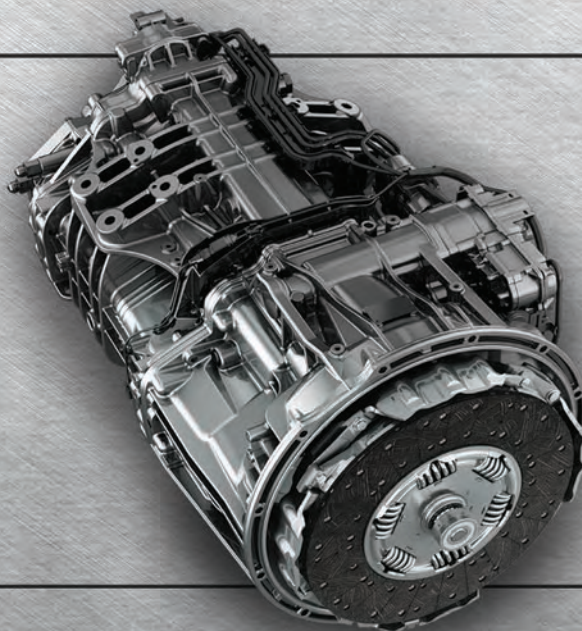
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**EDITOR'S REPLY:** Author Tebbutt reassures us he was referring to the sitting Russian government and not Russian people in general. *Today's Trucking* is proud to include many Russian readers in our audience and we hope they did not respond to Tebbutt's column negatively. — **Peter Carter**

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By Rolf Lockwood



# \$1.2-Million Training Wheels

## How do you think most four-wheelers will react when they discover that mandatory training standards for truckers don't exist?

I was pleased a couple of months ago with the announcement that Trucking HR Canada and the country's various trucking associations have launched an effort to "establish the benchmarks for the industry's goal of seeing mandatory entry level driver training introduced across Canada."

Yes, I was pleased, and I do applaud those responsible for it. But at the risk of sounding overly cynical, my first reaction was to ask why on earth it had taken so long to take this particular bull by the horns. A question for which I have no answer. We should have been on this years ago. Decades ago.

The need for training standards, after all, was obvious to some people 35 years back when I first entered the trucking fray. It's not as if that need was waiting for my arrival to make itself known, so I have to assume that some folks were already in hope-and-wish mode earlier in the 1970s.

In that era I suppose we were beginning the transition from the way things had been for many, many years to the way they would become in a post-deregulation world ultimately dominated by the just-in-time freight model—and a growing driver shortage. Back then the closest a rookie would get to a truck was hulking stuff around the loading dock. A year or three later it would be a straight truck and then, finally, a tractor-trailer. That, seen in retrospect, was a luxuriously slow driver-training approach. Not possible now, I guess.

The first real friend I made in trucking was Merv Orr, a smart guy who by then ran a driving school after a long career that began when he ran away with a circus, literally, and learned to drive the truck that hauled the monkeys or the elephants or some such beasts. He was then 13. In 1979 he knew everything, or so it seemed to me, and he became my mentor.

Truck-driving schools were relatively new back then, with essentially no regulatory oversight, and Merv saw the need for training standards. He lobbied the Ontario government hard, badgering enough that they let him set up a committee to pursue his goal of regulating schools and creating a training regime. That support, however, was no more than superficial and the effort

dissipated within a couple of years. Merv was angry, frustrated, and really quite forlorn.

I can imagine how he'd feel if he were here to see this new training push, which is a three-year project supported with \$1.2 million in funding from the feds.

"Finally," he'd say with a roll of his eyes. Then he'd shake his head and say, "But \$1.2 million and three years? Hell, give me a couple of grand and a couple of weeks and they'll have their standards."


That view of things might be a little simplistic, and it doesn't take into account the absurdly Balkanized nature of this country. Getting nation-wide agreement will likely be the most difficult part of this quest. But designing the standards themselves ought to be dead simple in comparison. It really ain't rocket science.

That aside, I'll happily offer whatever support I can. This is, after all, very, very important.

**AND ON A SAD NOTE**, Bill Sokil's recent death demands a word or two. He led a long and very useful life—if only we could all be so successful and so constructive—and this industry owes him a debt of gratitude.

Bill died in Edmonton in late April at the age of 83 years. A true pioneer in the development of Alberta trucking, he was president and CEO of the Sokil Transportation Group. Not a small enterprise at all, and from what I know it's always been a solid business that did us all proud. A family-run fleet, it began with the two trucks owned by Bill's Ukrainian immigrant parents and now operates about 250 power units while employing some 270 people. Several family generations are directly involved in its day-to-day operations.

Bill served two terms as president of the Alberta Motor Transport Association (1971-1972 and 1979-1980) and also a term as chairman of the Canadian Trucking Alliance. He was actively involved in legislative and regulatory affairs, and he made a difference in his understated though forceful way. Some say he was ahead of his time, and I'd have to agree. But it was his quiet style that always impressed me most.

Our condolences to Bill's two sons, Greg and Robert, and the rest of the family. 

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

**My first reaction was to ask why on earth it had taken so long to take this particular bull by the horns... We should have been on this years ago. Decades ago.**

# Dispat



## NAVISTAR RISING

**NAVISTAR CANADA** used Truck World 2014 to launch a Drive the Difference sales event, which runs April 10 through July 31. The company is offering financing rates as low as 1.9 percent on qualifying in-stock and factory orders. "After a long cold winter, now is the perfect time for customers to evaluate their fleet performance," Mark Belisle, President, Navistar Canada said at the time. Then, on the heels of Truck World, Navistar U.S. announced the sale of 500 brand new LoneStars powered by Cummins ISX15s to Celadon Trucking Services.

Photo: © Tim Norton

# ches

**BORDER — PG. 13**

**Say What? A 205- Percent Price Hike?**

**SOCIAL MEDIA — PG. 14**

**How Tweet It Is**

**Jason Jannetta:** *Speedy Transport's in-house wellness motivator and living proof that savvy social-media use can pay off for everybody.*

**RECOGNITION — PG. 17**

**The Cream of Alberta's Crop**

## **FREIGHT**

### **Nothing Up Against The Fence**

*Canadian shipments are at unprecedented levels; capacity's squeaky tight; prices are on the rise. And that horrible winter is finally over, too.*

Throughout the month of March, Canadian truckers hauled more goods than ever before, according to data records from TransCore Link Logistics' Canadian Freight Index.

Truck load volumes rose for several months in a row, but March volumes were the highest on record, being 50-percent higher than last March's volumes and 16-percent higher than February 2014 volumes.

#### **Here's where the goods are coming from:**

- 71 percent of all load volumes were cross-border
- 24 percent were loads travelling within Canada

Cross-border loads originating in Canada destined to the U.S. sprang radically by 92 percent year-over-year.

And there were 42 percent more U.S. loads travelling to Canadian provinces in March 2014 than in March 2013. The top five states of origin for loads coming to Canada were Ohio, Illinois, Pennsylvania, Texas and Wisconsin.

#### **Where do the U.S. goods arrive?**

- 55 percent in Ontario
- 25 percent in Western Canada
- 18 percent in Quebec

- Two percent in Atlantic Canada

As for Canadian loads travelling from one province to another, they were up 32 percent compared to the same time last year.

#### **Where do they originate?**

- 52 percent from Western Canada
- 27 percent from Ontario
- 16 percent from Quebec
- Five percent from Atlantic Canada

#### **Where are they unloaded?**

- 38 percent in Western Canada
- 38 percent in Ontario
- 22 percent in Quebec
- Two percent in Atlantic Canada

Stateside, trucking-industry forecasters FTR Associates (FTR) refer to their Trucking Conditions Index (TCI) as a measure of the business, and recently, they reported that the TCI has increased slightly.

This should also come as good news to carriers.

Rates can go up. New trucks will be bought.

The TCI for the remainder of 2014 is expected to remain at the same level, as trucking capacity will stay tight. And if big carriers are the miner's canaries of the industry, consider this: Old Dominion Freight Lines announced a 4.3-percent rate increase in May. UPS upped its rates by 4.4 percent in March and FedEx announced a 3.9-percent hike. Finally, the Texas-based giant ABF brought in a 5.4-percent increase in March.

And according to the President and CEO of TransForce, this country's largest carrier, the rest of 2014 should be a time of "firmer" rates for carriers.

## **PORT VANCOUVER**

### **33 Truckers Take Port to Court**

Thirty-three Lower Mainland drayage companies have filed a lawsuit against Port Metro Vancouver and the Federal Government over the recent dispute resolution with the port's container truckers.

The trucking companies claim that the Federal Government did not have the right to require provincially regulated trucking companies to comply with the 2005 Ready Memorandum of Agreement (MOA) and its rate schedule and any changes related to it.

"As a result of the Defendants unlawfully requiring that the Plaintiffs to pay the MOA Load Rates, as amended from time to time, the Plaintiffs have suffered and will continue to suffer loss and damages," the civil claim states.

Late in February, over 1,000 container truckers walked off the job for a month because of long wait times at the port's terminals, undercutting and rates. Container truckers returned to work after a 15-point action plan was agreed upon. Part of the plan was an increase of 12 percent to rates.

Israel Chafetz, one of the lawyers on the case said at the time: "The port increased [rates] as a condition of licence, where the trucking companies had no involvement at all."

While not part of the legal action, Suzanne Wentt, owner of Indian River Transport told *Today's Trucking* that carriers were by-passed in negotiations:



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“Owners have not been engaged. We have not been asked to negotiate, to come to any talks or meetings. They can’t force a rate structure on us. I pay the driver, not the port, but they don’t want to engage with us for whatever reason.”

Chafetz commented: “It’s not an issue of how fair or unfair the rate is; the issue is the authority to set a rate.”

The civil claim states that the trucking companies have complied with the port’s and government’s “unlawful and unconstitutional requirements” in order to carry on with their business and trade, but that they “have suffered loss and damage and continue to suffer loss and damage.”

The legal claim aims to overturn the deal’s per-container fee increases and compensate carriers for damages, but an exact amount is not given in the lawsuit.

While 14 of the 33 trucking companies part of the lawsuit are members of the BC Trucking Association (BCTA), the BCTA itself is not involved in the lawsuit.

**EMISSIONS**

**DEF Price Rises**

Diesel exhaust fluid (DEF) prices remained stable in the U.S. in April, but after more than two years of stability, the price of DEF in Canada is on the rise. That comes from UK-based Integer Research, a specialist provider of research, data, analysis and consultancy services.

In May, Integer reported that Canadian bulk DEF prices increased for the fifth month in a row, with the average price moving up one cent to CA\$0.50 per liter for full truckload deliveries and up two cents to CA\$0.59 per liter for less-than-truckload deliveries. The national DEF truck stop average prices rose to CA \$0.81 per liter for the first time since October 2011, but in the U.S., national average prices dropped by one cent to \$2.79 per gallon. In the U.S., the lowest average prices for all delivery modes were found in Chicago, IL and Cincinnati, OH, while the highest average prices were found in Denver, CO,

Phoenix, AZ and Los Angeles, CA.

The DEF Tracker, launched in 2011 by Integer Research, covers 21 regional hubs in the U.S. and three hubs in Canada: Calgary, AB, Montreal, QC and Toronto, ON.

The DEF Tracker is part of the tracking and analysis services offered by Integer Research. Visit [www.integer-research.com](http://www.integer-research.com) for more.

**BORDER**

**Say What? A 205-Percent Price Hike?**

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“At a time when Canada and the



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## Dispatches

United States are supposed to be working to implement the Beyond the Border Action Plan, APHIS comes along with a proposal that is beyond reason," says David Bradley, president and CEO of the Canadian Trucking Alliance.

The United States Department of Agriculture's Animal and Plant Health Inspection Service (APHIS) says the current US\$105 fee charged to trucks cross-

ing the border does not generate enough money to cover the cost of the service. APHIS used an independent accounting firm to review the AQI fee structure and found that commercial trucks with a transponder should pay closer to US\$320 per year – an increase of 205 percent.

In addition to current APHIS fee of \$105, truckers also pay a Consolidate Omnibus Budget Reconciliation Act

(COBRA) fee of \$100, totaling in \$205 per truck per year. The proposed increase to APHIS fees from \$105 to \$320 would bring the total bill from \$205 to \$420 per year per truck.

Trucks without a transponder will be charged eight dollars per crossing rather than the current US \$5.25 fee, which is an increase of 52 percent.

## SOCIAL MEDIA

### How Tweet It Is

*Meet Jason Jannetta: Speedy Transport's in-house wellness motivator and living proof that savvy social-media use can pay off for everybody. — By Teona Baetu*

When Jared Martin, the president of Speedy Transport, tweeted Jason Jannetta with an offer to meet, Jannetta thought it was just that. A chance to talk.

Little did he know he was in for a big, surprise promotion.

The thing is, Janetta had taken to Twitter late last year after a huge lifestyle change. He had lost a lot of weight and wanted to motivate his fellow truckers to follow suit.

"I'd been driving for 20 years," he says. "I'm 42 and I used to be a lot heavier than I am now. I woke up one day and said, 'That's enough.'"

Through much trial and some error, he managed to drop 80 lb. in six months. En route, he gained a passion for healthy living and started tweeting with #fittrucker. His motivational, health- and wellness-related tips and tweets scored him over 1,100 followers and caught the attention of Martin, an avid social-media advocate.

"He [Jannetta] was the guy who was pushing fitness in transportation and he was doing it publicly, which we didn't have," Martin says. "We wanted to combine driver training and wellness... because the thing you always hear is 'nobody has time'. But he found a way to do small things to make a big difference."

Martin tweeted Jannetta in.

Jannetta accepted the invitation to visit Speedy's office, except he was unprepared for what he found. There, on the desk, was a contract.

"It was quite amazing. I thought, 'I can't believe I'm here,'" Jannetta says.





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**WORKING WITH THE NET:**  
#fittrucker's messages caught the attention of Speedy's boss.

"I was driving at the Beer Store delivering beer and now I'm furthering myself. I'm going to become a personal trainer and a health-and-wellness nutrition specialist."

Martin explains he's had this vision for two years; a vision of combining fitness and trucking to make the industry more appealing to the new generation.

"We're known to be a blue-collar industry with a bunch of drivers and executives who are out of shape – I don't want that image. I don't want an unhealthy industry and I don't want an unhealthy trucking company," Martin says.

Speedy is building a new facility in Brockville, ON., with a full gym. It'll be a halfway point between Toronto and Montreal, ideal for drivers who'd like to stop for a wellness break. In the meantime, they're also partnering up with a few gyms and of course, now they have Jannetta, an in-house advisor who answers questions and motivates Speedy staff, at no charge to them.

"It's contagious positive energy and I can already see walking around the building the difference he's made," Martin says.

And as Jannetta puts it: "It worked out for me and I know for a fact that it can work out for anyone else in the industry. It doesn't matter how busy you are, you can find time to eat clean. It's easier than people think."

Follow Jannetta @SpeedyWellness.

**CULTURE**

**Trucks'n'Turbans**

Trucking is in the blood of many members of the Sikh community, according to Simran Kaur Chattha, chair of the Canadian Sikh Association (CSA). So it only follows that the CSA, an association that represents the Sikh community in the Greater Toronto Area, met with members of the Ontario Trucking Association (OTA) to address concerns in the trucking industry.

"Through dialogue we hope to promote a better understanding between Sikh truckers and the membership of OTA which is a very effective voice for the industry," Chattha said.

All in all, 40 members from both associations sat down together and talked about issues ranging from shipping delays to Sikh drivers' right to wear turbans.

OTA president David Bradley commented: "Trucking is trucking, in the end. Most of the issues raised are the same everywhere, regardless of carrier size or the ethnic origin of carriers and owner-operators."

"While this was the first meeting of its kind, everyone who attended agreed it was very constructive," Bradley said.

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# MEET THE EXTREMELY ELITE LEAGUE OF EXTRAORDINARY TRUCKERS



Terry Smith



Jack Fielding

The North-America-wide **Truckload Carriers Association** (TCA) named Miramichi, N.B.-based **Terry Smith** the 2013 *Owner-Operator of the Year* and Parry Sound, ON-resident and Bison driver **Jack Fielding** *Company Driver of the Year*. The TCA made the announcement at its annual Convention in Grapevine, TX, in March. In addition to the accolades and free trips to Grapevine, each driver won a 2013 Dodge Ram 2500 powered by Cummins 6.7L turbo diesels and a year's supply of Chevron Delo oil. The two gentlemen were the only Canadian drivers to make the finals in the international competition.

## RECOGNITION The Cream of Alberta's Crop

"When I was about two or three, I got in a truck hired to haul cattle around our farm and honked the horn and it stuck."

That from Northern Truck Services Driver **Harvey Wardill**, who was named *Volvo Trucks Canada Alberta Driver of the Year* at the Alberta Motor Transport Association's (AMTA) annual meeting in April.

Wardill comes from a family of truckers – his father and uncle drove logging wood chip and gravel trucks and three of his four brothers and many cousins are professional drivers.

Others recognized by the AMTA for outstanding service were:

- **Ken Rodberg** of *Trader Corporation*, who claimed the Associates Trade Award;
- **Robert Wells** of *Bison* who claimed Volvo Trucks Canada National Driver of the year;
- **Dean Paisley** of *Lethbridge Truck Terminals*, who won the Historical Award sponsored by the American Truck Historical Society;
- **Willie Hamel** of *Diversified Transportation Ltd.*, who collected the Service to Industry Award, sponsored by BFL Canada Insurance Services;
- **Bernie Pyra**, of *Ferus Inc.*, who was named Safety Person of the Year. That award is sponsored by Milestone Insurance Services.



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# logbook2014

## June

6 - 8

**BC Trucking Association AGM and Management Conference**

Kelowna, BC

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

7

**Atlantic Provinces Trucking Association's Driving Championships**

Truro, NS

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

7

**Saskatchewan Trucking Association's Driving Championships**

Regina, SK

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

18 - 19

**Private Motor Truck Council of Canada Annual Conference**

King City, ON

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

21

**BC Professional Truck Driving Championships**

Abbotsford and Surrey, BC

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

## July

5 - 6

**Silver Willow Classic Country Cruisin'**

Mansfield, ON

**Website:** [www.silverwillowclassic.com](http://www.silverwillowclassic.com)

10 - 12

**Walcott Truckers Jamboree**

Walcott, IA

**Website:** [www.iowa80truckstop.com](http://www.iowa80truckstop.com)



## Clifford Truck Show June 28 - 30

Clifford, ON • [www.greatlakestruckclub.com](http://www.greatlakestruckclub.com)

25 - 27

**Fergus Truck Show**

Fergus, ON

**Website:** [www.fergustruckshow.com](http://www.fergustruckshow.com)

July 31 - Aug 3

**Rodeo Du Camion**

Notre-Dame-du-Nord, QC

**Website:** [www.elrodeo.com](http://www.elrodeo.com)

## August

9

**Quebec Provincial Driving Championships**

Mirabel, QC

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

21 - 23

**Great American Trucking Show**

Dallas, TX

**Website:** [www.gatsonline.com](http://www.gatsonline.com)

## September

5 - 6

**Big Iron Classic**

Kasson, MN

**Website:** [www.bigironclassic.com](http://www.bigironclassic.com)

## October

20 - 22

**Natural Gas Vehicles Canada Conference & Exhibition**

Toronto, ON

**Website:** [www.ngvent.com](http://www.ngvent.com)

25

**Saskatchewan Trucking Association's Annual Management Conference**

Saskatoon, SK

**Website:** [www.sasktrucking.com](http://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](http://www.todaystrucking.com) online calendar?

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



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# Heard on the Street

## Lockwood Unhitches from Mullen

**Mullen Group President** and co-CEO **Stephen H. Lockwood** plans to resign, effective June 30. Lockwood led Mullen since September 2004. **Murray K. Mullen**, chairman and co-CEO, will take on the role of President while Lockwood will continue as a director of the company.



Stephen H. Lockwood



## Trailcon Continues Growth

National trailer rental, leasing, and fleet-maintenance specialist **Trailcon Leasing Inc.** continues to grow. In February, Trailcon President **Al Boughton** announced Trailcon purchased Calgary-based **Hubs Trailer Service** and, more recently, **Mike Krell** a member of the Trailcon team for 15 years, has taken on the role of sales and marketing manager Canada and **Randy Legare**, a certified management accountant, joined Trailcon as controller.

## OTA on Lookout For Outstanding Drivers

The **Ontario Trucking Association** (OTA) is looking for nominations for the 2015-2016 **Road Knight** team. Over their two-year term, Road Knights engage in such activities as sharing road safety tips with motorists, raising awareness of the trucking's role in the economy, talking to young people about careers in trucking and representing the trucking industry at community events, business club meetings, driver education classes, public schools, truck driving schools and to the media. To nominate a driver, check out the newly revamped [www.ontruck.org](http://www.ontruck.org) and type Knights into the search bar. The OTA is also taking nominations for its OTA-Bridgestone Truck Hero Award and OTA-Volvo Trucks Canada Driver of the Year.



## Life In The Food Chain

**The Toronto Transportation Club** (TTC) invaded the Palais Royale on the shores of Lake Ontario for a delicious **Taste of Toronto Night** in mid-April, featuring food from the four corners of the globe. Left, **Curtis Simpson** and **Jennifer Breckenridge** of **Fast-Links** with **Lori McCreight** of **Maritime-Ontario** enjoy savory and colorful Italian bread-dipping sauces. Launched in 1913, the multi-modal TTC is one of the oldest transportation networking clubs in Canada.

## GFL's Waste Line Gets Bigger

**Contrans Group Inc.** is selling its waste collection divisions, **Tri-Line Disposal Inc.** and **Deuce Disposal Ltd.** to **GFL Environmental Inc.** "GFL approached us and informed us that they were very interested in acquiring our waste-collection business," said **Stan Dunford**, Contrans' CEO.

GFL President and CEO is **Patrick Dovigi**. GFL also announced in May that it has entered a "definitive agreement" with Waste Management of Canada Corp. to buy Waste Management's assets in Nova Scotia, New Brunswick, and Newfoundland and Labrador.

## Volvo Bids Saxman Goodbye

**Ed Saxman**, an engineer and product manager with 44 years of experience at **Mack Trucks** and **Volvo Trucks** retired at the end of April. A familiar face at truck shows and seminars throughout the decades, Saxman in 2012 accepted the Technical Achievement Award from the Truck Writers of North America for Volvo's efforts in increasing fuel efficiency through engine "downspeeding." His last title at Volvo Trucks was Product Marketing Manager for Alternative Fuel Trucks.

# Trending

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

## What's Tweetin'?

### From The Pros' Lips to Your Ear

WHY FOLLOW @todaystrucking.com?

Maybe because you'll get practical tips and inspiration as we live tweet from conferences and other special events. It's almost as if you're there yourself.

#### @todaystrucking

E-logs mean you don't have to stress out over not knowing the Rubik's' Cube that is ever-morphing HOS regulations. Hurray!

#### @todaystrucking

A takeaway from PeopleNet Tech Symposium: A cheater might not worry about getting caught as much as about letting his boss (or team) down.

#### @todaystrucking

With the introduction of e-logs, there's no pressure to put the pedal down because once the clock runs out it runs out.

#### @todaystrucking

Seaboard Transport's Craig Whittaker at PeopleNet's Symposium: "If anyone has done fault-code management, come see me, I'd like to pick your brain."

#### @todaystrucking

From PeopleNet's Symposium: Because of the 'internet of things' someday you'll be able to google where your car keys are.

#### @todaystrucking

From PeopleNet's Symposium: Stopping at the Hard-Brake Hotel: braking is considered "hard" when it's minus-seven mph/second.

#### @todaystrucking

Food-truck king Zane Caplansky: My net worth is in the millions of dollars but I'm very proud that I ask people "do you want fries with that?"

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## Why "LIKE" Today's Trucking On Facebook?



### These Boots Were Made For Trucking

Met a guy sporting these **Peterbilt Motors Company** boots. They're hands-down his favorite shoes. His only complaint? They don't make 'em anymore!



### That'd Be A Big 10 x 8 Plus 3 Good Buddy

This is **Randeep Sandhu** shaking hands with the amazing **Peter Klassen** in Load Solutions Office near Guelph last week. Klassen was in to pick up a trailer. Get this: He is soon to be 83 years old and has driven heavy trucks for almost 60 years. He is still in top shape and going strong. Eight million miles driven.

### Issue Settled

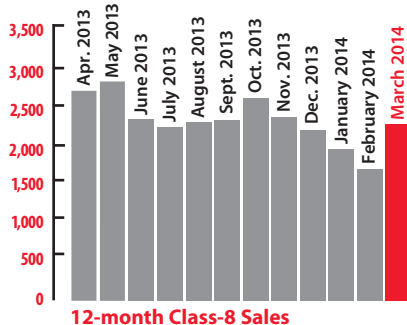
**Today's Trucking** asked Whitecourt Transportation's Dave MacNevin: "When does a lease operator become a fleet?"  
**Dave's answer:** "When the cowboy hat comes off and the Pepto Bismol becomes a staple."



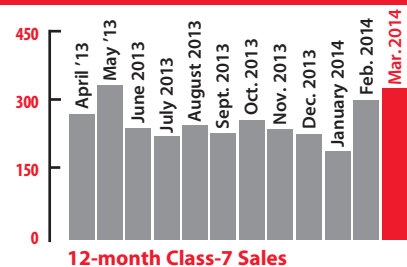
Canada – Truck Sales Index

March 2014

CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	581	1383	1591	23.8%	25.8%
Kenworth	380	973	1283	16.7%	20.8%
Peterbilt	338	889	852	15.3%	13.8%
International	287	841	932	14.5%	15.1%
Volvo	331	786	579	13.5%	9.4%
Western Star	166	515	505	8.9%	8.2%
Mack	169	432	424	7.4%	6.9%
<b>TOTAL</b>	<b>2252</b>	<b>5819</b>	<b>6166</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	83	261	176	32.4%	26.0%
International	87	167	146	20.7%	21.6%
Kenworth	66	136	112	16.9%	16.5%
Peterbilt	53	127	119	15.8%	17.6%
Hino Canada	36	114	124	14.2%	18.3%
<b>TOTAL</b>	<b>325</b>	<b>805</b>	<b>677</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	38	95	76	41.1%	35.5%
Hino Canada	32	70	77	30.3%	36.0%
International	44	66	54	28.6%	25.2%
Peterbilt	0	0	7	0.0%	3.3%
<b>TOTAL</b>	<b>114</b>	<b>231</b>	<b>214</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino Canada	101	214	287	65.0%	68.5%
International	33	94	101	28.6%	24.1%
Mitsubishi Fuso	8	17	25	5.2%	6.0%
Kenworth	4	4	0	1.2%	0.0%
Peterbilt	0	0	1	0.0%	0.2%
Freightliner	0	0	5	0.0%	1.2%
<b>TOTAL</b>	<b>146</b>	<b>329</b>	<b>419</b>	<b>100.0%</b>	<b>100.0%</b>



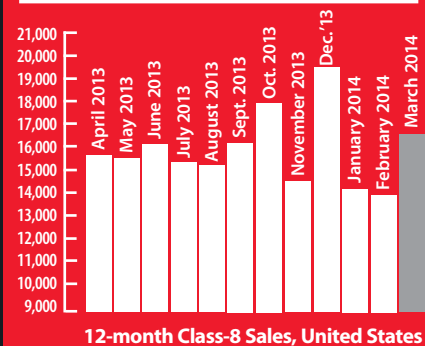
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- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales

CLASS 8	Mar. 2014	YTD '14	Share '14
Freightliner	5303	16,103	36.1%
International	2690	7294	16.4%
Peterbilt	2116	6061	13.6%
Kenworth	2332	5756	12.9%
Volvo	2500	5485	12.3%
Mack	1345	3178	7.1%
Western Star	162	660	1.5%
Other	4	10	0.0%
<b>TOTAL</b>	<b>16,452</b>	<b>44,547</b>	<b>100.0%</b>



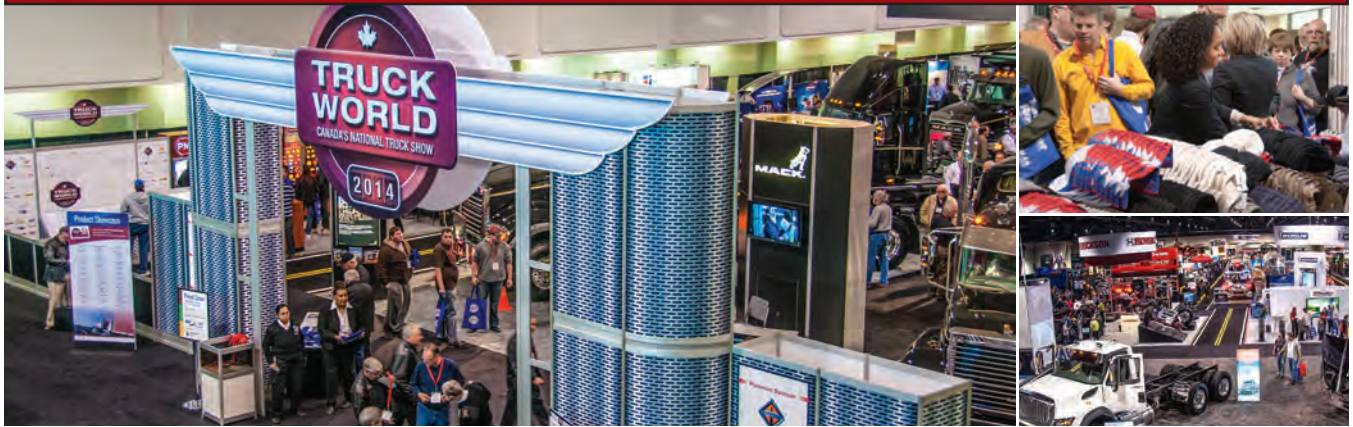
Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	45	41	25	41	285	88	27	20	1	8	581
Kenworth	44	147	46	0	72	66	5	0	0	0	380
Peterbilt	59	94	29	17	91	35	12	1	0	0	338
International	16	51	8	9	139	47	8	3	1	5	287
Volvo	34	27	6	33	157	49	18	6	0	1	331
Western Star	24	57	5	14	27	31	3	1	3	1	166
Mack	8	22	15	6	91	24	1	1	0	1	169
<b>TOTAL</b>	<b>230</b>	<b>439</b>	<b>134</b>	<b>120</b>	<b>862</b>	<b>340</b>	<b>74</b>	<b>32</b>	<b>5</b>	<b>16</b>	<b>2252</b>
<b>YTD 2014</b>	<b>646</b>	<b>1387</b>	<b>313</b>	<b>248</b>	<b>2015</b>	<b>908</b>	<b>197</b>	<b>71</b>	<b>8</b>	<b>26</b>	<b>5819</b>

# Street Smarts



MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



Photos: © Tim Norton

## Truck World By The Numbers

**Truck Show** *Truck World 2014 was an unequivocal success. Here's statistical evidence. By Today's Trucking Staff*

**20,307:** Visitors to **Truck World 2014**, including exhibitors and their staffs;  
**16,065:** Visitors to TW14, excluding exhibitors and staffs;  
**5:** Number of percentage points higher TW14 attendance was compared to TW12;  
**400-plus:** Number of companies and services with booths at TW14;  
**500,000-plus:** Number of square feet of exhibit space at the International Centre in Mississauga, home of TW14;

**6:** Number of exhibit halls at the International Centre.  
**4:** Number of halls taken over by the 400-plus exhibitors at TW14;  
**15,000:** Number of dollars' worth of prizes won by the *Highway Star of the Year* Michael "Motor" Rosenau;  
**39:** Number of fleets participating in the first-ever (and very successful) recruitment pavilion at TW14;  
**3:** Percentage of Canada's truck drivers,

mechanics, technicians and cargo workers that is female;  
**50.4:** Percentage of Canadian population that is female;  
**20-Plus:** Number of women participating in the inaugural meeting of the Supporting Women in Freight Transportation (SWIFT), which was held on Friday lunchtime at TW14;  
**2:** Number of thumbs-up awarded TW14 by organizers and participants. "We're very pleased to know that exhibitors and visitors went away happy," commented Joe Glionna, Director of Newcom Business Media's Show Division. "I'm buoyed by the knowledge that a thriving truck show means a thriving industry."  
**10:** Months until Canada's next big truck show—**ExpoCam**—April 16th -18th, 2015 at Montreal's Place Bonaventure.



## “Hello, Central Casting? Send over One Big-Hearted Trucker”

The **2014 Highway Star of the Year** is **Michael T. “Motor” Rosenau**, an owner-operator “willing to give you the shirt off his back.”

A Calgary-based bear of a man, Rosenau, 45, has driven for his uncle Carl Rosenau’s company Rosenau Transport for 25 years. The prizes, which include \$10,000 in cash, came from Newcom Business Media (publisher of *Today’s Trucking* and producer of Truck World) Freightliner, Meritor, Espar, Cummins, Chevron and the Owner-Operator’s Association of Canada (OBAC). *Today’s Trucking* Editor Peter Carter presented Rosenau with the obligatory giant check and handshake at Truck World, on Saturday, at the Daimler booth.

In addition to his squeaky clean driving record, a glance at Rosenau’s Facebook page tells the story of the many charities he’s involved with.

Every year he suits up as Santa for the 18 Wheels of Christmas food drive delivering donated goods to Calgary food banks, a cause he has embraced since 2005. He’s driven in three of the World’s Largest Convoy for Special Olympics. And he plans on driving in the next Alberta Convoy for the Cure to support the Breast Cancer Foundation.

“Motor is always willing to give you the shirt off his back. He’s one of the best guys you’ll meet and a great one to call a friend,” says his fellow driver and friend Edward Tucker, who works in Canada Post’s transportation division.

An added bonus of Rosenau’s Facebook activity: presenting a positive image of the trucking industry. What started as a way of keeping in touch turned into a way to share what life is like behind the wheel and to promote this industry he loves so much.

**CHECKING IN:** “Motor” Rosenau, *Today’s Trucking*’s Peter Carter, Motor’s partner Lindsey Tetlock, Freightliner’s Brad Thiessen, OBAC’s Joanne Ritchie, Espar’s John Dennehy; Chevron’s Barbara Palmer and Cummins’ Alasdair McNellan.

## HOW MANY PEROGIES DOES IT TAKE TO SELL A SHUNT TRUCK?

“I told her that if she wanted me to buy her truck, she’d have to cook me up five dozen perogies.”

So she did, and he did.

She is **Margaret Szamotulska**, Director of Business Development at *Tico Canada*. They sell shunt trucks and had a booth at Truck World. He is **David Tyrczniewicz**, of *Turk Enterprises*, based in St. Andrew, MB. At Truck World, though, he was repping another of his businesses, *SmartTruck Canada*, which manufactures under-trailer aerodynamic systems.

He also operates a yard-truck service for *Maple Leaf Foods*.

On Friday of Truck World, Tyrczniewicz struck up a conversation with Szamotulska and confessed that he loved good perogies so much that if she produced some, he’d buy one of her Ticos.

He was kind of kidding. And of course there was nothing in writing.

He should have known better.

On Saturday just before noon, visitors to the SmartTruck booth were treated to 60 hot fresh perogies.

“I was up until about 1:30 this morning preparing them,” a very proud Szamotulska told *Today’s Trucking*.

“I’m a man of my word,” Tyrczniewicz said, laughing. “I’m buying the truck.”



Photos: © Tim Norton

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# That's what this yard-monitoring firm's promising. As long as you don't mind your iron being watched by somebody on the other side of the planet.

By Teona Baetu

**A**ndrew Anderson of BC-based Sylvite Transportation Group says he's in the habit of looking at every truck on the road and over Easter, his vigilance helped recover a stolen 2006 Hyundai chassis.

It was just before the long weekend and Anderson got an alert from the British Columbia Trucking Association (BCTA) that Team Transport Services had reported the theft of a chassis and container from a location in Surrey.

"I always read all the details of the alerts because I watch for trucks on the road out of habit anyway," he says. "So on my way home from work that evening, I noticed an empty chassis in the truck pullout just down the road from my house."

He pulled over to check it out and sure enough, the unit number matched. He called the RCMP and reported the stolen chassis, then got on the phone with Bob Simpson from Team Transport, who sent a truck to recover their chassis.

The BCTA folks who posted the theft report commented: "We were delighted that Andrew found the chassis so quickly because its licence plate number was different from the one reported and this was right before the long weekend, when most people would be thinking about their time off and not stolen equipment.

"We're all crazy about trucks in this business so there's lots of eyes and ears out there to lend a hand," Anderson said.

Kudos to him for helping a fellow trucker out.

Unfortunately, though, cargo theft is a big, expensive issue in trucking.

Cargo crime costs Canadian carriers \$5-billion, according to the Canadian Trucking Alliance (CTA). Southern Ontario, Vancouver and Montreal are hardest hit by cargo theft.

And hard as it might be to sweep a \$5-billion loss under the rug, cargo crime often goes unreported, and thus, unpunished. That's one of the biggest challenges police face in fighting cargo crime because the longer it takes for the crime to be reported, the smaller the chances of catching the thieves and recovering the goods. Not only that, but if goods are recovered in warehouse raids, but they have not been reported stolen, the police simply don't know where to return them.

"Historically, carriers have been reluctant to report incidences of cargo theft for fear of public scrutiny, damages to corporate image or increased insurance premiums," says David Bradley, CTA president.

Randeep Sandhu is the founder and president of Load Solutions Inc., a general freight carrier operating out of the south-central Ontario town of Puslinch. In 2008, Sandhu lost four trailers: a load of beef, a load of chicken, a load of Bacardi and a load of tires. Nothing was recovered.

"Our yard was gated in and we had cameras up and running. We had heard stories of this kind of thing happening, but we thought the gates and the security cameras would deter thieves. In hindsight, it's not enough of a deterrent. Now, the yard is manned 24/7," Sandhu says.

## Big Blue Eye in the Sky

One way to man a truck yard around the clock in a cost-effective way is with Birdseye Security's live monitoring system. *Today's Trucking* visited their Mississauga, ON-based offices and got a taste of what it's like to be Big Brother.

In a windowless room hung an imposing, floor-to-ceiling, cinema-style television screen. Projected on it were live feeds from various security cameras mounted in



the truck yard of one of Birdseye's clients.

"It's 24-hour surveillance, live," explains Michael Nituda, risk management advisor with Hallmark Group Insurance and consultant with Birdseye.

"Birdseye can see everything and everyone in the yard at any given time. They can control gates to only open for authorized personnel, can control fuel pumps, anything you want."

Drivers entering the yard flashed their ID badges at the screen so the gate would lift, giving them passage to the yard. We could see all the trucks and zoom in on any trailer.



# Yard. Security

for **\$15 A Month**

“Is there anywhere to hide in that truck yard?” *Today’s Trucking* asked Nituda.

“No.”

About 7,500 km to the east of where we were—in Serbia—a team of six people was watching the very same feed, and they’re controlling everything; lights, gates, you name it. They work in six-hour shifts and monitor the yard around the clock. If anything goes wrong, they can alert the authorities while the crime is still in progress. “It’s harder to catch the bad guys after the crime, after reviewing the tape. As Birdseye’s agents are calling the police, the thief can hear that through the

loudspeakers — ‘the threat is the guy in the olive suit at the northwest side of the parking lot; he’s cutting tags.’ He can hear it,” Nituda says.

And what’s more, it’s impossible to compromise someone half a world away.

“They’ve caught quite a few bad guys. They’ve even saved a life,” Nituda says. “One of Birdseye’s clients’ had a fire and the guard woke up with a fire truck already there; he almost burned.”

Nituda says insurance risk management has two parts: risk transference, so any risk that you can’t assume yourself, you pay another company to take for

you — like an insurance company and risk control. Risk control is minimizing exposure, like Birdseye’s services, which reduce the risk of theft.

“The protocols are set by the customer so they can have whatever rules they need, Birdseye just enforces it. Even the language is up to them. If Birdseye’s agents see someone doing something they’re not supposed to they can say, “You in the olive suit, you’re trespassing, please remove yourself from the property,” Nituda says.

But of course, they can also review the tapes later and give customers reports of what went on in the week as well.

*Lost his cell phone so he can't check in.  
Again.*

*Lost an hour due to road closings.*



*Lost 15 lbs on his diet, but having a slice  
of the strawberry pie anyway.*



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## THREE OR SO THEFTS. EACH DAY.

Nituda says the surveillance service is cheaper than having a live security guard on-duty around the clock on your property here in Canada. The service costs \$15/month or more depending on what the carrier needs.

"This is the secret sauce: Birdseye was looking for a country where they could outsource it to and were looking at a certain type of person: they had to be a university grad and had to be either police or military trained," Nituda says.

That way, he explains, they're trained to look for anything that's suspicious: the way someone walks or anything that doesn't make sense.

And they found an abundance of out-of-work ex-military people in Serbia.

"Some of them have lost limbs or have disabilities and this is a good opportunity for them to work in a safe environment where they can provide for their families. It's a win-win situation," he says.

And they're not only trained, but paid to catch stuff— 60 percent of their pay is from salary, the remainder is from bonuses, which they get if they catch stuff or receive positive feedback from customers.



## A word of warning

On the other hand, if Big Brother's watchful eye can give thieves the creeps, it could from time to time also make drivers and other staff a bit uneasy.

"There's a week-long adaptation period," Nituda admits. "At first, not all of Birdseye's clients' drivers liked the system. It was a bit of an inconvenience, but eventually they saw the benefits."

"Three people quit," he says. "At first, owners have all these rules, but then they start seeing inefficiencies and figure some of the rules are anti-productive. Then you start tweaking it, customizing it."

Trouble is, in some cases, the ability to monitor everything could step over the thin line that separates caution from stalking. Carriers could run the risk of invading their drivers' personal privacy, resulting in some resignation letters, or worse — getting sued. Not only that, but from a retention point of view, morale could take a hit if drivers and other staff members feel they are not trusted. **TT**

**P**eel Region in Ontario is considered the cargo-theft capital of North America. Brampton, ON., accounts for approximately 25 percent of all cargo theft incidents recorded for the province of Ontario.

The number of recorded incidents in Canada rose by 18 percent from 2011 to 2012.

Canadian cargo theft is largely centered in the major cities and hubs of the supply-chain industry, most notably the Greater Toronto Area (GTA), Montreal, Edmonton and Vancouver.

Mississauga faces a high risk of cargo theft, accounting for a number of violent incidents, including several warehouse/facility robberies in the past three years.

Stateside the rate of cargo theft in 2013 pretty much mirrored 2012, but that year, new records were set.

Furthermore, logistics security services provider, FreightWatch International, says even though the number of incidents remained steady at 951, the threat of cargo theft continues to grow because of increased organization and innovation on the part of cargo thieves.

Of the total number of cargo thefts, 72.66 percent were full-truckload or container thefts and 6.83 percent were less-than-truckload losses.

Deceptive pickups, which increased steadily from 2006 through 2012, reaching a record level of 62 incidents in 2012, dropped slightly in 2013 to 61 or 6.41 percent of incidents. Facility burglaries accounted for 2.84 percent of incidents. Incidents involving violence remained a very low portion of cargo thefts, representing just 1.26 percent of the total.

The average loss value per theft incident peaked in 2009 at \$554,105. Since then it has been on a steady decline.

The average value per incident in 2013 was \$171,146, down 2.4 percent from 2012 and a new all-time low since the start of FreightWatch data collection.

The significant decrease in average loss value from 2012 to 2013 is largely due to the lack of thefts with losses topping \$1 million. 2013 saw only eight thefts over \$1 million, while there were 13 in 2012, 21 in 2011 and 30 in 2010.

Likely spurred by the release of several next-generation video game consoles, the electronics product type saw the highest average loss value per incident in 2013, at \$413,550.

In a close contest for second place, alcohol/tobacco and the clothing/shoes categories came in at \$269,000 and \$286,427, respectively.

For the fourth consecutive year, food/drinks was the product type most often stolen in 2013, accounting for 27 percent of all cargo theft. Electronics rose from third to second place, logging 14 percent of thefts, while metals fell from second to tie with home/garden in third with 10 percent of all thefts each.

In 2013, 76 percent of all thefts with a known location occurred in unsecured parking areas. The most frequently targeted unsecured parking areas were truck stops with 33 percent of the total, public parking with 22 percent and roadsides at seven percent of all thefts. Theft from secured parking fell from 17 percent of known locations in 2012 to 10 percent in 2013.

While cargo theft broadened in 2012, expanding to new highs in some states with normally low theft levels, 2013 saw cargo theft activity wane again in some areas. At the same time, six of the top 10 states saw a decrease in the number of thefts over 2012. California, however, saw a sharp 13-percent increase in thefts from 2012 to 2013 to retain the top spot with 28.77 percent of total thefts.

Texas, having increased by four theft incidents, claimed the number-two spot in 2013 with 123 thefts or 13.66 percent of national thefts. Florida dropped from second place to third in 2013 with 113 incidents, a 13.08-percent decrease from 2012 totals.

New Jersey continued its dramatic slide from 120 thefts in 2011 to 78 in 2012 and only 69 in 2013, a 42.5-percent drop over two years.

For the fourth consecutive year, food/drinks was the product type most often stolen in 2013, accounting for 27 percent of all cargo theft.

# TRUCK OF THE MONTH CLUB

"My wife says when I die, the funeral will be at 10:00, the auction at 2:00." Rick Way of Wayfreight was responding to a question about how his spouse Maggie abides his eccentric, fabulous and ever-growing collection of truck memorabilia.

And World-War II artifacts.

And John Wayne souvenirs.

To drop in on Rick Way is to see a grown boy's passions on display, with the volume cranked to 11.

His Guelph, ON office shelves are stocked with real mortar shells, artillery rifles, a piece of an airplane propeller and used army helmets, among other souvenirs. Each comes with a story.

The countless images of The Duke in his various manly incarnations speak for themselves. Then there's the garage.

It's a dusty repository of trucking history with half-restored and fully finished antiques tucked in among the fleet's active equipment in for fixing.

This is a man with a passion. And a profound respect for those who came before him.

One of Way's restoration projects is a 1952 GM and the license plate reads "LEO WAY" in honor of his late father.

"My dad was gone by the time I did the trucks but he would have loved what we did. He drove truck, too, and I guess that's how it got in the genes."

Another vehicle in the stable is a 1953 Mack. The plate reads "CLEVE WAY" in memory of a truck-driving uncle.

The plate on our Truck of the Month refers to Rick's son John, the person who did much of the restoration work. (Rick and Maggie have two other boys, Eric and Scott.)

The 1956 White 9000T is powered by a 386-cu.in flat-head 6-cyl. gas engine

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HE SEES.**

rated at 160 hp at 3,000 rpms. Maximum torque is 336 ft lb at 1,400 rpms. It has a 5-speed transmission, air brakes and runs on 10.00 x 20 bias-ply tires.

"The hood emblem says 'White Mustang Power,'" Way says, adding, "I always get a smile out of that, because it is not a powerful truck by today's standards."

The White has had more homes than a mischievous foster kid.

Way bought it from Wayne Margisson of Mississauga, in 2006.

Margisson actually owned the rig twice, buying it first in '74

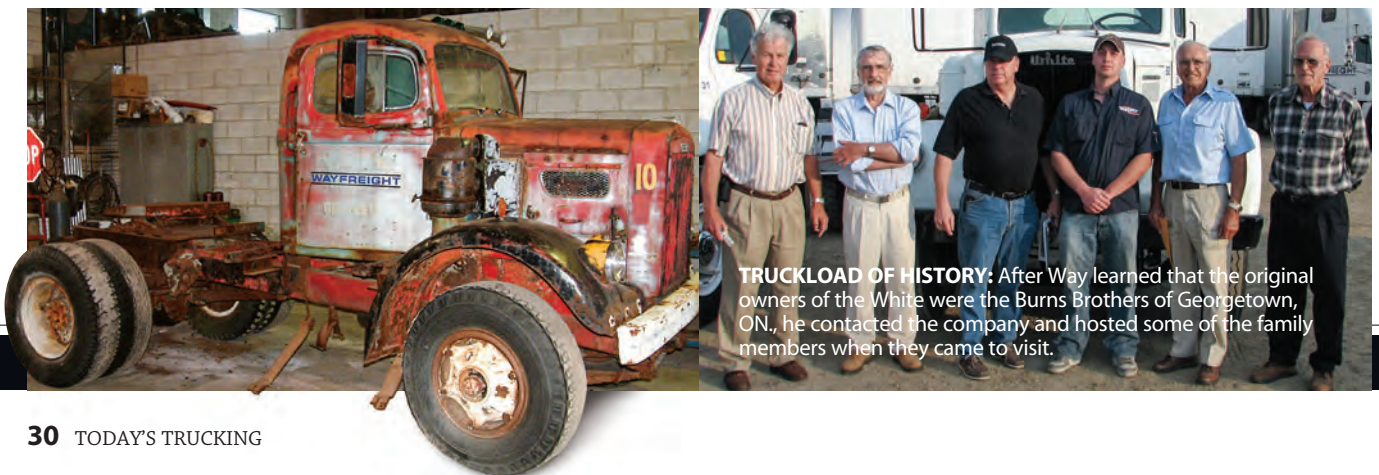
from Trillium Sandblasting, then selling it to Harry Hunter in Florenceville, NB in the late '70s then buying it back again in 1994. Before Margisson, the truck was owned by Braun Equipment in Toronto. And while Way's crew was restoring the truck, they unearthed yet another company logo: A Georgetown outfit called Burns Transport. Turns out they used it to run reefers to Kalamazoo.

By the time Way got his hands on it, the truck was in sad shape, the engine seized and body rusted out.

"It was just awful. There were even some bullet holes in the back of the cab," he says.

A less passionate man would have seen it as a pile of scrap.

But that's not Rick's way. — **By Peter Carter**



**TRUCKLOAD OF HISTORY:** After Way learned that the original owners of the White were the Burns Brothers of Georgetown, ON., he contacted the company and hosted some of the family members when they came to visit.



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



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

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

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# In Gear

## INSIDE:

**43** Ironing out EGR wrinkles

**49** Lockwood's Products

**57** You Can't Get There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

**FIGHTING OFF RAIN:** A good fender will limit splash and spray effectively, especially if it's paired with a quality flap.



## Splash and Spray

*You won't be surprised to learn anti-splash technology is mandatory in Europe. You might, however, be surprised to find out how beneficial it can be.* By Rolf Lockwood

**E**arlier this Spring I found myself heading down Interstate 69, encountering serious rain in late afternoon and well into the evening. Nothing new, but this time I was prompted to conduct a completely informal survey of how some tractor-trailers dealt with—or didn't deal with—splash and spray.

'Didn't' turned out to be the operative word.

Quite a few times, when trying to pass a truck, I just had to back off. I just plain couldn't see the road through the water being thrown up in my face. Only three of the 200-plus trucks I encountered seemed to deal with spray effectively, which surprised me a lot. Those three were the only ones I saw with trailer skirts that night.

Ten-plus years ago, splash-and-spray suppression was a hot topic, and then it

disappeared. But I suggest that it's something we still need to discuss because on that run down I-69 I saw some horrific examples of no spray suppression at all.

Gerald Harrison helped me understand why splash and spray gets so little attention. He's president of Nu-Line Products in Hamilton, ON, which holds a dominant position in the Canadian truck-fender and spray-suppression market. It's part of the Marmon organization.

In a nutshell, the suits in government see it as an annoyance to road users, not a safety hazard. And they seem to have numbers to back up that stance. In a National Highway Traffic Safety Administration (NHTSA) report in March of 2000, Harrison explains, analysis of data in U.S. federal and state records indicated

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that the number of splash/spray-related crashes is extremely small. Some would argue that point, me included.

NHTSA and others have studied splash and spray for more than 30 years, and in particular three major studies dating back as far as the 1950s attempted to quantify the threat to road safety.

“The first was a British study that found splash and spray was involved in 0.41 percent of accidents [six of 1,469] in 1959,” Harrison told me in an email exchange. Others in Michigan and Connecticut saw percentages run from 0.16 to 0.36.

“On the basis of these studies the NHTSA concluded [in 1994] that splash and spray were not a significant safety problem but rather a momentary nuisance for motorists,” Harrison says.

At the same time, that 2000 NHTSA report included this statement: “Since many splash-and-spray encounters can induce nearly total vision incapacitation for varying amounts of time during passing... maneuvers, devices that can achieve moderate levels of spray suppression would seem to have value.”

You betcha.

## There’s An RP For That

I’ve also spoken with Cindy Kerr of Fuel Savvy, who bills herself as “an advisor to fleets for low-cost class-8 fuel-saving solutions.” She says aerodynamic issues are her primary focus, “...since they determine over 50 percent of fuel economy at highway speeds.”

And splash-and-spray suppression is all about aerodynamic factors.

Kerr recently authored an extremely useful Recommended Practice for the Technology and Maintenance Council on reducing splash and spray, draft RP 759 to be precise. It was approved through balloting this spring to be published as part of the TMC Recommended Practices manual.

Her draft RP includes these two important paragraphs in the introduction:

“Spray is defined by this RP as the projection of standing water from a road surface as vehicles pass through that water at speeds above 30 mph. It takes the form of water jets, spray and mist—depending on the interaction of the water with the airflow around the tires and the profile of



**DOUBLE-EDGED:** Mud- or rain-flaps can be very effective, like this Eco-Flaps example, but some will make spray worse—and reduce fuel economy too.

the vehicle passing through it. Typically, the most intense spray originates around the tires, tractor-trailer gap, obstructions to the air flow in the trailer undercarriage, and the rear of the vehicle. In colder regions, road salts compound this safety issue as salt-laden spray strongly adheres to mirrors and windows, further reducing driver visibility.

“One third of all accidents in the United States occur during bad weather, and the majority of these occur when pavement is wet in the aftermath of a rain shower. The major culprit in these situations is reduced visibility from road spray, and the resulting change in driver reaction times due to unforeseen circumstances. In fact, every millimeter of standing water on the road surface reduces driver visibility by 10 percent. Not only does road spray alter a driver’s forward view, it also changes driver perception of color and vehicle proximity.”

Some surprising stuff in there.

Of the factors contributing to the amount of spray that a truck produces, Kerr says the nature of the pavement itself is a key. Especially the amount of standing water that the pavement surface produces.

The worst culprit is concrete, pretty common in the U.S., less so in Canada. It has a ribbed surface, Kerr explains, and if it’s ribbed in the direction of travel, it acts like a trap and compounds the standing water issue. If it’s ribbed from shoulder to median, surface water will flow away from

the tires that displace it, meaning there’s much less water to be churned into spray.

Kerr’s RP notes that it only takes 0.25 inches of standing water to create a bow wave of displaced water in front of the steer tires on a class-8 vehicle, which leads to hydroplaning. Most of us have experienced that, and it ain’t fun.

Asphalt is better, she says, especially newer asphalt because it’s porous and drains water away fairly rapidly. That results in four times better visibility and reduced spray as compared to concrete, Kerr’s RP says.

## Tires Aren’t Created Equal

Well, we knew that, but the differences from one tire to another are important in terms of minimizing spray, particularly with steers. Probably more important than you thought.

In fact, Kerr writes that “...steer tires are one of the most critical equipment choices for reducing spray on a combination vehicle. Steer tires are what first meets the standing water in the road and lifts it into the turbulent airflow surrounding the vehicle. The lower the volume of water that gets pushed by the steer tires into that airflow, the lower the volume of road spray generated.”

She goes on to describe the keys to reducing the volume of road water that steer tires displace.

Proper inflation is at the top of the list, simply because an underinflated tire has

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more surface in contact with the road and thus accumulates more water in front of itself to generate spray. As well, tread depth and design matter.

“A shallow tread [either from wear or design] doesn’t have the capacity to channel the water sufficiently, which again pushes more standing water into the air-flow surrounding the vehicle, Kerr’s RP says. “A deep, linear rib pattern versus a more complicated tread design with sipes, zig-zags, etc., is also a better choice for steer tires to control the projected water that generates spray. A rounded-edge steer tire is also more effective at controlling spray than a flat-edged design.”

### The Aerodynamics Factor

Most formal studies conclude that managing tractor-trailer aerodynamics well is the most effective way to limit splash and spray, because what you don’t want is turbulence as the truck pushes itself through the air. The smoother, the merrier.

In wet conditions you’ll get rolling clouds of spray swirling around those “hot spots”, as Kerr calls them, where your truck is losing the aerodynamic battle.

Even small modifications to clean up sources of drag in these areas can greatly reduce the volume and breadth of road spray, she says.

“Eliminating, downsizing, or repositioning undercarriage obstructions; adapting more aerodynamic add-ons to the trailer; minimizing the gap between tractor and trailer; keeping trailers clean; tidying up the layout of hoses and air tanks that can block air flow at the rear axle; and eliminating redundant fenders or mudflaps can all help reduce drag and eliminate a large portion of road spray at highway speeds on this same equipment.”

True enough, in my highly subjective survey of the trucks I passed on I-69 it was plain to see that some of them were better than others precisely because of what was hanging in the air flow. Reefer fuel tanks, for instance, created those hot spots, though it seemed to me that the bigger the tank, the smaller the spray.

Kerr notes that little vortex generators arrayed around the trailing edges of a trailer, specifically Canada’s own Airtabs, are also an effective drag-reduction solution and spray suppressant. Volvo, incidentally,

is pursuing a patent that describes similar little devices on the tractor.

While she told me that some conventional flaps can actually make things worse, there are some that do seem to work. One of those, and there must be others, is Eco-Flaps from Andersen Flaps in Tennessee, conceived by Barry Andersen, a driver for Linde Industrial Gases, some years ago.

Highly thought of by Cindy Kerr, they’re also sufficiently admired by Gerald Harrison of Nu-Line that he imports them and markets them in Canada under the Air Pass Flaps moniker. They’re used by major fleets like Transport Robert and Purolator, and on Freightliner’s advanced concept truck, the Revolution.

Better yet, not only are they said to be effective in minimizing spray, Andersen



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**GO WITH THE FLOW:** There is universal agreement that the best way to control splash and spray is to run an aerodynamically efficient truck because turbulent air throws water around. The means more than installing skirts and such. It means limiting everything that hangs in the air flow.



**MOISTURE CONTROL:** Transport Robert takes splash-and-spray suppression seriously. Using Eco-Flaps, this truck is controlling water well at highway speed.



has done SAE Type 2 on-track testing that shows a 1.6-percent improvement in fuel economy when both tractor and trailer are equipped with Eco-Flaps. Rising to 3.5 percent in computer-simulation studies. That's because they're not solid, rather a precisely molded flap that allows air to flow through.

Harrison explains what a fender as opposed to a flap should do:

"Having half/full tandems or single-axle fenders installed will suppress some of the water from hitting the underside of the trailer and atomizing into smaller particles and consequently would add some value," he says. "The principal advantage of fenders [guards, mudguards, wings] is to catch water thrown rearward from the tire tread and peripherally from around the tire circumference. Secondly, the fender

must prevent turbulent air mixing with the water collected. To achieve this, the fender, or a back flap, must extend down close to the road pavement, consist of an impact-attenuating surface, prevent turbulent air reaching the tire periphery, and utilize a means of depositing the water back on the road away from turbulent air. To be successful a fender must also block the main source of air entering from the area directly in front of the tire."

The bottom line, says Kerr, is that road spray gets created when standing water gets picked up and vaporized by all the turbulent areas of drag around the vehicle. Any steps that you take to reduce that drag and turbulence greatly reduce the spray that gets generated. A class-8 vehicle can actually generate less spray than a passenger car when

Diesel Price Watch



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WHITEHORSE	149.4	0.0	131.1
VANCOUVER *	145.3	-0.2	100.7
VICTORIA	139.9	0.0	103.1
PRINCE GEORGE	147.2	0.0	113.5
KAMLOOPS	140.9	-0.8	107.5
KELOWNA	141.1	-0.6	107.7
FORT ST. JOHN	148.9	-2.4	115.1
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	132.9	-0.5	113.6
RED DEER	131.5	-0.4	112.2
EDMONTON	131.1	-0.9	111.9
LETHBRIDGE	138.7	1.4	119.0
LLOYDMINSTER	137.9	0.0	118.3
REGINA *	137.1	-1.2	111.6
SASKATOON	141.4	-0.5	115.7
PRINCE ALBERT	136.9	0.0	111.4
WINNIPEG *	138.3	0.0	113.7
BRANDON	137.9	-1.8	113.3
TORONTO *	133.1	-1.4	99.5
OTTAWA	134.4	-1.5	100.6
KINGSTON	133.3	-1.7	99.6
PETERBOROUGH	131.4	-6.2	98.0
WINDSOR	128.9	-2.7	95.8
LONDON	130.1	-3.3	96.8
SUDBURY	138.1	-0.4	103.9
SAULT STE MARIE	137.7	-0.8	103.5
THUNDER BAY	146.5	-0.3	111.3
NORTH BAY	138.3	0.4	104.1
TIMMINS	140.3	-1.5	105.9
HAMILTON	133.0	-3.4	99.4
ST. CATHARINES	134.9	0.0	101.1
MONTRÉAL *	142.9	-3.7	100.1
QUÉBEC	143.1	-2.2	100.2
SHERBROOKE	141.9	-2.0	99.2
GASPÉ	142.4	-2.0	103.5
CHICOUTIMI	139.9	-2.0	101.3
RIMOUSKI	142.2	-2.1	101.4
TROIS RIVIÈRES	141.9	-1.5	99.2
DRUMMONDVILLE	142.7	-2.6	99.9
VAL D'OR	140.6	-1.3	101.9
SAINT JOHN *	137.1	-2.7	98.1
FREDERICTON	137.8	-2.4	98.7
MONCTON	138.1	-2.4	99.0
BATHURST	139.4	-2.5	100.2
EDMUNDSTON	138.8	-1.4	99.6
MIRAMICHI	139.0	-2.4	99.8
CAMPBELLTON	138.5	-2.7	99.4
SUSSEX	137.8	-2.9	98.7
WOODSTOCK	139.6	-6.1	100.3
HALIFAX *	133.2	-2.7	96.4
SYDNEY	136.5	-2.5	99.3
YARMOUTH	136.3	-2.5	99.1
TRURO	134.9	-3.6	97.9
KENTVILLE	133.6	-3.0	96.8
NEW GLASGOW	135.7	-2.5	98.6
CHARLOTTETOWN *	143.9	-2.2	102.0
ST JOHN'S *	139.2	-2.5	102.7
GANDER	135.7	-5.4	99.6
LABRADOR CITY	152.1	-2.7	114.1
CORNER BROOK	139.9	-2.3	103.3
CANADA AVERAGE (V)	137.1	-1.5	104.7

Updated prices at www.mjirvin.com • Prices as of May 13, 2014 • V-Volume Weighted. (+/-) indicates price variations from previous week. Diesel includes both full-serve and self-serve prices. The Canada average price is based on the relative weights of 10 cities (\*)

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**MERITOR**



outfitted properly to reduce drag, she says.

I should note that other manufacturers play well in this field too. Minimizer, for example, makes poly fenders and Cindy Kerr says she's seen good results with them in combination with Eco-Flaps. Another is Roechlin Engineering Plastics which makes the Safe Pass anti-spray flap that's claimed to reduce road spray by "more than 55 percent". There are many others, of course, too many to describe here, and with too few ways to measure their effectiveness.

**Are There Regulations?**

There are no broad rules in Canada or the U.S. pertaining to splash and spray, though at least one local exception exists: Oregon demands spray-suppression devices on LCVs.

That's not the case in the U.K., where I'm told the things I saw on I-69 that night would result in heavy fines and trucks being impounded. It's much the same elsewhere in Europe and in Australia.

"In the early 1980s, spray-suppression devices became compulsory on heavy vehicles in the UK, says Harrison. "Subsequent to the introduction of legislation, the UK Automobile Association (AA) noted that although the problem of spray was not eliminated and no evidence of an improvement in the safety of roads had been seen, there was a huge reduction

in complaints about spray made by AA members. Thus suggesting that suppression regulation had resulted in 'nicer', if not considerably safer, roads."

There are those of us, even guys like me who hate rules, who would like to see a mandate for spray-suppression devices on these shores. Better yet, I'd like to see truck operators take splash control seriously and fix the situation without a man-

date by a combination of better aerodynamics and add-on flaps and fenders. It's not as if there wouldn't be benefits—like reduced fuel consumption, better trailer stability, and less corrosion in the trailer's nether regions, among others.

I'll venture a guess and suggest that the travelling public might think better of trucking too, and the impact of a change like that is incalculable. **TT**

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**Minimizer** — [www.minimizer.com](http://www.minimizer.com)

**NHTSA** — [www.nhtsa.dot.gov](http://www.nhtsa.dot.gov)

**Nu-Line** — [nuline.ca](http://nuline.ca)

**Roechling** — [www.roechling-plastics.us/en/services/safe-pass-mudflaps.html](http://www.roechling-plastics.us/en/services/safe-pass-mudflaps.html)

**TMC** — [www.truckline.com/Technology\\_Council.aspx](http://www.truckline.com/Technology_Council.aspx)

**TMC Draft RP 759** — [www.trucking.org/ATA%20Docs/About/Organization/TMC/Documents/COMMON\\_0114\\_lo.pdf](http://www.trucking.org/ATA%20Docs/About/Organization/TMC/Documents/COMMON_0114_lo.pdf)

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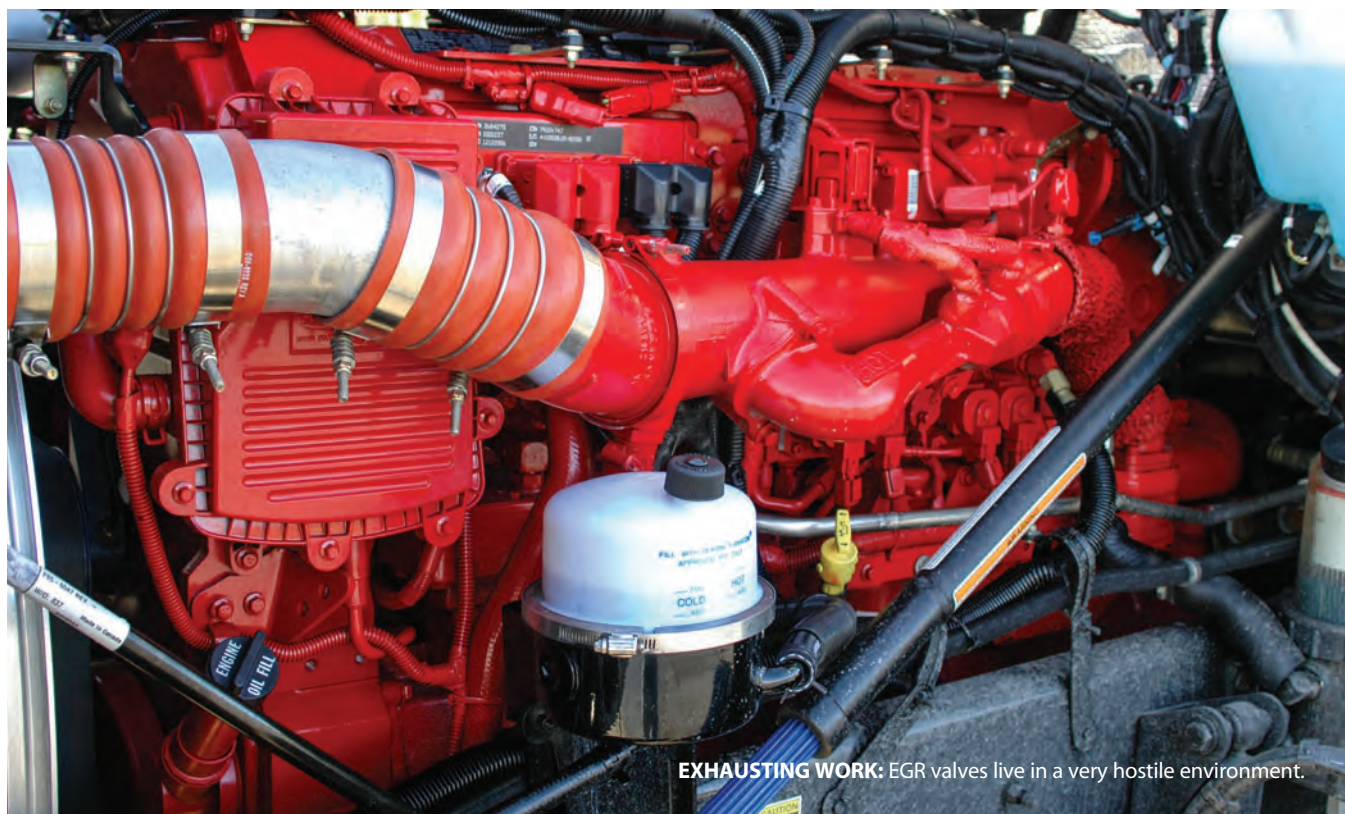
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**EXHAUSTING WORK:** EGR valves live in a very hostile environment.

# The Fix Is In

*How engine builders remedied EGR snafus, and what to watch for next.* By Jim Park

**W**hile most of the early problems have been engineered out of the exhaust gas recirculation systems on today's clean diesel engines, corroded coolers, stuck valves and other problems still plague owners of older equipment.

Unfortunately, there's not much you can do in terms of scheduled preventive maintenance to keep those systems working. Keeping a close eye out for telltale signs of impending failure, however, can help keep repair cost down by scheduling the event rather than being surprised by it.

"Vehicle performance, fuel efficiency and frequency of active regenerations are good status indicators," says Roy Horton, Mack's powertrain product marketing manager. "Adhering to a regular maintenance schedule and addressing issues as soon as they arise are vital for preventing damage to the vehicle."

With EGR coolers, for example, external leaks were not reliable indicators of an internal failure. Instead, Mark Ulrich, director of customer support for Cummins' Engine Business Unit, suggests paying attention to top-up coolant.

"Fleets should be monitoring coolant consumption," he says. "If they find they are adding, say, half a gallon of coolant per week, but there are no external leaks, that's a good indication of an EGR cooler with an internal leak."

Ulrich also says elevated sodium and potassium levels in the oil are indicative of coolant contamination that could be coming in through the EGR system.

According to Mike Dowling, an accredited technician trainer on Detroit's on-highway diesel engines working with Clarke Power Services in St. Louis, MO., the early EGR coolers were "fix as fail" items, and clues to a failure were not

particularly easy to spot in advance.

"We tell our techs to watch for white residue at the outlet end of the cooler," he says. "You wouldn't necessarily be able to see a coolant leak, but burnt coolant leaves a white residue – the supplemental coolant additive – that's visible. Once you have the cooler off the engine, you could physically test it and blow it out to remove the exhaust residue, but that's after the fact."

In shell-and-tube coolers like Cummins used, Ulrich says, one of the weak spots turned out to be the interface where the tubes are welded into the header plate.

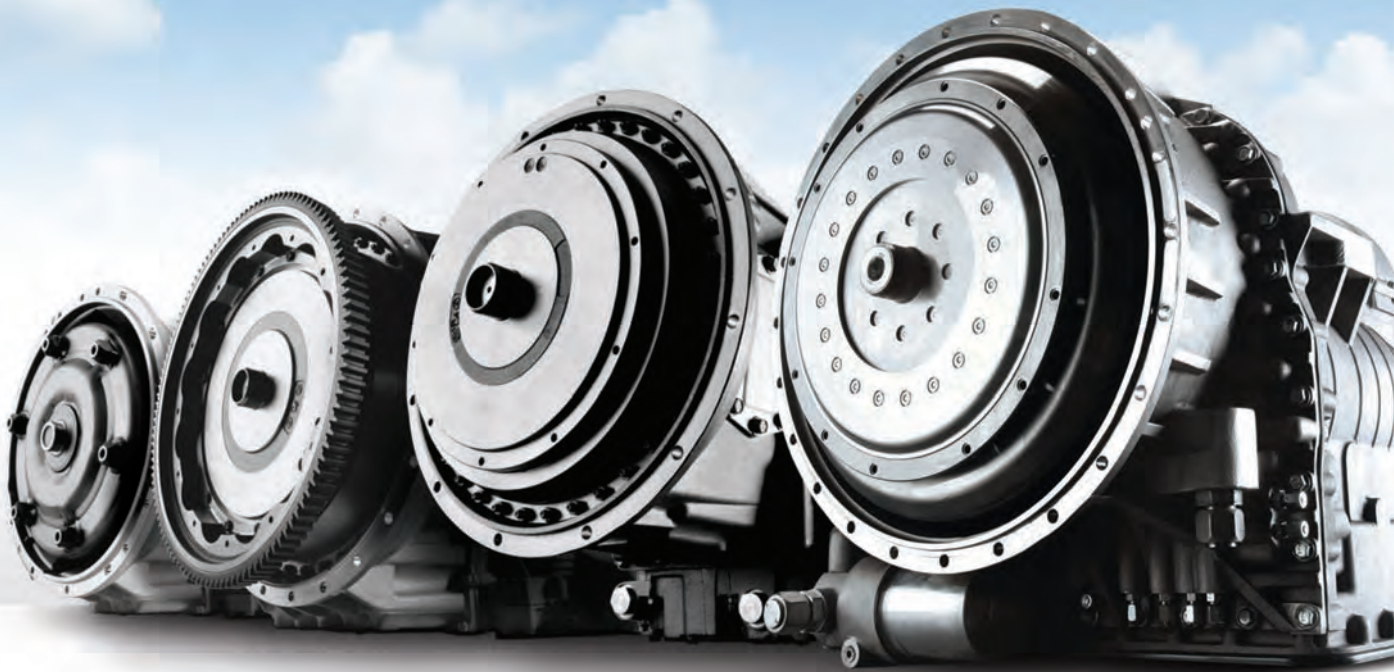
"It was simply a fatigue cycle induced by the expansion and contraction of the components as the hot exhaust gas flowed through the cooler," he says. "We changed how we flowed coolant through there and we also made some dimensional and material changes."

John Moore, Volvo Trucks powertrain product manager, says failures seen in early EGR valves are behind the industry now, with changes in materials and design.

"Exhaust gas recirculation in diesel engines reintroduces exhaust soot that not only can corrode valves and coolers

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when condensation occurs, but can also make them stick open or closed due to excessive build-up of gummy deposits," he says. "These failures are not as common today due to changes in component design, along with ultra-low sulfur diesel fuel as the only option for fueling. That greatly reduces the corrosion and deposit buildup."

Ken Pickett, a customer support rep at Clarke Power Services' Wentzville, MO., facility, notes that EGR cooler failures were often precursors to an EGR valve failure. "If you could put a lifespan on a cooler, you might be able to predict when they might fail and pull them before they do," he says. "If you've had a cooler fail, chances are the valve won't be far behind it."

"Like all recommended vehicle maintenance, following scheduled care of the EGR system is essential to ensure top performance and long component life," says Mike Conroy, Director of Field Service for Paccar. "For Peterbilt trucks equipped with PACCAR MX-13 Engines manufactured prior to 2013, we recommend cleaning the EGR cooler every two years or 80,000 miles for typical line-haul applications. Due to the nature of EGR systems, however, extensive idling or low-speed operation may require more frequent cleaning intervals to combat higher levels of hydrocarbon accumulation."

Paccar dealers are ready to handle the cleaning but Conroy says the practice is destined for extinction.

"Continuing design enhancements led to a lighter weight, more fuel efficient



MX-13 Engine in 2013. As part of that design process, we were able to eliminate the need for EGR cooler cleaning."

EPA-2007-emissions engines also saw some problems with the diesel particulate filters.

Navistar spokesperson Elissa Maurer told HDT that proper lubricant is vital to the longevity of these DPFs.

"On top of the regens, the DPF will probably require a physical cleaning sometime over its life, but using the right oils can prevent premature contamination," she says. "Customers should follow recommended maintenance schedules for their vocation."

These bits of advice and historical context do not necessarily apply to all engine brands, of course. They are specific to certain manufacturers, but can sometimes be applied generally.

With that in mind, truck owners can still stay out of deep trouble by watching the engine for changes in oil or coolant consumption, fuel mileage and performance.

"An increase in active DPF regenerations on pre-SCR trucks can indicate that the filter needs service," Moore points out.

"Owners can help prevent progressive damage to their aftertreatment systems through proper maintenance according to published intervals. If the EGR cooling system has performance issues, trouble codes will be present. Do not ignore them. Have the system fixed immediately to avoid more costly repairs," Moore says.

While the diagnostic capability of contemporary engines is vastly improved over early models, owners should pay attention to the signals they are getting from the blinking lights on the dashboard. When a fault appears, pay attention to it.

"The fault codes are historical, and all the faults are flagged," says Clarke's Dowling. "But good old-fashioned changes in performance or fluid consumption are still good indicators that something has changed. Don't ignore them, either." **TT**

## Don't Mess With Those Fairings

**T**ruck owners and manufacturers share responsibility for compliance with the new limits on carbon dioxide emissions and fuel economy, although the initial burden falls on the original equipment manufacturers.

Comments by a builder representative at the Technology & Maintenance Council's



**TLC FOR DPFs:** Simple DPF maintenance goes a long way toward preventing expensive on-road service calls.

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## THIS IS NO IDLE THREAT

meeting in Pittsburgh in September sparked angst among fleet managers about how the rule will be enforced.

The general understanding has been that truck and engine builders, rather than owners, will be responsible for obeying the Environmental Protection Agency and National Highway Traffic Safety Administration regulations that went into effect Jan. 1. These rules limit carbon dioxide and require higher fuel economy for commercial trucks.

“The agency’s intent was to direct enforcement against the OEMs,” said Glen Kedzie, vice president and energy and environmental affairs counsel at the American Trucking Associations (ATA).

“Once equipment enters the hands of fleet purchasers, that’s where the matter of enforcement enters a gray area, given what happens during the useful life of that vehicle once it leaves the control of the OEMs. I don’t believe enforcement will ensue against fleets once they take delivery of new equipment.”

But Zach Slaton, a principal engineer at Kenworth, told the TMC audience that the greenhouse gas regs also place responsibility on owners, the same as is now the case with emissions limits on diesel exhaust.

Fleets must maintain their trucks as built for minimum “useful life” periods, which is 435,000 miles for Class 8 trucks and 135,000 for medium-duty, he said.

Later, he said he was speaking with guidance from Dan Kieffer, director of emissions compliance for Paccar, the corporate parent of Kenworth and Peterbilt.

Kieffer confirmed his reading of the emissions regulations and cited a key paragraph: “Engine and vehicle manufacturers, as well as owners and operators of vehicles subject to the requirements of this part, and all other persons, must observe the provisions of this part, [and] the provisions of the Clean Air Act...” That is paragraph (a) of 1037.601 in the regulations, he said.

That means owners can’t alter anything connected with GHGs or fuel economy unless it’s justified by a change of duties or locales. Affected components will include aerodynamic fairings, fuel-efficient tires and speed-limiting parameters set in engines’ electronic control modules.

**T**he **California Air Resources Board** (CARB) announced it has settled 256 cases last year involving air-quality violations by heavy-duty diesel truck and bus fleets that failed to comply with its various air quality programs.

The violations cost truck and bus fleets a total of \$2.2 million.

**The companies paying the highest amounts were:**

- Thermo King Corporation - \$213,200
- California Gas Transport - \$136,125
- GC Harvesting - \$120,000
- KS Industries - \$230,250
- Roly’s Trucking - \$58,000
- White Arrow- \$50,700
- THX Transport - \$50,000

There were 40 other companies involved in other settlements.

The remaining 209 cases that were individually settled below \$10,000 had a total of \$449,838 in penalties.

Violations included failure to comply with the statewide truck and bus program, verification/certification procedures for diesel particulate filters, properly self-inspect diesel fleets to assure trucks met state smoke emission standards, dispatching non-compliant trucks on California highways along with other infractions.

The amount collected will be distributed to the California Air Pollution Control Fund and to a community colleges foundation. The fund will receive more than \$1.7 million for research projects to improve California’s air quality. The remaining money will go to the college district to fund diesel emission education classes and diesel technology certificate and degree programs, conducted by participating California community colleges around the state, and nearly \$58,000 to fund school bus diesel particulate filter installations.

If an ECM’s speed limiter were set at 65 mph, no one could legally set it higher during the useful-life period, Slaton said.

Aero fairings must be kept on the vehicle and maintained so they work as designed. And low-rolling-resistance tires must be replaced by new or retreaded tires that also offer low rolling resistance. This led to a question from an exasperated fleet manager.

“What happens if my truck blows a tire on the way to California, and the service truck comes out and replaces it with something that’s not the same brand and type as the original?” asked Tom Wildish, director of maintenance at Freymiller Trucking in Oklahoma City. “Is an inspector later going to see that the truck has nine tires of one kind and the 10th tire is different, and give me a citation?”

We put the question to EPA and learned that the answer is in the owner’s manual. Here’s what the agency said:

“In terms of compliance, the primary

guidance to the vehicle owners and operators is through maintenance instructions in the owner’s manual that the vehicle manufacturer provides to their customer.

“The manufacturer must provide instructions to the vehicle owner regarding maintaining the vehicle such that it complies with GHG regulations.

“These instructions are included in the owner’s manual and cover issues such as how to replace the original tires with tires that have as good or better rolling resistance characteristics and the proper maintenance of any devices installed on the vehicle that control GHG emissions.

“During the certification process the manufacturer submits their draft maintenance instructions to EPA for review and approval.”

EPA cited section 1037.655 of the Clean Air Act, which specifies the modifications that can and cannot be made during the life of the vehicle.

— **Heavy Duty Trucking**



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## NEW HENDRICKSON LIFT AXLES

NEW LIFT-AXLE PLATFORM FOR NON-STEER  
AND STEERABLE APPLICATIONS

**H**ENDRICKSON debuted its new Toughlift brand of lift axles at the recent Truck World show in Toronto. This new platform was designed specifically to utilize round-tube axles for non-steerable and steer applications in severe- or heavy-duty use. The design allows capacity up to 25,000 lb to handle the vocational world's toughest applications, the company says.

The FM and FR non-steer models will replace the heavy-duty HLM model as well as the high lifting HLR 13,000- and 18,000-lb capacity non-steer lift axles that have been used extensively over the

years in both pusher and tag positions.

The Toughlift LK is the first steer model to be added to this new platform, developed around an integrated leading kingpin and knuckle design for the dual-tire steerable market. The demand for this dual-tire steer feature is currently prevalent in Ontario and New York for 25,000-lb applications. The LK is an ideal lift axle, the company says, for fleets in need of additional flexibility for heavy-duty vocational work. The system design is driven by weight reduction.

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

### VIDEO & DATA ANALYTICS

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**Meritor WABCO** and **SmartDrive Systems** are set to launch what they call the trucking industry's "most comprehensive and efficient performance management system" to help fleets improve safety and operational efficiency.

'ProView Powered by SmartDrive' will provide insights into driving situations through video-based analysis. A person-



alized driving-performance improvement program and predictive analytics are also available, to help reduce collisions and improve fuel efficiency. In addition, ProView will offer extensive resource materials, including safety and

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By offering video and data analytics and delivering critical event video content fast, says Meritor WABCO, fleets can identify and significantly reduce potentially dangerous situations.

The video feature is a tool that unifies vehicle, driver, and driving data. The system comes with both a forward-looking and an in-cab camera. Fleet managers can access videos through SmartDrive's Web-based back-office application. Drivers have direct access through a smartphone app.

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

### VARIABLE FAN DRIVE

HORTON HAS INTRODUCED THE MODULATOR LCV40 FULLY VARIABLE FAN DRIVE

Horton's new Modulator LCV40 fully variable fan drive and WindMaster plastic LS11 fan are suitable for a wide variety of agricultural, construction, and transportation equipment. Compact and lightweight, they're said to improve fuel economy.



Controlled by the engine's electronic control unit (ECU), the LCV40 has high torque and a fast response time. Its variable-speed operation and lower off-speed result in more usable horsepower for auxiliary systems, says Horton. It's said to be completely sealed for a maintenance-free operating life.

WindMaster LS11 blades can be trimmed to the appropriate size for radiator and airflow requirements. They're

computer-optimized for minimum deflection, reduced stress, and increased airflow stability. Constructed with UV-stabilized materials, they're said to have an exceptional strength-to-weight ratio.

The package provides optimized cooling in a broad range of first-fit and retrofit applications, the company says.

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

### DRIVER INFORMATION SYSTEM

PETERBILT'S DRIVER INFORMATION CENTER NOW FEATURES REAL-TIME VISUAL MESSAGING

Peterbilt's Driver Information Center now features a real-time visual messaging system that reinforces and coaches positive driving habits. It's available on Models 579, 567, and 587 equipped with

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PACCAR MX-13 Engines. The newly enhanced tool is a proven way to help all drivers – from the novice to the most seasoned – operate with greater efficiency, says Peterbilt. It monitors numerous vehicle systems and driving habits to provide operator feedback through a scoring system that rewards practices to reduce fuel use and minimize brake wear.

The new functionality promotes good driving habits through a 5-in., color LCD display screen in the instrumentation cluster, showing performance scores in categories such as gentle braking and coasting, as well as total driver performance scoring percentage. It also provides operators with essential data on vehicle and engine functions.

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

## COOLER RUNNING BRAKES

WEBB'S NEW VORTEX UNLIMITED BRAKE DRUM RUNS 15% COOLER

**Webb Wheel Aftermarket** has released a new Webb Vortex Unlimited brake drum featuring patent-pending CRT vents (Cool Running Technology) that increase air flow. They produce 15% cooler operating temperatures for better braking performance and add 25% to brake drum life, the company says.



The design features external cooling ribs that conduct heat away from brakes and the CRT vents mean superior heat-transfer efficiency. The drums also include patent-pending wear indicators that further reduce costs by taking the guesswork out of repairs, saving labor time and money, and maximizing brake drum life, Webb says.

The drums are available for most popular axle applications.

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

## GOODBYE MIRRORS? TRAILER COUPLING ON VIDEO

**FONTAINE FIFTH WHEEL** is developing a new patent-pending camera system that will make it easier for truck drivers to couple and uncouple trailers, especially in the dark and in winter. The Dual Assist Camera System features two video cameras that work together to give the driver a clear picture of both the fifth wheel and the approaching trailer.

Still being fine-tuned, it will be launched in the fall.

The two cameras are mounted back-to-back behind the truck's fifth wheel and wired to a display in the cab. They automatically turn on when the truck is shifted into reverse. As the tractor begins to back up to couple with a trailer, the in-cab monitor displays video from the rear-facing camera.

The cameras sit low on the truck's frame to prevent damage from the trailer's kingpin. As the camera pairing passes under the kingpin, the video feed in the cab automatically switches to the camera facing the fifth wheel. This allows the driver to watch the kingpin enter the throat of the fifth wheel.

To keep dirt and debris from blurring the video picture, automatic shutters close over the camera lenses when the system is not in use. The cameras are heated, so they can be used in sub-freezing temperatures, and feature lights for night-time operation.

Fontaine plans to offer the option to truck-makers as a first-fit option and as an aftermarket accessory as well.

See [www.fifthwheel.com/video-dual-assist-camera.html](http://www.fifthwheel.com/video-dual-assist-camera.html)



## ALLISON CAN SAVE FUEL

FUELSENSE IS A NEW EFFICIENCY PACKAGE FROM ALLISON THAT CAN BRING FUEL-CONSUMPTION REDUCTIONS OF UP TO 20%

**Allison Transmission** has launched a new fuel-efficiency package that can deliver up to 20% fuel savings, it says. FuelSense features automatically adapt shift schedules and torque, maximizing transmission efficiency based on load, grade, and duty cycle without sacrificing performance.

FuelSense features include fifth-generation smart controls, acceleration management, and a precision inclinometer, plus 'EcoCal' shift technology to keep engine speed at the most efficient level. Dynamic Shift Sensing automatically senses when low-engine speed shifts can

be made. And 'Neutral at Stop' saves fuel and reduces emissions when the vehicle is stationary.

FuelSense features have already been integrated into Allison's TC10 for tractors.

Freightliner will be the first OEM to offer FuelSense in the North American medium-duty market, available in late 2014.

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

## WIDE-BASE YOKOHAMA TIRES

NEW 902L AND 709L DRIVE TIRES BRING WEIGHT SAVINGS

**Yokohama Tire Corporation** has rolled out two new truck tires, the 902L and 709L ultra-wide-base drives. They bring weight savings and more, the company says.

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Yokohama  
902L



The 902L long-haul/regional ultra-wide-base drive tire is said to deliver superior traction and high mileage, with a tread design that “makes a real difference in extreme driving conditions, such as in snow and ice.” It comes in size 445/50R22.5. Its features include a 27/32nds tread depth that creates good traction while providing extra-long tread life.

Yokohama’s 709L won’t be available until the end of the year, also in size 445/50R22.5. It’s built for long wear and fuel efficiency, thanks to its advanced rubber compound. Plus, its special casing enhances durability for retreading, the company says.

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

## Product Watch

### NAVISTAR DIAGNOSTICS ENHANCED

NAVISTAR HAS INTEGRATED MITCHELL 1 REPAIR-CONNECT.NET AND IN-BAY SERVICE TOOLS FROM NEXIQ AND NOREGON INTO ONCOMMAND CONNECTION

Navistar has integrated **Mitchell 1** Repair-Connect.net and in-bay service tools from **Nexiq Technologies** and **Noregon Systems** into its OnCommand Connection remote diagnostics system. It promises increased vehicle uptime and improved management efficiency.

OnCommand Connection was designed to help customers more efficiently manage their fleets by allowing them enhanced visibility into the health of their vehicles – regardless of make, model or telematics provider. Now there’s one-stop access to the entire repair ecosystem.

Nexiq and Noregon offer in-bay diagnostics service tools that integrate scanned data from vehicles into the

OnCommand Connection portal, allowing fleet managers to assess their entire fleet through a single portal.

The addition of Mitchell 1 Repair-Connect.net allows customers to access their repair manuals and other maintenance documents from a direct link within the same portal. With a single log-in, fleet managers get a complete, easy-to-navigate information resource with scalable wiring diagrams, digital photos, component locations, and more.

Navistar began pilot-testing OnCommand Connection with fleets in late 2013. It offers fleets real-time fault codes, vehicle locations, nearby dealer locations, and fault-code action plans online. The truck-maker is currently partnered with telematics service providers such as Omnitracs, PeopleNet, Teletrac, Geotab, XRS, CyntrX, Vnomics, and Pedigree Technologies.

See [www.navistar.com](http://www.navistar.com), [www.mitchell1.com](http://www.mitchell1.com), [www.nexiq.com](http://www.nexiq.com), and [www.noregon.com](http://www.noregon.com)

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## Product Watch

### AFTERMARKET BRAKE LININGS

ALLIANCE TRUCK PARTS HAS EXPANDED ITS REMAN BRAKE PRODUCT LINE

**Alliance Truck Parts** has expanded its remanufactured brake shoe and kit product line to include new EG brake lining options. They're rated for use on axles up



to 20,000 lb, providing "a quality product at a great price," the company says.

They're said to provide excellent performance when combined with the Alliance brake

drum, ABP N42A1657VB. In fact, when paired together, Alliance says the new brake linings and existing drum have surpassed the dynamometer requirement of the FMVSS 121 brake standard at a 20,000-lb GAWR.

Alliance brake linings are backed by a 1-year/unlimited-mile warranty.

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

### NEW ISUZU N-SERIES TRUCKS

ISUZU HAS UNVEILED ITS LINEUP OF 2014 AND 2015 N-SERIES DIESEL MODELS

In its 30th anniversary year, **Isuzu** has unveiled its lineup of 2014 and 2015 N-Series diesel models.

The allowable frontal area of the NPR Eco-Max (12,000-lb GVWR) has been increased for the 2014 model year from 74.5 to 78.6 sq ft (84.6 with air deflector). As a result, non-air-deflector equipped models can now handle bodies with inside heights of up to 85 in. (an increase

of 6 in.) without application approval from Isuzu. Meanwhile, models equipped with the air deflector can accommodate bodies with inside heights of up to 91 in. with Isuzu application approval.

In addition, the Eco-Max model with its 151-in. wheelbase offers a dual fuel tank option for the first time. The additional tank is side-mounted and carries 125 liters (33 gal) of fuel. Although pricing hasn't been announced, it's expected to be equivalent to the same option already available on Isuzu NPR-HD, NQR, and NRR models.

All 2015 NPR-HD, NQR and NRR models offer new 19.5-in. Bridgestone M895 low-rolling-resistance tires for improved fuel efficiency.

See [www.isuzutruck.ca](http://www.isuzutruck.ca)

### HEAVY-DUTY BUT NOT HEAVY

ALCOA HAS ROLLED OUT WHAT IT CALLS THE WORLD'S LIGHTEST HEAVY-DUTY TRUCK WHEEL

**Alcoa** recently rolled out what it calls the world's lightest heavy-duty truck wheel. Called the Ultra One, it will help trucks shed pounds for increased payload and fuel efficiency. At just 40 lb, the wheel is 47% lighter than steel wheels of the same size. That means a potential saving up to 1,400 lb per rig.

To take weight out of its lightest heavy-duty truck wheel, Alcoa's engineers invented the new, patent-pending MagnaForce alloy. It's on average 17% stronger than the industry standard, Alcoa's 6061 alloy, in similar applications, the company says.

The Ultra One wheel with MagnaForce



alloy is available in the industry standard 22.5 x 8.25 size for heavy-duty trucks and is being readied in all OEM customer databooks. The wheels are available in all popular Alcoa finish options.

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

### SCANIQ ANDROID APP

SCANIQ HAS ADDED AN INTERESTING SCANNING APP TO ITS LINE

**ScanIQ** has added a new app to its line of portable scanners, which it says provides an easy process for sending and receiving documents while on the road. Unlike many apps that send paperwork by taking images, ScanIQ connects to 'real' scanners to provide high-quality scans to meet any company's budget, the company says, at an affordable monthly cost.

The ability of drivers to take control of paperwork from inside the cab allows for increased efficiency while reducing costs, the company says.

Now, says ScanIQ, smaller fleets can afford the benefits of telematics in their vehicles and the efficiencies it brings.

ScanIQ features single-button operation. Drivers simply run the app from an Android smart device, load the document into the scanner, and press 'Scan'.

The destination of the file is pre-set by the office using the console and can be sent in either PDF or TIFF formats to multiple e-mails, fax, or FTP servers. A choice of scanners is available depending on price and the features required.

A feature that's becoming increasingly important is the ability of the office to send documents to the driver to print out in the cab, such as e-manifests and over-size permits, without faxing to a truckstop, a security and cost issue. With ScanIQ, dispatchers can send paperwork directly from the console to the appropriate driver.

See [www.scaniq.net](http://www.scaniq.net)





## FUEL FOR THOUGHT

## The Buck Stops Down There!

By Bob Tebbutt

The Canadian economy relies on a strong U.S. economy, and the American numbers are improving in all areas except for construction.

Construction remains at about half the 2007 level, and since construction activity is a major portion of the U.S. GDP, the American market needs construction growth.

Canadian truck traffic to the U.S. is still about two thirds of what it was before the crash of 2008, mostly because Canadian manufacturing exports are staying low.

The main problem for Canadian exports to the U.S. is that the Loonie is staying high enough that Canadian export prices are still not competitive in the U.S.

It appears to me that the Bank of Canada is trying to get the Loonie down to the low \$0.80-range, which would instantly boost exports.

As far as the rest of the world, there are only a few really bright spots. Germany is leading many countries (including the rest of the European Union) in growth, but you have to wonder when the Germans are going to wake up to the fact that membership in the union is costing them growth.

Ireland, which was one of the poorer countries in the European Union, has recovered strongly with their non-manufacturing Purchasing Managers Index (PMI) into the 60 level while other badly hit countries are still struggling to get into growth numbers above 50. (PMIs are economic indicators derived from surveys of private sector companies.)

Japan is still fighting the double-barreled effects of the tsunami and the economic collapse of 2008.

Crude oil is holding in the \$90 to \$100 range in the U.S. as demand growth is keeping up with the

increase in production. This fuels expectations that the U.S. will be self-sufficient within a very short time, and it leads to a point where demand for Canadian crude will be less and less.

The concerns for Canada over the Keystone pipeline are critical. The U.S. president keeps environmental-

**Canadian truck traffic to the U.S. is still about two thirds of what it was before the crash of 2008, mostly because Canadian manufacturing exports are staying low.**

ists on his side by blocking Keystone through the mid-term elections this year to maintain control of congress, but he may be right in blocking it because of the coming U.S. self-sufficiency that will effectively keep Canadian oil out.

On the other hand, the delays in building the Northern Gateway and the west-to-east pipeline in Canada are posing huge problems for Canadian oil producers.

If Keystone is blocked, Canadian oil has nowhere to go, so Canadian prices will stay at a discount, compared to the U.S. Furthermore, they would probably stay that way while the U.S. becomes the exporter that Canada would like to be.

This situation applies to natural gas too. Other countries, particularly the U.S., are going to be capturing world markets at prices that are up to five times North American prices.

It's evident that the future of the Canadian oil and natural gas business is not going to be as strong as the industry would like, so what the Canadian economy needs right now is a lower Canadian buck.

*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

## See You In A Jiffy

The Jiffy Lube with the nifty sign is on Rexdale Boulevard, in North Hogtown. As of press time, we got correct answers from *Barb Johnson* of Kelowna, *Steve Amor* of Toronto, *Hardeep Bhogal* of Oshawa, and *Wendell Wilson* in Brampton, ON. We award free **Today's Trucking** hats to the first 10 correct callers. If you think you know where this month's off-the-beaten-path-contraption is, contact Peter at [peter@newcom.ca](mailto:peter@newcom.ca) or **416 614-5828**. Don't forget to leave your street address.



**May Answer:**

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



## Product Watch

### ULTRACAPACITOR FOR CLASS 3-6 TRUCKS

MAXWELL'S ULTRACAPACITOR-BASED ENGINE START MODULE READY FOR MEDIUM-DUTY DIESEL TRUCKS  
**Maxwell Technologies** is expanding its ultracapacitor-based Engine Start Module (ESM) product line to provide



the same benefits to class 3 through 6 medium-duty trucks that it's been offering previously to class 7 and 8 heavy-duty diesel rigs.

Like the current ESM product, the new ESM Ultra 31/900 provides 900 cold cranking amperes (CCA), or a three-second crank; reliable starting for diesel

engines up to 9.9 liters at temperatures -40°C to 65°C (-40°F to 149°F); life-of-the-vehicle reliability; industry-standard Group 31 battery form factor; built-in quick charging system (15 minutes or less); and full compatibility with existing battery systems.

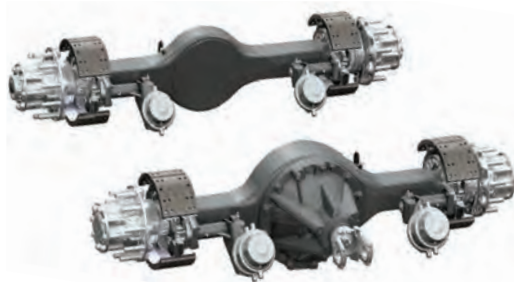
The new ESM is light at just 16 lb. Not only does it deliver reliable normal starts, it also allows extensive use of lift-gates and buckets while the engine is off without fear of the truck not firing up.

The ESM ULTRA 31/900 weighs less than 25% of the Group 31 lead-acid battery it replaces.

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

### DANA DRIVES FOR EFFICIENCY

DANA OFFERS NEW AND ENHANCED PRODUCTS TO ALLOW MORE FUEL-EFFICIENT AND COST-EFFECTIVE TRUCKING  
**Dana** showcased many new or enhanced products at the Mid-America show, including new, lighter Spicer steer axles that provide improved braking



capabilities, the Spicer AdvanTEK 40 axle, and a new 40,000-lb tandem axle that offers the industry's fastest axle ratio of 2.26:1.

As well, Dana says the Spicer EconoTrek 6x2 tandem axle is now available for 2014 Peterbilt and Kenworth trucks. And there are two extensions to the Spicer S140 Series of single-reduction, single-drive axles.

Plus a new Spicer Heavy Axle Steering Components All-Makes product line was on display, with complete coverage for all Spicer steer axles, including knuckles, steer arms, crosslink assemblies, beams, and whole axle assemblies.

Dana's two new steer-axle designs are engineered for reduced weight and increased reliability. The new Spicer E-Series steer axles feature a steel-forged beam design that reduces axle weight by up to 35 lb while still delivering the strength and torsional stiffness needed for braking response. Available in the first half of 2015, they are targeted for on-highway, city delivery, and bus chassis applications with gross axle weight ratings from 10,000 to 13,200 pounds.

Weighing up to 400 lb less than a traditional 40,000-lb 6x4 tandem axle arrangement, the Spicer EconoTrek axle is said to offer numerous innovations for reducing maintenance and increasing the fuel economy of linehaul tractors from 2 to 3%. The EconoTrek 6x2 tandem axle, now available for 2014 Peterbilt and Kenworth trucks, supports the use of wide-based single tires on standard-track axles with two-inch outset wheels. Later this year, Dana will release a SelecTTrac option that provides maximum hub rating capability for fleets that spec 0- to 0.56-inch outset wheels for wide-based single tires.

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

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The image displays two primary components: a magazine cover and a website interface. The magazine cover, titled "Truck and Trailer", is the "Canada's #1 Source for Heavy Trucks and Trailers" and is dated October 2011, Volume 37, Number 10. It features a prominent advertisement for LCS Load Covering Solutions Ltd. of Canada, which provides "LOAD COVERING SYSTEMS" for various types of trucks and trailers. The ad includes images of "STEEL HAULERS", "the LOOK" trailers, and "ALCS" trailers, along with contact information for their Burlington office. The website screenshot, "Truck and Trailer, Canadian directory of new, used truck, trailer, truck and trailer dealers, fleets and manufacturers," shows a user-friendly search interface. It includes filters for "BUY" (Trucks: 12,253; Trailers: 13,925) and "SELL", a search bar, and various promotional banners for products like pressure washers and truck news.

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<b>Allison Transmission</b> <i>www.allisontransmission.com</i>	44	<b>Imperial Oil</b> <i>www.mobildelvac.ca</i>	48	<b>SAF Holland</b> <i>www.safholland.ca</i>	14
<b>Cat Scale</b> <i>www.catscaleguarantee.com</i>	15	<b>J.D Factors</b> <i>www.jdfactors.com</i>	17	<b>Shell</b> <i>www.shell.ca</i>	6
<b>Chevron</b> <i>www.ChevronDelo.com</i>	20	<b>Mack Trucks</b> <i>www.macktrucks.com</i>	16	<b>Today's Trucking</b> <i>www.todaystrucking.com</i>	50, 54
<b>Cummins Canada</b> <i>www.cummins.com</i>	23, 34	<b>Meritor</b> <i>www.realnumbersrealsavings.com</i>	40	<b>Total Canada</b> <i>www.total-lubricants.ca</i>	39
<b>Detroit Diesel Engines</b> <i>www.demanddetroit.com</i>	8	<b>Michelin</b> <i>www.michelin.ca</i>	12	<b>Transcourt</b> <i>www.transcourt.com</i>	51
<b>Freightliner</b> <i>www.freightlinertrucks.com</i>	2-3	<b>Northbridge</b> <i>www.nbins.com/transportation</i>	32	<b>Truck &amp; Trailer</b> <i>www.truckandtrailer.ca</i>	60
<b>Goodyear</b> <i>www.goodyeartrucktires.com</i>	19	<b>Peterbilt</b> <i>www.peterbilt.com</i>	back cover	<b>Trucks for Change</b> <i>www.trucksforchange.org</i>	55
<b>Great Dane Trailers</b> <i>www.greatdanetrailers.com</i>	63	<b>PeopleNet</b> <i>www.peoplenetonline.ca</i>	28 (split ad)	<b>UFA</b> <i>www.ufa.com</i>	42 (West only)
<b>Hino</b> <i>www.hinocanada.com</i>	38	<b>Communications</b> <i>www.pmtc.com</i>	52	<b>Vipar Heavy Duty</b> <i>www.vipar.com</i>	41
		<b>PMTC</b> <i>www.pmtc.ca</i>	36	<b>VIPRO TruckForce Service Centers</b> <i>www.viprotruckforce.com</i>	37
		<b>Prolam</b> <i>www.prolamfloors.com</i>		<b>Wix Filters</b> <i>www.wixfilters.com</i>	46

## COMPANIES IN THE NEWS

A	
ABF	11
Air Pass Flaps	37
Airtabs	37
Alcoa	56
Alliance Truck Parts	56
Allison Transmission	53
Andersen Flaps	35
Armour Asset Risk Management Ltd.	57
B	
Beer Store	15
Birdseye Security	26
Bison Transport	17
Braun Equipment	30
Burns Transport	30
C	
California Gas Transport	47
Celadon Trucking Services	10
Chevron	25
Chevron Delo	17
Clarke Power Services	43
Contrans Group Inc	21
Cummins	10, 17, 25, 43
Cyntrx	55
D	
Daimler	25
Dana	58
Detroit	43
Deuce Disposal Ltd	21
Diversified Transportation Ltd.	17
Dodge	17
E	
Espar	25
ExpoCam	24
F	
FedEx	11
Ferus Inc	17
Fontaine Fifth Wheel	53
Freightliner	23, 25, 37
FreightWatch International	29
Freymler Trucking	47
FTR Associates	11
Fuel Savvy	35

G	
GC Harvesting	47
General Motors	30
Geotab	55
GFL Environmental Inc	21
H	
Hallmark Group Insurance	26
Heavy Duty Trucking	45
Hendrickson	49
Hino	23
Horton	51
Hubs Trailer Service	21
Hyundai	26
I	
Indian River Transport	11
Integer Research	13
International	10, 23, 24, 43, 55
Isuzu	56
K	
Kenworth	23, 47, 58
KS Industries	47
L	
Lethbridge Truck Terminals	17
Linde Industrial Gases	37
Load Solutions	22, 26
M	
Mack	21, 23, 30, 43
Maple Leaf Foods	25
Maxwell Technologies	58
Meritor	25
Meritor WABCO	49
Mitchell 1	55
Mitsubishi-Fuso	23
Mullen Group	21
N	
Nexiq Technologies	55
Noregon Systems	55
Northern Truck Services	17
Nu-Line Products	33
O	
Old Dominion Freight Lines	11
Omnitracs	55
P	
Paccar	43, 53
Pedigree Technologies	55
PeopleNet	22, 55
Peterbilt	22, 23, 43, 51, 58
Port Metro Vancouver	11
Purolator	37

R	
Roechlin Engineering Plastics	41
Roly's Trucking	47
Rosenau Transport	25
S	
ScanIQ	56
Seaboard Transport	22
SmartDrive Systems	49
SmartTruck Canada	25
Sokil Transportation Group	9
Speedy Transport	11, 14
Sylvite Transportation Group	26
T	
Team Transport Services	26
Teletrac	55
Thermo King	47
THX Transport	47
Tico Canada	25
Trader Corporation	17
Trailcon Leasing Inc	21
TransCore	11
TransForce	11
Transport Robert	37, 39
Tri-Line Disposal Inc	21
Trillium Sandblasting	30
Truck World	10, 24, 25, 49, 62
Trucking HR	9
Turk Enterprises	25
U	
UPS	11
V	
Vnomics	55
Volvo	17, 21, 23, 37, 43
W	
Wayfreight	30
Webb Wheel Aftermarket	53
Western Star	23
White Arrow	47
White Motor Company	30
Whitcourt Transportation	22
X	
XRS	55
Y	
Yokohama Tire Corporation	53



By Peter Carter

# Forward Much?

Four and a half communication tips.  
Free from the editor.

I've been a reporter for a long time. I've learned some lessons. Here are four.

❶ Never conduct an interview on either an empty stomach or a full bladder. Your body will start doing the thinking for you and you'll make hasty decisions.

Say you skipped breakfast. Say the person you are interviewing is at a key point in the discussion: "...and the ringleader of the organization is..." Unfortunately you're thinking, "Did he say just ring? I'd love a doughnut." You'll miss the name of the ringleader. Guaranteed.

I've also asked many journalists if they've ever speeded up an interview because they had to use the washroom. They all said no. I don't believe them.

❷ If you're on deadline and suddenly realize your story needs a zippy quote, call an American. Almost every Canadian journalist of my acquaintance learned long ago that our neighbors to the south are more candid. Freedom of speech is in their constitution for goodness' sake. American cops, for instance, seem to love sharing gory details. Canadians? They're liable to respond with "lemme check with the boss."

❸ Speaking of, if you're trying to get hold of a boss, call early. That's when the big wigs are in. It's also when life's most interesting.

For example: The company that publishes this magazine, Newcom Business Media, owns Truck World. When Truck World comes around, we all pitch in because that's the way this company works.

The first day of Truck World, Thursday April 10, we had all agreed to help out at the Fleet Managers' Breakfast, which started at 8:00. Happily, Truck World took place at the International Centre, a five-minute drive from this office.

I had a few chores to tend to so I dropped in here beforehand. Nobody else was around. I heard a rap at the front door, unlocked it and was greeted by a driver, holding a clipboard.

"I have a delivery here for Truck World," he said. "But this doesn't look much like an exhibition hall."

It was an understandable error. Somebody wrote the head-office address and that's where he came. The driver phoned dispatch for more direction and while he was awaiting marching orders, we talked about what we do here.

He reads our magazine with enthusiasm and was thrilled to get a quick tour of the office that it comes from. I gave him



a *Today's Trucking* cap, snapped a photo and said this would make a great little Facebook story. (We do stuff like that.)

To me, meeting a reader is the perfect start to a day. We shook hands and he left.

Then I reconsidered.

Maybe HE wouldn't get in trouble if I Facebooked our chance encounter, but somebody down the line might get yelled at. And it would ruin that person's—and perhaps his kids' or spouse's—day. As interesting as my chance meeting was, I decided to not post it.

A week later, in a different context and for a whole other reason, I happened to be talking to the driver's boss. I mentioned the early-morning meeting, without naming names.

The boss's reaction?

"I heard about that the morning it happened."

Turns out that after I met the driver I emailed a friend and mentioned the encounter and guess what? He forwarded the tale to a third person and before long, well, it might as well have been on Facebook, because the people who had to know knew.

And it was all done with nothing but the finest intentions.

Which brings me to my fourth lesson.

❹ Playing with email can be hazardous to your and other people's health. Before you hit send, consider what would happen if your email wound up on the front page of the local paper.

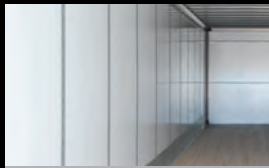
And NEVER get into an angry argument via email. As I read in an advice column once, "One angry forward and you're toast." **TT**

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