

BULKING UP: Meet Trimac's 23-year-old wiz-kid ops guy. **PG.13**

Besnik Gasi

Truck-Trailer
MARKETPLACE

**RETAIL
ADVERTISING**

OPPOSITE
PAGE **44**

Today's Trucking

The Business Magazine of Canada's Trucking Industry

PAGE 26

TRUCK OF
THE
MONTH

MAKING TRUCKS PAY

**AVOIDING A U.S.
TAX GRAB** **PG.25**

**WELL-LASHED
CARGO** **PG.28**

**P&D FUEL
SAVINGS** **PG.32**

PLUS **WHAT'S YOUR
TIE-DOWN I.Q?
TAKE THIS QUIZ**
PAGE 30

July 2014

www.todaystrucking.com

SMART BUSINESS HAPPENS AT THE CROSSROADS OF INTEGRATION AND CUSTOMIZATION.



Run SmartSM



Daimler Truck Financial

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-1335. Specifications are subject to change without notice. Copyright ©2014. Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.

DAIMLER | Freightliner - A Daimler Group Brand

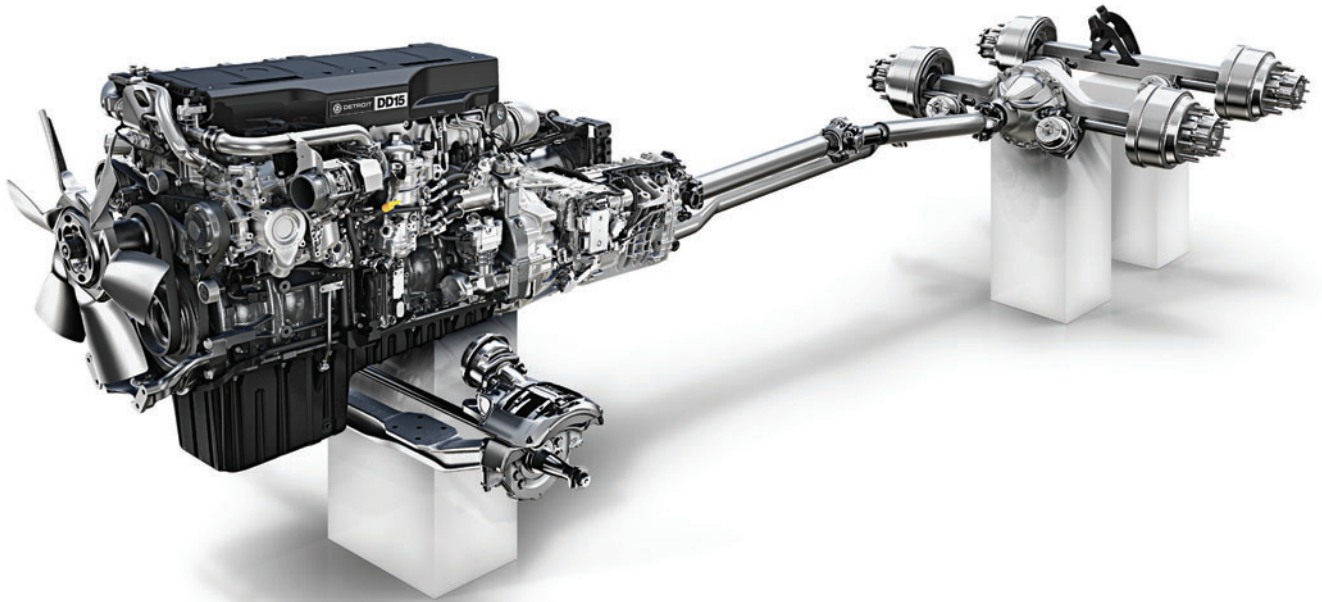


HELPING OLD DOMINION TRUCK LEASING INCREASE PROFITS BY LOWERING ITS REAL COST OF OWNERSHIP.SM

Freightliner Trucks and Old Dominion have a lot in common. We both provide customizable solutions to help move freight in the most efficient and economical way. And one of the ways Freightliner does that is by lowering its customers' Real Cost of Ownership.

We consider fuel efficiency, uptime, connectivity, safety and quality. It's these factors together that determine Real Cost of Ownership. And it's different for every customer. Whether you value safety over fuel efficiency or uptime above all, Freightliner offers integrated solutions that are right for your business.

To learn more about lowering your Real Cost of Ownership, visit [FreightlinerTrucks.com/RCO](https://www.FreightlinerTrucks.com/RCO).



INTRODUCING THE *integrated* DETROIT™ POWERTRAIN

Only one company can deliver this level of *integration*. Detroit has designed, engineered and manufactured the engine, transmission and axles to work together to lower your Real Cost of Ownership.SM Available in the Freightliner Cascadia® Evolution and the all new Western Star® 5700.

Scan the code or go to DemandDetroit.com/pt/today to download the Demand Detroit App and preview the culmination of results-driven engineering.



DETROIT
Powertrain*i*

DDC-EMC-0TH-0138-0414. Specifications are subject to change without notice. Detroit Diesel Corporation is registered to ISO 9001:2008.
Copyright © 2014 Detroit Diesel Corporation. All rights reserved. Detroit™ is a brand of Detroit Diesel Corporation, a subsidiary of Daimler Trucks North America LLC, a Daimler company.

DAIMLER | Detroit - A Daimler Group Brand





13 Trimac's 23-year-old ops guy



26 No other truck like it

32 **COURIER MOVES:** P&D is a prime breeding ground for testing alternative fuels.

NEWS & NOTES

10 DISPATCHES
TRUCKERS REPORT STRONG FREIGHT, RATES



- 11 Cross-border trade looking up
- 11 Rates a-risin'
- 13 Meet Trimac's rising star
- 14 Con-Way shifts to automatics, 6x4s
- 14 Campaign to regulate pilot cars
- 17 Why Trison Tarps tripled
- 19 Heard on the street
- 21 Trucking events to pencil in
- 22 What's hot on todaystrucking.com
- 23 Truck sales statistics

FEATURES

25 TAXES
AVOIDING A U.S. TAX GRAB
All you need to know about American state tax nexus.
— BY FRANK CASCIARO AND HOLLY HABER

26 TRUCK OF THE MONTH
LIKE NO OTHER IN THE WORLD
Pacific Trucks: A heavy-lifting long-lasting, 100-percent-Canadian unsung success story.
— BY PETER CARTER

28 COMPLIANCE
3 EASY WAYS TO PREVENT CARGO SECUREMENT VIOLATIONS
Knowing what roadside inspectors are finding can help tighten up your operation and save you from getting the strap or fines.
— BY JIM PARK

32 MEDIUM DUTY
ALL IN THE DELIVERY
Even trucks that just run around town have to watch their fuel consumption. Here are a few ideas for doing just that.
— BY PETER CARTER

OPINIONS

- 7 LETTERS & LAURELS
- 9 ROLF LOCKWOOD
- 51 BOB TEBBUTT
- 54 PETER CARTER

SERVICE DEPT

- 30 **CARGO SECUREMENT**
What's Your Tie-Down I.Q?
Take This Quiz.
- 36 **HOW TO SEE AND BE SEEN**
- 37 **SAFETY: SHINING LIGHTS**
Proper lighting system maintenance is your best bet for staying safe and compliant. — **By Tom Berg**
- 40 **TOP TIRE TIPS**
- 44 **LOCKWOOD'S PRODUCT WATCH**
- 51 **GUESS WHERE THIS IS; WIN A HAT**
- 53 **COMPANIES IN THE NEWS**

YOU NEVER FAIL TO DELIVER. NEITHER SHOULD YOUR ENGINE OIL.

No matter the weather or how far the haul, you do what it takes to get the job done. Just like Shell Rotella® heavy duty engine oils. From the wear, deposits and emissions protection of Shell Rotella® T Triple Protection®, and the improved fuel economy of Shell Rotella® T5 Synthetic Blend Technology, to the excellent high/low temperature protection of Shell Rotella® T6 Full Synthetic, there's a Shell Rotella® product engineered to handle your needs. www.shell.ca/rotella



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



Today's Trucking

The Business Magazine of Canada's Trucking Industry

NEWCOM

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

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

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

CONTRIBUTORS: **Teona Baetu, Steve Bouchard, Jim Park, Nickisha Rashid**

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

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

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

QUÉBEC SALES MANAGER
Denis Arsenault
denis@newcom.ca • 514/938-0639

PRESIDENT
Jim Glionna

CONTROLLER
Anthony Evangelista

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

DIRECTOR OF CIRCULATION
Pat Glionna

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

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

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



**Kenneth R. Wilson
Award Winner**



Another Rising Western Star

Slightly over a year ago, we received a letter and drawing from **Nathan**, an eight-year-old Duncan, B.C, artist and gentleman. He submitted that great red Pete you see on this page and told us he'd love to obtain a *Today's Trucking* cap. His mom also mentioned that he would, someday, like a ride in a rig.

We put the word out, the offers poured in and last summer, Nathan and his family were treated to a trip from the coast to Hope and back courtesy of the auto-hauling specialists TFX International.

Almost a year and one whole session of grade-three later, we received the other spectacular painting, which is Nathan's rendering of our May cover. This Western Star is also the star of the new hit movie, *Transformers: Age of Extinction*.

Western Star and Nathan: Both born in B.C., both deserving to have their name in lights.

You Read It Here First, Folks!

Today's Trucking's founding Editor (and now Vice President Editorial) **Rolf Lockwood** continues to set the bar high for his colleagues in the business-magazine industry.

At a recent meeting of the top business magazines in the country, he was presented with an award for Best Editorial for 2013.

The citation was for an editorial he wrote about the Ontario Ministry of Transportation's system for monitoring roadside inspections.

"*Quota Unquote*" appeared in the April 2013 issue of *Today's Trucking*.

The recognition took the form of a KRW Award. KRWs are Canada's business-magazine publishing's Oscars.

Also honored at the KRWs was **Steve Bouchard**, editor of *Today's Trucking's* French sister publication *Transport Routier*.

Bouchard was also a finalist in Best Editorial and Best News Coverage.

Peter Carter, editor of *Today's Trucking*, offered nothing but praise for the achievements.

"Congratulations again Rolf, for proving Newcom's founding editor is the best in the biz," Carter said.

"One of the other finalists was, ironically, our man Steve Bouchard, for his *Beaucoup de Questions*. I wouldn't want to be up against either of those two guys myself."

In another competition in June, this one run by the Canadian Society of Magazine Editors, *Today's Trucking* was named first runner-up for the title of Best Business-to-Business Magazine in Canada.

Today's Trucking Publisher Joe Glionna adds, "We're very proud of course, but none of this would matter if it weren't for the readers and advertisers, who make it all possible. Without them, it would be much harder to boast about publishing the best trucking magazine in the country."



Rolf Lockwood



Steve Bouchard

EMAIL:

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

DRIVE THE DIFFERENCE

SALES EVENT

Come in and drive the difference with these great offers.
Only available until July 31, 2014.

YOUR TRUCK IS WAITING.



1.9%

Financing for 36 months
or **\$5,000** rebate*



2.9%

Financing for 36 months
or **\$2,500** rebate*



3.9%

Financing for 36 months
or **\$3,500** rebate*

To find a dealer near you visit CA.InternationalTrucks.com.

*Offer valid to qualified retail buyers on select new International® vehicles, on approved credit. Visit a participating International dealer and purchase a qualifying new vehicle to qualify. Financing provided by General Electric Canada Equipment Finance G.P. (GECEF) in Canada. ProStar®/TranStar®/LoneStar®/9900i: 1.90% APR based on \$120,000 CDN maximum loan advance and 36 monthly payments of \$3,431.87 CDN per month. DuraStar®: 2.90% APR based on \$80,000 CDN maximum loan advance and 36 monthly payments of \$2,322.97 CDN per month. WorkStar®/PayStar®: 3.90% APR based on \$160,000 CDN maximum loan advance and 36 monthly payments of \$4,716.72 CDN per month. Interest rates are subject to change. Standard credit criteria apply - not all customers will qualify. Prior purchases do not qualify. Customers must take delivery of vehicle(s) by July 31, 2014. Offer valid only while supplies last. Qualifying vehicles may vary by Dealer. Offer is non-negotiable, non-transferable, not redeemable for cash, and cannot be combined with other purchase offers. Offer open to legal Canadian residents, 18 or older as of the date of purchase, with a valid driver's licence. Employees, officers and directors (including immediate family members and members of the same household) of Navistar Canada, Inc. (Navistar), its subsidiaries, affiliates and International dealers are not eligible to participate. Navistar and/or GECEF reserve the right to terminate, modify, or postpone this offer at any time and for any reason. Other restrictions apply. For more details, please contact your participating International dealer. International®, ProStar®, TranStar®, LoneStar®, DuraStar®, PayStar®, and WorkStar® are registered trademarks of Navistar. Nothing contained herein constitutes tax, accounting, financial, or legal advice by Navistar and/or GECEF to any person. © 2014 Navistar, Inc. All rights reserved. All marks are trademarks of their respective owners.



By Rolf Lockwood



All Aboard The Blame Train

Of course someone should be held responsible for Lac-Mégantic. But truckers? Really?

Reluctantly—oh so reluctantly—I’m going to trek down a tired old pathway here, one that I thought was way, way in the past. Silly me.

The war between truck and rail is so yesterday.

Except, apparently, it isn’t. At least not in the mind of one particular pro-rail writer who recently had an opinion piece published in the *Toronto Star* entitled ‘Wrong parties charged in Lac-Mégantic disaster’ (Sunday, May 18). Greg Gormick is the writer in question, whose clients have included CN, CP, and VIA.

In any case, Mr. Gormick suggested in his editorial that the four parties recently charged in last year’s Lac-Mégantic rail disaster—the Montreal, Maine & Atlantic rail company and three of its employees—are not the guilty ones. Instead, he blamed “decades of failed federal and provincial transportation policies, and the public spending decisions that flowed from them.”

More specifically, he wrote that successive federal and provincial governments have funded trucking “lavishly” while the poor old railways have had to fend for themselves financially. Trucks, you see, operate on public roads that our industry isn’t asked to pay for, at least not to the extent we use them, while trains run on tracks built and maintained by the railroads themselves.

Well, that simplistic argument is older than all the hills combined. And I’d suggest that any one of you out there on our streets and highways, gifted to us by those wonderful government benefactors, could show Mr. Gormick an overall tax hit that would make his hair curl.

Regardless, the issue of taxes and benefits and who pays what is infinitely more complex than he makes it sound, and there’s no black-and-white definition of things.

But try these two simple numbers: 72.0 and 69.6 percent. Unfamiliar territory for any trucking outfit I know, those are the operating ratios for Canadian Pacific and CN for the first quarter of 2014. Unless you haul very high-value freight, when did any of you last break 95 percent?

I’m reminded of that tired old joke about the trucker who wins a lottery. Asked what he’ll do with his newfound millions, he says, “Keep on truckin’ ‘til the money runs out.”

Yet Mr. Gormick calls us the “publicly funded competition,” and here’s where he brings in the Lac-Mégantic tragedy.

“One result [of the corporate ‘poverty’ faced by the rail industry] has been the abandonment of light-density lines, where the traffic no longer covers the maintenance and service costs,” Gormick wrote. “On the remaining lines, the physical and human

assets are constantly squeezed to wring out profits to maintain the infrastructure and service, while also keeping investors happy. Under these conditions, should anyone be surprised if some railways—especially smaller, less profitable short lines—wind up cutting corners to the point of negatively affecting safety?”

Well yes, I’m surprised. Damn surprised that some railways, small or otherwise, have been allowed to cut corners to that extent. I’m actually shocked that the Montreal, Maine & Atlantic railroad was allowed—with regulatory approval, for God’s sake—to be an awful lot less than rigorous in its safety practices.

We sure couldn’t get away it.

Last February I noted newspaper reports about the inadequate insurance that little rail outfit was allowed to carry. Federal Transport Minister Lisa Raitt admitted that it had only \$25 million in third-party liability insurance, federally approved. Yet the cleanup of leaked crude oil alone looked like costing \$200 million, before talking about all the other costs associated

If the rail industry gets away with that kind of shortcoming, no wonder the big boys can manage a 70-percent operating ratio.

with rebuilding that little town or compensating its traumatized citizenry.

If the rail industry gets away with that kind of shortcoming, no wonder the big boys can manage a 70-percent OR.

But listen, I’m not here to revive our side of the rail-vs-truck war. It’s been raging more or less continuously since the 1920s when freight first began moving off the rails and onto the roads. Frankly, I thought this fight was over a decade or more ago. I thought we’d learned to live together in peace and harmony. Rail has its place, so does trucking. Sometimes they converge perfectly, sometimes they compete. So be it. Neither one is going away.

What we don’t need is vitriol like the stuff Mr. Gormick has been spewing, making monstrous stretches in logic to blame trucking, and not so indirectly, for the Lac-Mégantic disaster. That’s just nuts.

We do agree that government policy is the main culprit here. So let’s leave it at that. Please. **TT**

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

Dispat

GOIN' DOWN THE ROAD FEELIN' FINE

Rates are up, Canada-U.S. Trade is On Fire and Ontario's formerly forlorn truckers are feeling bullish as ever.

Ontario's truckers are reporting stronger freight and rate counts and are more optimistic than they've been in years.

In **Ontario Trucking Association's** (OTA) second-quarter 2014 survey of business conditions, carriers showed across-the-board improvements and also said that rates are keeping pace with volume increases.

Freight Volumes

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

- 65 percent of carriers said southbound freight volumes improved in the previous three months – the highest percentage ever recorded since OTA started the survey in 2008;
- 59 percent more carriers said that intra-provincial volumes jumped;

- 62 percent of carriers saw a surge in U.S. northbound lanes (highest since 2011);
- 41 percent said inter-Ontario freight has increased.

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

- 63 percent of carriers expect volumes within provincial lanes to go up;
- 77 percent expect inter-provincial volumes to keep climbing;
- 73 percent expect growth Southbound.

Rates

- 62 percent of carriers said U.S. southbound rates have skyrocketed;
- 31 percent said rates have improved in all other lanes;
- 47 percent said rates improved intra-provincially;
- 41 percent said northbound U.S. rates have gone up.

Capacity

- 58 percent of carriers said capacity is shrinking;
- 22 reported flat capacity;
- 58 percent said they want to add more drivers and owner-ops;
- 46 percent expect capacity to tighten more in the future;
- 80 percent said contract timeframes are not changing.

Carrier Costs

Driver wages are going up as the competition between carriers to retain drivers heats up.

- 90 percent of carriers said wages for both drivers and owner-ops have gone up – most by two to four percent;
- About half of carriers said wages for owner-ops were up by five percent and a quarter of carriers said driver rates were up by five percent;



ches



Meet Trimac's
23-year-old
Ops Guy

— PG. 13



Besnik Gasi

REGULATIONS — PG. 14
Campaign to Regulate Pilot Cars

SUPPLIERS — PG. 17
Why Trison Tarps Tripled

In March, trucks carried 60.1 percent of U.S.-NAFTA trade, accounting for \$31.2 billion of exports and \$29.8 billion of imports.

The North American Free Trade Agreement (NAFTA) started in 1994 to create free trade between Canada, the U.S. and Mexico.

Rates a-Risin'

Finally the price of shipping goods on trains and trucks continues to rise.

Canadian shippers paid 2.3 percent more for ground transportation in March compared with February, according to the Canadian General Freight Index (CGFI). "Truckload domestically and cross border continued the increase," said Doug Payne, president and COO,

Nulogx, which produces the index.

The base rate index, which excludes the impact of accessorial charges, increased by 1.9 percent when compared to February 2014.

However, fuel continues to foul the waters.

Average fuel surcharges also increased. Fuel was 22.57 percent of Base Rates in March versus 21.78 percent in February.

"Fuel has now risen above April levels of 2013. The last time fuel was above this month's 22.57 percent was October of 2008," Payne said.

Ground transportation costs have been steadily going up each month since July 2013.

- Only 12 percent reported fuel hikes of 15 percent or more, but three in four carriers reported overall fuel price increases in the five-to-10 percent range.

Carriers say their top concerns are:

- 14 percent are worried about the economy;
- 63 percent are worried about the driver shortage;
- 22 percent are worried about capacity and rates.

X-Border Trade Up 6.2 Percent Over Last Year

Trade between U.S. and its neighbors, Canada and Mexico, rose by 6.2 percent year-over-year in March, totaling \$101.5 billion, according to a new U.S. Transportation report.

Trucks carried 7.2 percent more trade

between Canada and the U.S. in March. Rail, on the other hand carried 10.5 less trade because of a 15-percent drop in imports caused by less trade of vehicles and parts.

Overall, trucks carried 54.3 percent of the \$56.6 billion of freight to and from Canada, followed by rail at 15.4 percent. The surface transportation modes of truck, rail and pipeline carried 83.7 percent of the total U.S.-Canada freight flows.

U.S.-NAFTA trade has increased year-over-year in eight of the last nine months, interrupted by a 0.2-percent drop in January, caused by severe weather in the northern states and along the U.S.-Canada border.



FOOD HAULING

FDA Gives Truckers More Time to Talk Food Hauling

Food haulers have more time to weigh in on the American new Food Safety Modernization Act (FSMA) before it

becomes law. And Canadian carriers should be paying attention, too.

Although it was introduced in 2011, the U.S. Food and Drug Administration (FDA) gave the industry some time to offer thoughts and comments on the FSMA. The changeover to practices compliant with the new regulations gained traction in 2013, and the original comment period for the transport industry

was scheduled to have ended the last week of May 2014.

Because the FSMA is far-reaching legislation concerning not just human food, but animal feed, feed ingredients, and pet food, the industry felt there wasn't enough time to thoroughly evaluate it.

So the FDA has extended the comment period by 60 days to July 30, 2014.

The FSMA, a product of the FDA is designed to grandfather in several new rules and regulations concerning the sanitary, safe transportation of food—including importing and exporting in and out of Canada.

Some years ago, writes the FDA in the Federal Register, a slew of tanker trucks were hauling raw liquid eggs. The next load they carried was ice cream mix. The mix became cross contaminated and caused over 220,000 people to be infected with salmonellosis.

“The biggest challenge for most existing food carriers will be an increase in record-keeping and paper work so carriers will be able to withstand an audit of their food-transportation safety practices.”

— **Stephen Laskowski**, Senior Vice President, Canadian Trucking Alliance (CTA)

The goal of the FSMA, the biggest food safety law change since 1938, is to ensure that such an incident never occurs again.

Canadians, too, need to prepare for the changes, but the Canadian Trucking Alliance (CTA) Senior Vice President Stephen Laskowski says that the biggest challenge for most existing food carriers will be an increase in record-keeping and paper work so carriers will be able to withstand an audit of their food-transportation safety practices.

“The thing is, if, say a load of Bob’s Chicken is found to be responsible for a salmonella outbreak, everyone will want to know who moved Bob’s chicken and what was shipped with it, seven years after the fact,” Laskowski told *Today’s Trucking*.

“It’s largely about transparency.”

For a look at the legislation, visit: <http://tinyurl.com/mkwkrd6>



Three things you can absolutely count on:

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

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

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



FREE! Howes Camo Cooler

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



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

MEET TRIMAC'S 23-YEAR-OLD OPS GUY — BY PETER CARTER

First, the Vice President Editorial **Rolf Lockwood** received this innocent-enough-sounding email:

“Hi Rolf;

In an effort to try and recruit the newer generations into trucking, I would like to be featured in one of your magazines. I am hard working and dedicated to the trucking industry. I want to share my story with as many as possible. Initially starting as part time, and now at 23 years old I am an Operations Manager for Trimac Transportation. Let me know your thoughts. Thanks for your time.”

— **Besnik Gasi**, Operations Manager, Trimac Transportation

Rolf forwarded it to me, I thought, “Yesssss! This guy’s 23! He’s climbing the ladder at Trimac, one of this country’s most respected fleets!

I asked his boss, Carl Hector, about Besnik.

“What is refreshing,” Hector said, “is the enthusiasm and drive he has for the trucking industry.

“It is not often you see this type of interest anymore, nor the dedication to stick with it, work hard, and progress within it.

His energy is contagious, his interest simply pushes him to do more, and experience more, and to learn more.”

So I contacted Besnik Gasi. Told him that I bet a guy like him could probably give a pretty good account of himself.

I asked and received the following. And no offence Besnik, but I bet you’ve been carded a time or two, no?

WITH THAT—and in his own words—the one but we hope not the only, Besnik Gasi:

“If you were to ask me six years ago what my future plans were, I would have told you it would have not been in the transportation industry. This is not because I didn’t want to, or like it, but because at 17 years old I had no idea how big the industry really is and what it could offer me.

My father has been a truck driver ever since I can remember. In fact, when I was born in Kosovo (in Eastern Europe) the story goes that my dad was in the middle of going to unload a load of nickel during my birth. I would always have conversations with my father about trucking, and what I was most intrigued about was the sleeper berth and how much fun it would be to travel in.

By the time I turned 17 and was finishing my last year of high school, we were in Canada and I was interested in going to university to study Foreign Relations.

My brother suggested I get a job as a part-time loader in a cement plant in West Edmonton. After all, this would give me some extra money for university so I thought, ‘why not?’

When I started, I truly enjoyed the work: imagine loading 44 metric tonnes of cement powder in a matter of minutes! Having conversations with drivers and listening to their stories really intrigued me to discover the transportation industry further. I recall speaking to people who dealt with Trimac about potentially tran-



Besnik Gasi

sitioning into dispatch. Sure enough, two months later I was in the “hot seat,” and dispatching cement under the leadership of people I consider mentors even to this day.

Dispatching is much like a puzzle; you are focused on getting loads dispatched on time, utilizing your assets to the fullest extent, while really focusing on customer satisfaction and working with the drivers closely on their hours of service. I would eventually transition into working the night shift. I believe that was a major milestone for me. I had many discussions with drivers about efficiencies, trucks, and trailers and this is where I believe most of my knowledge came from. Fast forward five years later, and having worked in different cities and in different roles within the trucking industry, I am now an Operations Manager for branches in Calgary and Golden, BC.

At the age of 23, it is challenging to manage employees that are much older than I am, and much more experienced than I am. It is an immensely rewarding job though, as I am receptive and eager to learn new things every day. I believe that more people need to join this industry, especially in light of the baby boomer generation nearing retirement. The industry needs fresh ideas to make trucking that much more rewarding. With their experience and knowledge, senior drivers have certainly worked to improve efficiencies and methods to operate in a safe manner. This includes safe driving techniques and habits, equipment maintenance, and much more.

There is definitely a lot of room for growth in this segment as well. Personally, I have always enjoyed operations. Communication between drivers on a daily basis is crucial to a successful trip. Many times, to keep up in this demanding industry, you must always be alert to new and effective methods of communication. Social media has had a huge impact on trucking since it went viral and from what I can see this has had a positive effect on our long term communication strategy.

I jokingly tell my drivers they have another 44 years to deal with me. The steering wheel is in your hands.”

For more information on **Trimac**, please visit **Trimac.com**.

SPEC'ING

Con-Way's Big on Automatics and 6x4s

Ann-Arbor-based giant Con-way announced a massive purchase of 550 new tractors all with 6x4 axles, out of which 540 will be equipped with automated transmissions, in hopes of attracting more young truck drivers.

"We've found that many younger drivers looking to enter the industry prefer the automatic transmissions because it removes the perception that operating a truck is outside of their ability," said Gretchen Jackson, recruiting manager at Con-way Truckload. "Truck driving is an essential role within the economy and, given the current driver shortage, we want to provide career opportunities for those who have an interest but may think the job is unattainable."

The new trucks raise the number of automated trucks in Con-way's fleet from 50 to 590 in total. Con-way currently employs over 3,000 drivers and has a fleet

of more than 2,700 tractors and 8,000 trailers operating throughout the United States, Canada and Mexico.

"Learning to shift a 10 or 13-speed transmission may make some new drivers nervous about starting a career in trucking," said Stephanie Klang, professional driver for Con-way Truckload. "But with the auto shifts in the trucks today, new drivers can feel more comfortable, focus attention on their surroundings and maneuver their truck safely through traffic and congestion. While driving a truck still involves a lot of skill, the automatics make life on the road a little easier."

The decision to purchase 100-percent tandem axle twin-screw tractors was also influenced by driver feedback, the company stated.

"Many of our drivers expressed a preference for the 6x4 tractors as they handle more comfortably," said Randy Cornell, vice president of maintenance with Con-way Truckload. "Driver safety and comfort are essential parts of our company's success, so we regularly look

to our drivers for feedback and listen to their input."

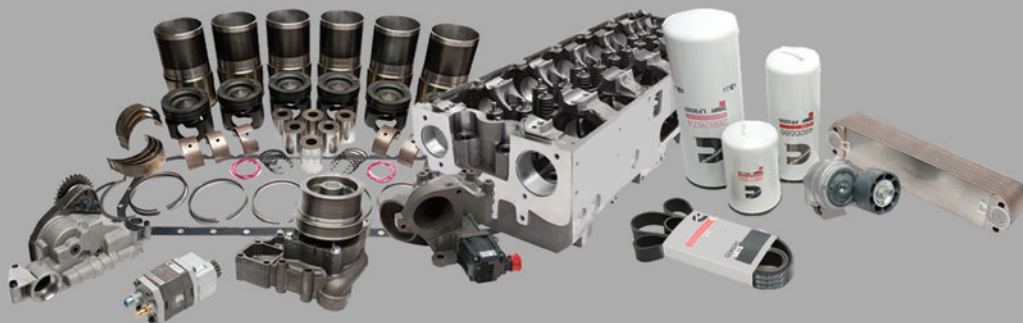
Kenworth, Volvo, Navistar and Freightliners were the manufacturers of choice for the new tractors. Initial deliveries began earlier this year and all of the new replacement tractors will be on the road by December of 2014.

REGULATIONS

One Man's Campaign to Regulate Pilot Cars

Pilot cars act as precautionary warnings of approaching wide, tall and super heavy loads. As necessary as they may be, the current regulations surrounding these vehicles are edging on half a century old. Failing to evolve alongside this ever-changing world, the laws have become outdated and adhering to current policies can even put drivers themselves in danger. In fact, pilot car operators are, perhaps unknowingly, violating current laws by simply using modern technology.

But changes are coming.



Every[™] Overhaul. Genuine.
ISX Overhaul Kit Program

Combine Parts and Save a Bundle! Up to \$1,500 in total savings.

Contact your local distributor or dealer to learn more about this promotion.

* Genuine Cummins ISX part combination may vary as long as the total cost excluding core is equal to or greater than the \$5,000 increment. Not valid with any other promotions.





One of the people working to adapt and create more efficient and sensible rules is transportation consultant James Cooper. Fueling his want for 21st-century regulations is his 30 years of various vehicular trade experiences and knowing firsthand the risks associated with hauling oversized loads.

Improving such regulations can be boiled down to three essential parts: outsider awareness, insider knowledge, and of course, to make the former two possible, changes to the system itself.

Public Awareness

No matter what changes are implemented, if the greater public is unaware of how to appropriately react to signals from a pilot car, those changes will do no good. Cooper, along with others, are working with the *Insurance Corporation of British Columbia and BC's Ministry of Transportation* to "... come up with a public awareness package that can be administered alongside driver training programs to show what an over dimensional vehicle is."

Effective Communication

Just as the public needs to increase its awareness, communication between haulers and pilot car operators is crucial for safe and successful deliveries. Cooper suggests designating a radio frequency specifically for escort-to-escort contact. Although one does not currently exist, Cooper says Industry Canada has shown interest in the idea and may consider seeking out a frequency for this type of communication.

Another step, and a major passion of Cooper's, is employing formalized

training and certification programs for pilot car operators. It would be based on similar initiations in 12 American states, and Cooper vows enacting one here would halt outstanding safety concerns while placing drivers on an even playing field. "It brings pilot operators up to speed with current regulations; how to understand weather conditions; their individual highway traffic acts or motor vehicle acts applicable to them, and any other acts they need to understand or know in order to be effective in their job without becoming a nuisance," Cooper says.

Regulation Changes


After teaching the cans and can'ts of escort vehicles, it would be time to put more power into the hands of pilot car operators. One of the ways to do so is with traffic control. Although they have no authority to run red lights, pilot car operators may be required to direct traffic. Under current law, if an operator is acting as a flag person he needs to set up upwards of 13 signs, markers and other devices. Redefining the role and equipping his truck with a deployable stop sign similar to those found on school buses, means the driver can remain in his vehicle throughout the process—decreasing the possibilities of road collisions.

Another law set to be updated, in Cooper's opinion, are the preceding and following distances. Present regulations dictate escort vehicles are to be no greater than 500 meters ahead and no closer than 100 behind. Yet, Cooper says such figures don't work with our roads today saying it's not effective in roads that wind, have tunnels or other obstructions and is not feasible in urban environments.

"Everyone will Benefit"


"The motoring public will benefit, the escort vehicle operators will benefit," Cooper says of impending regulation changes. "It will put some teeth into the escort vehicles so the load just doesn't ignore them and carry on down the road regardless of where they are or what they say."

— Stephanie Young



Diesel

Price Watch




CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	153.9	0.0	135.4
VANCOUVER *	147.9	1.8	103.2
VICTORIA	140.7	-0.8	103.8
PRINCE GEORGE	145.2	-1.5	111.6
KAMLOOPS	140.2	-0.4	106.8
KELOWNA	138.1	-1.2	104.9
FORT ST. JOHN	145.5	-2.6	111.9
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	130.2	-0.5	111.0
RED DEER	130.3	-1.0	111.1
EDMONTON	127.3	-2.5	108.2
LETHBRIDGE	131.9	-3.0	112.6
LOYDMINSTER	137.9	0.5	118.3
REGINA *	133.1	-2.2	107.8
SASKATOON	136.9	-1.2	111.4
PRINCE ALBERT	136.9	0.0	111.4
WINNIPEG *	134.3	-2.8	109.9
BRANDON	135.7	-0.8	111.2
TORONTO *	131.3	-0.5	97.9
OTTAWA	133.6	-1.3	99.9
KINGSTON	131.3	-1.0	97.9
PETERBOROUGH	128.0	-1.0	95.0
WINDSOR	128.0	-0.2	95.0
LONDON	129.2	-0.8	96.1
SUDBURY	136.7	-1.4	102.6
SAULT STE MARIE	134.9	-2.8	101.1
THUNDER BAY	141.5	-2.5	106.9
NORTH BAY	134.9	-1.5	101.1
TIMMINS	139.8	0.0	105.4
HAMILTON	133.1	-0.8	99.5
ST. CATHARINES	131.6	-0.6	98.2
MONTRÉAL *	142.5	2.1	99.7
QUÉBEC	140.1	-0.3	97.6
SHERBROOKE	138.4	-0.2	96.2
GASPÉ	139.9	-2.0	101.3
CHICOUTIMI	137.2	-0.8	98.9
RIMOUSKI	138.7	-0.6	98.4
TROIS RIVIÈRES	139.2	0.5	96.8
DRUMMONDVILLE	139.9	1.0	97.5
VAL D'OR	137.2	-0.3	98.9
SAINT JOHN *	135.2	-2.1	96.4
FREDERICTON	135.8	-2.0	97.0
MONCTON	136.0	-2.1	97.1
BATHURST	134.9	-3.3	96.2
EDMUNDSTON	136.4	-2.3	97.5
MIRAMICHI	137.1	-2.0	98.1
CAMPBELLTON	136.6	-2.0	97.7
SUSSEX	134.4	-3.3	95.7
WOODSTOCK	138.1	-2.0	99.0
HALIFAX *	131.7	-2.3	95.1
SYDNEY	135.7	-1.3	98.6
YARMOUTH	134.4	-2.5	97.4
TRURO	133.2	-2.3	96.5
KENTVILLE	131.7	-2.8	95.1
NEW GLASGOW	133.9	-2.3	97.0
CHARLOTTETOWN *	141.6	0.0	100.0
ST JOHN'S *	137.3	-2.0	101.0
GANDER	136.8	-2.0	100.6
LABRADOR CITY	150.3	-2.0	112.5
CORNER BROOK	138.0	-2.0	101.6
CANADA AVERAGE (V)	135.6	-0.2	103.3


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

HIGH PERFORMANCE ENGINE OILS

total-lub.ca



DO MORE WITH LESS
EFFICIENCY, PERFORMANCE & TECHNOLOGY



**“I KNOW
THE TECHNICIANS WHO
WORK ON MY
TRUCKS AND THE
QUALITY OF THEIR WORK.”**

**JOHN TAYLOR
TERMINAL MANAGER, WATKINS & SHEPARD**



WHO DO YOU TRUST WITH YOUR TRUCK?

Do you know who's training the techs working on your truck? Elite SupportSM Certified dealerships receive ongoing instruction from the experts at Freightliner and Western Star. Our industry-leading training is just one of the ways we maximize your vehicle's uptime. Trust your truck to Elite Support.

Visit EliteSupportNetwork.com to find the nearest location.



Experience a Higher Standard.

SUPPLIERS

Why Trison Tarps Tripled

Brantford-based tarp manufacturers Trison Tarps Inc. have been around for nine years and have already expanded three times. The family-run business, named Trison after Paul Vandenberg's three sons, recently moved to a newly built, more spacious building located at 33 Kippax Court, a 48,000 sq. ft. facility featuring seven drive-thru bays and a 2,500 sq. ft. showroom.

Vandenberg founded the tarp business in 2005 with his three sons and initially operated out of an 8,500 sq. ft. facility with two service bays, but it wasn't long until the business outgrew the place. In the nine years that passed, they've expanded that facility twice, and finally had to move to the new location.

The key to their success?

The one-on-one contact.

Vandenberg explains that to distinguish yourself in the tarp business, you have to give it a personal touch: speak to people to understand their needs.

And while most people give lip service to customer service, a trip around Trison's facility will show that Vandenberg, his three sons and employees live by their company slogan: "Where Customer Service Excels!"

On tour of their open house in May, *Today's Trucking* saw the Trison team come together to carefully make the tarps, stencil out and paint on the lettering on the tarps.

All the tarps are made in-house out of the new facility. They also build headache racks, aluminum storage boxes, cable systems, cargo equipment, chains and binders, rolling systems and other related products.

Vandenberg comments: "We are not a large company and I like the one-to-one contact with people we have here. I like to personally welcome truckers to our shop whenever I can."

"We are here to focus on customer service and we treat all of our customers with respect, whether they are a big fleet or an owner-operator," Vandenberg says.

COMPETITION

How Truckers Create Verbs

When Federal Express changed their name to FedEx, they did so with the intention of becoming a household verb. 'We'll FedEx it to you' has since become standard shipping and freighting lingo.

It appears Canadian freighter Purolator wants to do the same in FedEx's own territory after doing it in Canada.

Long Island Business News has released its yearly Outstanding CEOs list, and among them is Purolator International President John Costanzo. The accolade signals a quietly astonishing traction gain in the western hemisphere's biggest market: America.

Costanzo joined the Canadian shipping corporation in 2001 after spending four years as TNT USA Inc.'s president. When he first started at Purolator, the corporation



John Costanzo

had a small presence in the U.S. with just three fledgling branch operations in the country. Today, that number has grown to 30 branch operations in the U.S., reaching all four corners of the nation. Twenty of those 30 new branch ops have come since 2010, an extraordinary growth success of 200 percent in just four years.

That expansion has led to a doubling in sales and more than 30 percent increase in profits since 2010. According to Costanzo, the success comes from the Express delivery service here in Canada, Freight Forwarding and LTL services, and 2013's introduction of PuroPost, a new consumer parcel delivery service.

In recognition of the rapid growth, Supply Chain Brain magazine recently named Purolator International to its "Top 100 Great Supply Chain Partners" list.



Tired of waiting to get paid?

We pay you cash for your invoices in 24 hours!

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

New customized pricing

No start up fee required

Fuel Card services available

Dispatch software available

For more information call

1-800-263-0664 or email

Canadasales@jdfactors.com



J D Factors

J D Factors Corporation

315 Matheson Blvd. East

Mississauga, ON L4Z 1X8

www.jdfactors.com

Tougher lamps

from the world leader
in lighting innovation.

The ultimate replacement for conventional sealed beam technology.

- **Durable:** Impact resistant lens protects against damage
- **Long-lasting:** Long life reduces maintenance time
- **Rugged:** LED design unaffected by shock and vibration
- **Exceptional:** Bright, white light that's close to daylight (5600K)

Talk to your local GE sales representative for more information
on GE NIGHTHAWK™ LED lamps.



NIGHTHAWK™
LED

Heard on the Street

Happy Birthday, Hino

Forty years ago, Tokyo-based **Hino Motors** brought their light and medium-duty commercial trucks into the Canadian truck market. The company will celebrate its 40th anniversary later in the year at a gala event.



Arrow's New Sharp Shooters

The Road Today Truck show at the Soccer Centre in Brampton had the best weather of the year and it was also a good time for **Arrow Truck Sales'** newest reps **Tiffany Zagrodnik** and **Tejbier Dhillon** to make their trade-show debut. Zagrodnik, 23, had already sold one rig and Dhillon was a driver for 17 years before moving into sales.

New Brass at DCT Chambers

John Huntley has been promoted to vice president at **DCT Chambers Trucking Ltd.**, and **Ryan Chambers** has been named general manager, according to company president **David Chambers**. Huntley's background, experience, and track record — he joined DCT early in 1988 — provide for corporate direction for the existing operations and for managing growth, Chambers says.

Ryan Chambers had first-hand knowledge of the company gained from literally growing up in the business, then married that with a Bachelor of Commerce degree from the University of Victoria. He has managed the **Glen Transport Division** and acted as assistant general manager for the organization.

Founded in 1964 and still family owned, DCT Chambers specializes in transport services for the forest products industry and more recently, mining, chemicals, petroleum, and construction materials.

Meritor Makes Components and Money

OEM component supplier **Meritor** has posted profits through the first two fiscal quarters this year after 2013 resulted in losses. Overall, sales were up \$54 million compared to the same period in 2013 — a six-percent sales gain, bumping the sales total to \$962 million. The increased revenue produced a \$1-million net profit through the first half of the year. The increase was primarily due to higher commercial truck production in North America and Europe, according to the company. Meritor Chairman, CEO and President **Ike Evans** expects profits to continue climbing.

Volvo Centralizes Distribution

Volvo is building a one-million-square-foot parts distribution center in Byhalia, Mississippi, to support its **Mack**, **Volvo** and **UD** truck brands, as well as the **Volvo Construction Equipment** brand and **Volvo Penta** marine business. The new location will be close by logistics hubs to allow for export to other regions and will improve delivery performance and efficiency for dealers and customers, according to Volvo.

The new facility will employ about 250 people.

TransForce Buys US Carrier for \$310M

TransForce has struck a US\$310-million deal to buy Minnesota-based **Transport America Inc.**, a truck-load carrier in the United States. Transport America's network includes 12 terminals located throughout the United States with more than 2,000 staff and independent contractors. Transport America operates about 1,500 tractors and 4,400 trailers.

The acquisition is expected to bring in about US\$350 million a year in revenues for TransForce.



April 16-18, 2015

Place Bonaventure • Montreal, QC, Canada



**The Meeting Place
for Canada's
Trucking Industry**

- ▶ See more than 225,000 sq ft of new trucks, trailers and equipment
- ▶ New Products

Endorsed by:



Association du
Camionnage du
Québec



Canadian Trucking Alliance
Alliance Canadienne du Camionnage

www.expocam.ca

logbook2014

July

5 - 6

Silver Willow Classic Country Cruisin'

Mansfield, ON

Website: www.silverwillowclassic.com

5 - 6

Big Rig Weekend

Chilliwack, B.C.

Website: www.pro-truckermagazine.com/big-rig-weekends

10 - 12

Walcott Truckers Jamboree

Walcott, IA

Website: www.iowa80truckstop.com/trucker-jamboree

25 - 27

Fergus Truck Show

Fergus, ON

Website: www.fergustruckshow.com

31 - Aug 3

Rodeo Du Camion

Notre-Dame-du-Nord, QC

Website: www.elrodeo.com

August

16 - 17

Big Rig Weekend

Red Deer, AB

Website: www.pro-truckermagazine.com

20

Saskatchewan Trucking Association's Annual Golf Tournament

Regina, SK

Website: www.sasktrucking.com

21 - 23

Great American Trucking Show

Dallas, TX

Website: www.gatsonline.com

Mercy's Sakes You've Got Yourself Some Convoys

There's probably a WORLD'S LARGEST TRUCK CONVOY FOR SPECIAL OLYMPICS near you. Here's your guide to when these good-hearted events head out:



September 13

(Manitoba)

Convoy leaves from Oak Bluff Recreation Centre, Oak Bluff, MB • www.trucking.mb.ca

(Ontario)

Ontario's Paris Fairgrounds - Paris, ON • www.truckconvoy.ca

(Saskatchewan)

Runs from The Credit Union Centre in Saskatoon to The Turvey Centre in Regina • www.specialolympics.sk.ca

September 20

Photo Credit: Sean Fisher / Convoy 2013 • Nova Scotia

(Alberta)

Grande Prairie, AB
www.albertatorchrun.ca

(Alberta)

Calgary, AB
www.albertatorchrun.ca

(Nova Scotia)

CFB Shearwater, NS
www.truckconvoys.ca/convoy-2014

21

Atlantic Provinces Trucking Association's Annual Golf Tournament

Lakeside/Moncton, NB

Website: www.apta.ca

September

10

AMTA Best Ball Tournament

Sylvan Lake, AB

Website: www.amta.ca

10

BCTA - 24th Annual Golf Tournament

Meadow Gardens Golf Club - Pitt Meadows, BC

Website: www.bctrucking.com

Get in the Game!

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

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

Trending

THE BEST FROM
Today's Trucking.com

What's Tweetin'?

10,000 Followers and Counting... On You

On June 3, the **TODAY'S TRUCKING** Twitter odometer clicked over the 10K mark. Dedicated to providing practical bite-sized RIG-Positive information, we hope to continue growing and sewing prosperity, that is.

A SAMPLE OF TWEETS AND RETWEETS FROM THE PAST 30 DAYS.

@rustyw

T-storm Warning for Cedar, Madison, Pierce, Stanton, Wayne until 3pm for 70mph wind, 1.5" hail. Moving SE at 40 mph. pic.twitter.com/k7oeMefX06.

@schneiderjobs

Schneider is looking for an OTR Truck Driver - Class A CDL in Galveston, TX. Are you a fit for this #job?

@WillsonInt

'Short cuts' taken by #Canadian drivers actually add 50 per cent to #travel time, report finds.

@Todaystrucking

Get ready to be pulled over #truckers, it's blitz week: <http://www.todaystrucking.com/get-ready-for-blitz-week>.

@Todaystrucking

Dalmazzi of Trucks 4 Change: There's a whole generation of millennial customers out there and they will want to know what you're doing before they buy.

@Todaystrucking

Dalmazzi of T4C: "You want customers who love you so much they can't wait to tell other people about you." They're called Ravers.

@Todaystrucking

Dalmazzi: Top-5 Gen Y Workplace Values: Collaborative workplace; work/life integration, own boss, flexible schedules and improving the world.

FOLLOW US @
todaystrucking

Why "LIKE" Today's Trucking On Facebook?



Hats "On" to Our Readers

Every month, the first 10 readers to ID a mystery photo in our magazine get a free **Today's Trucking** cap. The other day, a correct answer arrived via email and the winner lived AROUND THE CORNER from our office. So we delivered the hat in person. To our delight, the woman who answered the door, **Lynn Beal**, didn't realize her husband **Bob** had entered the contest. When we showed her the magazine and contest page, she too guessed the right answer. Both Bob and Lynn work for **XTL Transport**. A win-win-win situation. We really appreciate our readers' support. Thanks Lynn and Bob and XTL. Here's Lynn with her new hat and our Contributing Editor **Teona Baetu** proudly sporting hers!

From Pete's Blog&Grille

Yesterday, I learned that the **Boy Scouts of Canada** have deemed next week—April 26th to May 4th—**Good Turn Week**.

What a great idea with a no-nonsense title and no further splainin' required.

I think truckers and truck drivers should own Good Turn Week. There's already tons of good-deed doers among my magazine's readers; and goodness knows you make a lot of turns—right ones, left ones, tight ones, U-ones.

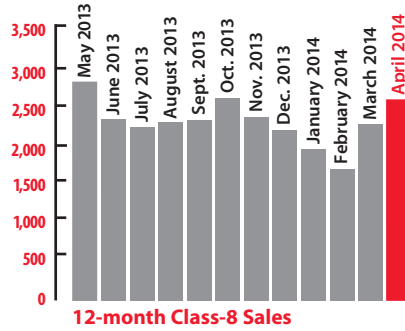
I say we all feel better by making our turns next week extra good. I promise if I see you at Timmie's I'm going to make myself feel great by ponying up for your double double. Scouts Honor.



Canada – Truck Sales Index

April 2014

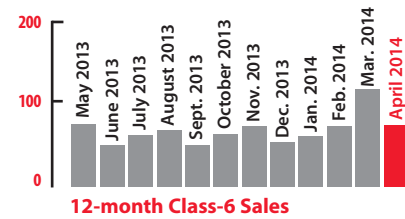
CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	660	2043	2335	24.3%	26.4%
Kenworth	405	1378	1732	16.4%	19.6%
Peterbilt	338	1227	1223	14.6%	13.8%
International	364	1205	1276	14.3%	14.4%
Volvo	410	1196	963	14.2%	10.9%
Mack	251	683	611	8.1%	6.9%
Western Star	159	674	695	8.0%	7.9%
TOTAL	2587	8406	8835	100.0%	100.0%



CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	57	318	244	28.9%	25.8%
International	80	247	198	22.5%	20.9%
Kenworth	65	201	175	18.3%	18.5%
Peterbilt	74	201	175	18.3%	18.5%
Hino Canada	19	133	154	12.1%	16.3%
TOTAL	295	1100	946	100.0%	100.0%



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	26	121	99	40.3%	36.4%
Hino Canada	23	93	92	31.0%	33.8%
International	20	86	70	28.7%	25.7%
Peterbilt	0	0	11	0.0%	4.0%
TOTAL	69	300	272	100.0%	100.0%



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino Canada	53	267	367	60.5%	65.1%
International	47	141	147	32.0%	26.1%
Mitsubishi Fuso	11	28	40	6.3%	7.1%
Kenworth	1	5	0	1.1%	0.0%
Peterbilt	0	0	3	0.0%	0.5%
Freightliner	0	0	7	0.0%	1.2%
TOTAL	112	441	564	100.0%	100.0%



www.easterncanada.cummins.com



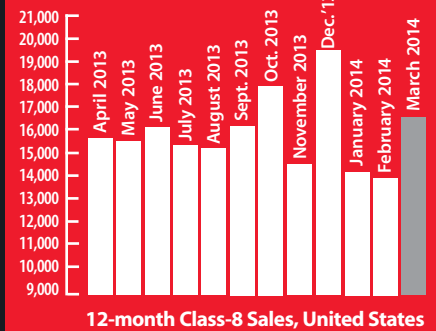
www.westerncanada.cummins.com



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

U.S. – Retail Truck Sales*

CLASS 8	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%
TOTAL	16,452	44,547	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	49	92	20	41	327	94	34	0	0	3	660
Kenworth	44	138	39	0	66	106	12	0	0	0	405
Peterbilt	36	129	36	12	58	46	19	2	0	0	338
International	11	48	6	18	180	66	22	11	1	1	364
Volvo	50	85	8	33	124	88	17	5	0	0	410
Mack	12	50	16	5	129	30	2	3	0	4	251
Western Star	30	54	3	6	27	24	5	8	0	2	159
TOTAL	232	596	128	115	911	454	111	29	1	10	2587
YTD 2014	878	1983	441	363	2926	1362	308	100	9	36	8406

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

*U.S. Truck sales numbers were not available in time for print. We apologize for any inconvenience. Please check todaystrucking.com for updates.

INTRODUCING DEFENDER

**KNOCK OUT
CORROSION
WITH
DEFENDER.**

10 YEAR*
GUARANTEE



NEW! DEFENDER System



Exclusive advances in modular harness technology make Defender virtually impervious to moisture and corrosion.

Backed by an amazing 10-year guarantee, the new Defender is the toughest modular harness/lighting system in the world. Maxi-Seal's exclusive Power Seal Technology® and Peterson's Piranha® LED lighting fortifies the system against moisture intrusion. Billions of test miles proved it. Give corrosion the beat down it deserves. **FIGHT BACK WITH DEFENDER.**



PETERSON
Solutions on The Move

ISO 9001:2008

**Full details on request.*

4200 E. 135th Street | Grandview, MO 64030 | 816-765-2000 | www.pmlights.com



Radar Detecting

Taxes *What You Need To Know About American State Tax Nexus.*

By Frank Casciaro and Holly Haber

It's no secret that since the financial market meltdown of 2008, state governments have been looking to increase revenues by stepping up efforts to find non-compliant domestic and foreign taxpayers through state tax nexus requirements. If a company is deemed to have nexus in a given state, it is required to file tax returns and pay taxes in that state.

The problem: most of these taxpayers are not aware of this. This is particularly true for trucking companies that drive through several states to pick up and drop off their shipments.

Here's what you need to know about state nexus and what you can do to be compliant to avoid paying costly penalties and even being denied entry into a state.

What is Nexus?

Loosely defined, nexus is a connection. From a state-tax perspective, nexus refers to the type and frequency of connections an out-of-state company has in a state. Every state has different rules and requirements as to what creates a connection within the state. Some states are more aggressive than others and could involve something as simple as having their listing in a local telephone book or having a business meeting in that state.

For Canadian trucking companies, simply driving through a state to get to a final destination may create

state nexus. If you've been filing fuel tax reports, then you're already on the radar of what have come to be known as "nexus squads."

Revenue Miles

When it comes to trucking companies, most states are looking not at where sales are made but rather revenue miles, or where their miles are driven in order to create revenue. For example, if you drive through New York to deliver a shipment to Virginia, a portion of that revenue will be allocated to New York based on the number of miles driven through New York to make that delivery. Again, whether or not your revenue miles are considered depends on the state. For example, most states provide a "minimum highway use" threshold that must be met before nexus is established and two-thirds of states deem nexus is created by trucks passing through on a "regular basis," however, most states do not define "regular basis."

How do I determine my Nexus?

The Multi State Tax Commission (MTC), which is the state tax agency that administers tax laws applicable to multistate businesses, provides guidelines regarding the minimum level of activity that would create state nexus:

- Owning or renting any real or personal property in the state;



- Making any pickups or deliveries within the state;
- Traveling more than 25,000 miles per year in the state, provided the miles do not exceed three percent of the total miles driven;
- Having more than 12 trips per year into the specific state.

Using your fuel tax reports, you can use the above guidelines to determine which states you might have nexus in.

What you risk by not being in compliance

Failure to file state tax returns can result in delay of goods, seizure of cargo and equipment, and penalties and interest based on the balance owing, which can also vary from state to state.

In a few states, when nexus is established, it may create Use Tax obligations for the use of

trucks making deliveries in the state.

Bottom line: You should understand the nexus requirements in each of the states you travel through and do business in, so that you can avoid the consequences of non-compliance. For companies that may have unknowingly had state tax exposure in the past, there may be amnesty programs that may alleviate charges and interest. Speak with a tax advisor about what the next step should be for your company. TT

Frank Casciaro is a Manager in Fuller Landau's Transportation practice group. He can be reached at (416) 645-6586 or by email at fcasciaro@fullerlandau.com.

Holly Haber is a Tax Specialist in Fuller Landau's Transportation practice group. Holly can be reached at (416) 645-6525 or by email at hhaber@fullerlandau.com.

TRUCK OF THE MONTH CLUB

LIKE NO OTHER IN THE WORLD

PACIFIC TRUCKS: A heavy-lifting long-lasting, 100-percent-Canadian unsung success story.



A lot of folks out there don't even know about the Pacific Truck & Trailer company," Scott McKenzie tells us. McKenzie is the president, founder and website keeper for the Pacific Truck Club, based out of his home in Prince George, B.C.

"Well, it's not really a club; there's no dues or anything. It's just a couple of guys who like these trucks."

Love, more like.

The trucks McKenzie is talking about are Pacifics.

On our cover is a '51 Pacific EMOD, carefully restored by **Bruce Adams** of the Nanaimo suburb, Cedar, B.C.

Like the lion's share of the 2,300 Pacifics that came off the assembly line, Adams' rig did various heavy-lifting roles around the forestry business. It was—in turns—a log truck, a gravel truck and a fire tanker truck in the hands of Western Forest Industries.

Adams is now in the maintenance department of Island Pacific Logging, which operates about 80 rigs, most of them on-highway but 18 are off-highway, and that fleet includes a few Pacific P-16s. Adams says they've replaced the original Cummins engines with Cat C-15s.

If you're also thinking, that truck looks familiar, you'd be right. It resembles a Hayes.

And that's where this company came from. Pacific was founded in 1947 by three ex-Hayes men, Claude Thick, Vic Barclay and Mac Billingsley. So it's easy to spot the Hayes fingerprint.

"Like no other truck in the world," Pacific claimed; each unit took two months to build.

The first Pacific went to the Bowater Pulp and Paper Company in Newfoundland. Then, over the next few years, the Pacific reputation spanned the globe. In 1954, six trucks were shipped to New Zealand and put to work in that country's forest industry.

Between 1947 and 1967, the Pacific Truck & Trailer story was one of expansion, one carefully hand-built rig after another, many destined for on-island logging jobs.

And for almost 10 years, Pacific didn't touch the original styling. In the mid-50s, Pacific softened some of the lines, but from day one, the Pacifics maintained their rugged lines and ready-for-anything heft.

Many Pacifics never even saw a license plate. These are mountain-goat trucks.

Adams estimates his EMOD's top end on the highway would be about 60 km/h.

In 1970, International Harvester purchased Pacific trucks. The next decade was very good for Pacific. They found jobs in Swaziland, Tasmania, North Borneo, Philippines, Hawaii, India, Africa, Malaysia and all over North America. They worked forestry, construction and the oil fields.

One fleet of P-12-W3 Pacifics served a coal mine in Idaho. Typical of the breed, they ran Detroit Diesel 16V-71T 615 hp power plants pulling three bottom dump trailers with a total weight of 250k tons.

In 1981, International sold Pacific to the Singapore-based parts company Inchcape Berhad. The very last production-line Pacific truck rolled off the assembly line in 1991.

Inchape eventually sold off Pacific to Oklahoma-based Crane Carriers and in 2002, Coast Power Train of New Westminster, B.C., purchased the rights and templates for Pacific trucks parts and components.

So, as McKenzie says, it's still not only possible to obtain parts for a Pacific, he adds, "in fact you could probably buy the entire truck piece by piece; it'd be expensive but you could do it."

If you would, on the other hand, like to just go look at, feel and get a sense of the great legacy of these trucks, why not visit the Cache Creek Working Truck Show, in Central British Columbia? The show runs July 26th & 27th.

— **By Peter Carter**



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

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

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



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



3 asy Ways

to Prevent Cargo Securement Violations

Knowing what roadside inspectors are finding can help tighten up your operation, and save you fines and points.



The number of chains or straps required depends on the weight and length of the article being secured.

By Jim Park

What you don't know will hurt you. That bit of generally good advice can be applied to things like bull fighting, firearms and cooking. And cargo securement too, it seems.

For years, the most pervasive law governing cargo securement was good old-fashioned common sense. That's no longer good enough, and in fact may cause you even more problems. What may seem intuitive to most could be an infraction to the trained eye of an inspector. It's as often incorrect procedures that will get you into trouble as inadequate tools.

Regulations governing cargo securement are among the most complex of all the rules we have to follow. In many cases, specific rules govern specific types of cargo. And where no specific rules can be made to apply, inspectors refer to a combination of several other rules that your best efforts will be judged against at roadside—or sometimes, it seems, they just make up the rules as they go. Flat-decking is nerve-wracking.

In all of 2012, Commercial Vehicle Safety Alliance (CVSA) inspectors conducted about two million vehicle inspections across North America. In the cargo-securement sphere, the most common violation found during roadside inspections was “failure to prevent shifting cargo” which accounted for 16,345 citations and a corresponding number of points added to fleets' safety scores.

Next was “leaking/spilling/blowing/falling cargo” with 10,872 charges. With fines ranging from \$250 to over \$400 per violation, something in the order of \$8.8 million in fines (an estimate using averages) was paid by fleets and drivers.

“Those two cover a multitude of sins,” says Will Schaefer, director of vehicle programs at CVSA. “They are easy for an inspector to spot, and while the officer could get specific about a citation, failure to prevent shifting cargo generally implies the driver hasn't taken all the steps necessary to properly secure an article of cargo. The other is often related to loose material on the deck of a trailer or cargo box, or material blowing out of the top of a dump box with poor tarps.”

So, those are the two one-size-fits-all citations that will get a driver just about every time. But Schaefer also shared the remaining three most-commonly cited violations in North America. Other violations might top a different list drawn up in northern Alberta where a lot of heavy equipment is hauled around, or in central New Brunswick where logging predominates.



Check Your Cargo Securement IQ

Staying compliant means having an excellent understanding of the regulations as well as cargo securement equipment that is up to the task. This great-looking load (above) could be placed out-of-service for cargo securement violations. How many can you spot? (See the answer on page 52)

Loose dunnage can be considered insecure cargo.

In Ontario, anything secured to the truck with bungee cords is also considered insecure, and will cost you \$390. ▶



THESE THREE WILL GET YOU ALMOST EVERY TIME

1 Damaged Securement Systems

(13,151 violations in 2012) • 49 CFR 393.104(b) & NSC Sec. 4, subsection 1-3

“The statistics tell us that damaged or defective tie-downs, loose or unfastened tie-downs, and simply not having the required number of tie-downs are the most common violations we find at roadside,” says Keith Kerns, an investigator with the Public Utilities Commission of Ohio and a member of CVSA’s International Safety Team.

Damaged straps could be downgraded or zero-rated, depending on the extent of the damage, as determined by the strapping defect table in CVSA’s Out-of-Service Criteria handbook. This issue dovetails with item 3 below, failure to meet minimum tie-down requirements.

2 Loose/unfastened tie-downs

(8,036 violations) • 49 CFR 393.104(f)(3) & NSC Sec. 4, subsection 3 and Sec. 19, subsection 1-5

Regulations in both countries are specific about the driver’s obligation to maintain tension on cargo securement devices. This usually involves an inspection shortly after getting under way, and regular checks throughout the trip to ensure nothing has moved or worked loose. It’s important to load cargo so that no gaps exist between items that could close up as cargo shifts with movement of the truck.

The regulation requires cargo to be braced against another bit of cargo, so there’s a possible citation there if it hasn’t been loaded properly. As well, gaps can close causing straps and chains to loosen. Chain binders are required to be secured to prevent them from opening.

3 Failure to meet minimum tie-down requirements

(2,531 violations) • 49 CFR 393.110 & NSC Div. 4, Sec. 22 subsection 1-4

“The biggest issues related specifically to drivers are calculating the weight of the cargo plus any length requirements that might exist when determining the correct number of tie-downs required,” Kerns says.

He points out, for example, a 5/16-in. grade-70 transport chain has a working load limit (WLL) of 4,700 pounds, but if it’s not marked as such, or the markings are not legible, an inspector in the U.S. would downgrade it to the equivalent of Grade 30 chain, which has a WLL of just 1,900 lb.

In Canada, a rule change in January 2010 zeroes out unmarked securement devices as well as ones with illegible markings. If a driver correctly calculates the aggregate working load limits but uses sub-standard, un- or under-rated equipment, he or she could still be cited, because the WLL might be below minimums. That could result in one of several citations being issued, such as damaged securement systems, insufficient tie-downs or even cargo not immobilized or secured.

“When using chains with binders and hooks, the ‘weakest link’

theory applies,” says Kerns. “The component with the lowest WLL in the assembly dictates the strength of the device. If you have a 4,700-lb chain with a 3,000-lb hook, the chain is only as good as the hook.”

Similarly, unmarked webbed cargo straps in good condition are minimum-rated at 1,000 lb WLL per inch of width south of the border. A properly marked 4-in. strap could be rated as high as 5,400 lb. If that 5,400-lb strap were downgraded to 4,000 lb because the label or marking was missing or not legible, or zeroed right out of the calculation as it would be in Canada—as if the strap wasn’t even there—the driver could come up short in meeting the minimum aggregate WLL for the cargo.

Bungee Jumping

Bungee straps, or rubber tarp straps, are a contentious issue in some jurisdictions—especially Ontario. Bungees have come up for discussion at several meetings of CVSA’s North American Cargo Securement Harmonization Public Forums. In December 2012, CVSA’s Vehicle Committee adopted the recommendation of the Forum and it was approved by CVSA Executive.

So, can a bungee cord or tarp strap be used as a primary means of securing an article of cargo and does it need to be rated and marked with a working load limit? Here’s CVSA’s take on the matter: Bungee cords and tarp straps are not suitable for use as tiedowns, and are equally unsuited to having an assigned working load limit. There is no intention to prohibit the use of these devices as supplementary restraint for light weight cargo and equipment.

The key word is supplementary. It means additional or extra, or enhancing. It doesn’t mean only. For years, drivers have used bungee cords to secure items like oil jugs, shovels, bags of salt etc. to their trucks. But some jurisdictions, Ontario in particular, view that stuff as unsecured cargo, even if bungees are used. In other words, if you use a bungee as well as a cargo strap to hold the shovel in place, fine. Bungee cords alone will net you a ticket for \$390.

There are tons of little traps in cargo securement. Things like not inspecting your equipment for wear or degradation can catch you high and dry at a scale. A strap or chain may be perfectly good, but if it’s not marked, or the marking has worn off, it’s worth nothing. Mathematically, taking one device out of your cargo securement calculations means you now have an unsecured load. And you’re not going anywhere until the problem is resolved. **TT**

The driver has to consider the length as well as the weight of the article(s) of cargo and use the correct number of proper tie-downs.

“We’re looking for a minimum of one strap for every 10 feet and fraction thereof in length, with a minimum of two tie-downs for anything longer than five feet,” says Kerns. “For example, an article that is 21 feet long and up against a header board would need a minimum of three straps based on its length and position on the trailer. If it’s not against a header board or in contact with the cargo in front of it, it would need one additional strap. Drivers used to call this the penalty strap.”

Kerns stressed that even if it were just 10 ft 1 in. in length, it would require an additional strap to satisfy the length requirements, as above.



REAL STAND-UP GUYS: UPS's trademark vehicle was invented by two New Yorkers, Walter Heingartner and Jimmy Olson, and a German, Jake Swirbul, one of the founders of Grumman Aircraft. The trucks often run for 20 years or more.

By Peter Carter

Time was, fuel efficiency simply didn't matter much to fleets that mostly ran around town.

Stopping and starting — whether you were delivering flowers, Pepsi or magazines — always drank a lot of fuel. Many smaller operators didn't even bother to track miles per gallons or liters per 100 km.

Not no more.

Medium-duty delivery trucks? Meet \$4-a-gallon diesel.

One fleet with tons of experience in this field is UPS. You would be hard pressed to find a company more enthusiastically pursuing efficiency than Big Brown. After all, this is a company that has determined that its no-left turns policy across North America has saved almost 40 million liters of gasoline and diesel over the last 10 years.

Running more than 3,000 vehicles of all sizes—34 percent of them are propane powered, UPS Canada operates what it calls a “rolling laboratory.”

UPS is constantly monitoring its fleet to find new ways of using alternative fuel/advanced technology to learn about how new technologies and advancements can be adapted. One result: At last count, Big Brown was running more than 3,150 alternative-fuel and advanced technology vehicles in nine different countries.

Today's Trucking asked **UPS** to distill its fuel-saving philosophy into three bite-sized ideas:

Shavi

■ **Plan your route and track performance.** When planning any trip, consider the best way to get to the locations without backtracking. UPS has created a proprietary system of telematics that combines information about the behavioral with mechanical variables that affect fuel efficiency. UPS matches routes to vehicles that get better mileage at the speeds the route requires. Routes are also designed to have the minimum number of stops and starts and still be on time.

UPS also uses package-flow technologies designed to load the vans more effectively, again minimizing the time it takes a driver to find the right package and be ready to deliver it quickly. In effect, fuel efficiency starts even before the engine is turned on. This translates into fewer miles traveled, which conserves fuel and reduces emissions.

■ **Avoid left turns.** For decades, UPS route planners have designed routes based on a loop of predominantly right-hand turns. Avoiding left turns conserves fuel and reduces emissions because it reduces the amount of time spent idling waiting to



How medium duty fleets and truck builders are facing down the high cost of fuel.

In the meantime, one example of how a medium-duty builder is embracing fuel efficiency is **Hino's** new 195h, a diesel-electric hybrid. They're calling this cabover a "Canadian" spec. It combines a 5.1-liter, 210-hp., turbo-charged diesel with a battery-powered electric traction motor that helps the diesel along during acceleration. The diesel also shuts down when the truck is stopped.

Hino says its new diesel-electric hybrid-system power-control unit is the world's first hybrid-control system that continuously communicates with the ECU to evaluate driving and road conditions, and thus optimizing fuel economy and preference.

And right there in front of the driver sits a little green eco-lamp that tells the operator when he's running as efficiently as possible.

Going grille-to-grille with Hino is **Isuzu**, which has launched a similarly fuel-miserly NPR ECO-MAX. The 12,000-lb. GVWR low-cab-forward is powered by Isuzu's 150-hp, 282 lb-ft torque 4JJ1-TC diesel.

Isuzu asserts that the ECO-MAX achieves up to 20-percent better fuel economy than its predecessor.

The OEM also claims that their new N-Series truck spec'd with the 4HK1-TC engines will attain eight-percent better fuel

economy than previous generation models.

Another way to improve fuel economy is with a bigger payload. As Navistar's Elissa Maurer points out, "a truck is more profitable the more cargo it carries, which is why spec'ing a truck to reduce vehicle weight in order to maximize payload capacity can optimize fuel economy."

Mitsubishi-Fuso's new Canter FE130 model boosts gross vehicle weight rating and body/payload capacity by 700 lb over the previous FE125 model.

The higher capacity is the OEM's response to customers who said they liked the fact that last year, Mitsubishi-Fuso increased the FE125's wheelbase but now wanted more payload.

Says Mitsubishi-Fuso President and CEO Todd Bloom, "Engineers looked at the chassis and determined that no changes were needed to approve the higher GVW and payload. So they approved a higher rating and named it FE130, for its 13,200-pound rating."

ng Fuel

turn left. It is also a lot safer. (UPS actually encourages employees and other road users to avoid lefts, too.).

■ **Use the vehicle with the best mileage.** Through UPS's own modal shifting, UPS tries to match the vehicle to the needs of the routes. And it's that last one—choosing the right truck—that is the jumping-in point for medium-duty truck manufacturers. Like Big Brown, they're all racing each other toward more fuel-efficient and application-specific technologies.

When it comes to fuel-efficiencies, one of the advantages medium-duty trucks have over their larger brethren is that they don't go too far from home. And neither do they have to go very fast.

What that means is, the medium-duty field is often a fertile ground for hybrid technologies or new fuels. Trucks that come back to base every night can more easily adopt alt fuels that face infrastructure barriers such as LNG or propane. Down the road, fleets will be looking at electric trucks that will need overnight recharging.

Buy, Sell, Prosper

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

The image displays two representations of the 'Truck and Trailer' brand. On the left is a magazine cover for the October 2013 issue, featuring advertisements for 'LCS Load Covering Solutions Ltd. CANADA' and 'the LOOK' sliding systems. The cover includes contact information for LCS: 5499 Huronville Road, Burlington, Ontario L7L 5Y4, and 18 Industrial Drive, Caledonia, Ontario N3W 1H8. On the right is a screenshot of the website 'http://www.truckandtrailer.ca/'. The website features a navigation menu with 'HOME', 'SELL', 'FIND A DEALER', 'PRODUCTS & SERVICES', 'INDUSTRY NEWS', and 'QUICK SEARCH'. It has search filters for 'BUY' (Trucks: 13,253; Trailers: 2,912) and 'SELL' (Find a Dealer). The 'BUY' section includes filters for Application, Product Types, Make, and Where. The 'SELL' section includes filters for Make/Model and Where. Below the search filters are several featured advertisements, including 'hoty Super Deals NOW ON Pressure Washers', '7PL RUCKE SALES LIMITED', 'LOCKWOOD'S PRODUCT WATCH' (highlighting MERITOR 6x2 DRIVE AXLE and EXTENDED DAY CAB), and 'NewsFIRST' (highlighting the 2013 Annual Conference on Transportation Innovation). A 'FEATURED INVENTORY' section shows various truck models from 2004 to 2014. The website footer includes 'ADVERTISE | CONTACT US | SUPPORT | PRIVACY POLICY | TERMS OF SERVICE'.

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

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

“That 700 additional pounds,” Bloom said, “means two more zero-turn landscaper mowers or 700 lb more mulch. Or 560 loaves of bread.”

Bloom said that in spite of an improving economy, “businesses are still struggling today, and greater productivity and fuel economy of their trucks gives them an efficiency edge.”

Mitsubishi’s big American-born cousin **Freightliner** (both companies are owned by Daimler) flies high the fuel-efficiency flag on its new M2 106 medium-duty trucks. One option is Allison’s new FuelSense technology that comes packed with a Cummins ISB6.7, a 220 hp 600 lb-ft torque power plant.

“When packaged together, our new options result in a smart business solution that contributes to fuel efficiency, as well as driver satisfaction,” Mary Aufdemberg, director of product marketing for Freightliner Trucks said when the truck was introduced at the NTEA conference in Indianapolis in March.

“FuelSense is a package of transmission programming that automatically adapts to engine duty cycles and specific working conditions, significantly enhancing overall vehicle fuel efficiency. Freightliner has packaged this powertrain combination with additional fuel economy enhancing options like low friction axle lube, an optimized drive axle ratio, and Michelin SmartWay tires designed for pickup and delivery applications.”

Another take on hybrids comes from the **Peterbilt** labs in Denton, TX. The medium-duty model 330, for example, is available as an electric hybrid with the Eaton Hybrid Electric System. This system features a hybrid drive unit, which includes a 340-volt motor/generator, an Eaton UltraShift transmission and an automatic linear clutch actuator. When the diesel engine is combined with the hybrid drive unit, the power is boosted to 320 hp and a torque limited 860 lb-ft of torque.

Peterbilt’s stable of medium duty is broad, ranging from the low-cab-forward

models 210 to 348 and they’re all powered by Paccar’s PX-7 or PX-9 diesels. One of the ways efficiency is maintained is via the engine’s Electronic Control Module, which delivers optimum performance by carefully controlling air, fuel and after-treatments so your technicians don’t have to do unnecessary work and your trucks can burn fuel only when they’re earning. A common-rail fuel system also means more precise fuel-delivery and decreased consumption. The PX-7 is available in Peterbilt’s entire medium duty product line including Models 330, 325, and

Idle Suggestion

When pop singer M.I.A. sang “pack and deliver like UPS trucks,” she was onto something. Not only does UPS place the parcels on their vans with fuel efficiency in mind, the company also maintains a strict and worth-emulating idle policy; i.e., don’t.

Why not clip and post these info-bites near your drivers’ lounge?

A recent study showed that, depending on the size of engine, one hour of idling can burn a whole gallon of fuel and release almost 20 pounds of carbon into the atmosphere.

UPS adheres to a no-idle policy and has cut the amount of time delivery trucks idle by 24 minutes per driver per day, which has led to a fuel savings of \$188 per driver in one year.

Idling for 30 seconds uses more fuel than restarting your engine.

Models 210 / 220, which are ideal for pickup and delivery, towing, refrigerated van, roll-off and landscaping applications.

Likewise, **PACCAR’s** other offspring, **Kenworth**, is constantly tweaking its popular T270 and T370 marques. One Kenworth devotee, Kevin Barbour, senior vice president of operations of a 1-800-PACK-RAT moving service (which recently opened its first Canadian franchise in Toronto), runs 114 T370s.

He calls the new iteration of the T370 a “game changer.”

The Kenworth T370s are powered by PACCAR’s PX-7 engines rated at 280 hp and matched to an Allison automatic five-speed transmission.

“The trucks have been ultra-reliable and we’ve been getting up to two mpg better fuel economy with the T370s versus

our old trucks. When you consider we drive about 60,000 miles per unit annually, going from six miles per gallon to eight means an extra \$10,000 a year in fuel savings per unit.”

When it comes to saving fuel, automatic transmissions figure large. **Navistar** is offering its TerraStar with an Allison Optimized 1000 Series transmission that has an optional sixth speed.

With the addition of the 6th speed, the close ratio, fully-automatic transmission offers lower engine noise, smoother optimized performance and better fuel economy.


Navistar’s Maurer says Navistar designers and engineers keep fuel economy in their crosshairs, regardless of which application a truck is being used for.

“Looking forward, technologies that address downspeeding, acceleration management and idle-time management along with the electrification of such things as AC compressors and steering pumps will likely increase vehicle efficiency and drive improvements in medium-duty fuel economy.”

All the manufacturers say that the key to fuel economy is application-specific truck buying.

Says Maurer: “Improvements in medium-duty fuel economy can be achieved by selecting the right engine, transmission and tires to best support the vehicle’s unique application. Spec’ing a vehicle with the right components can help customers maximize fuel economy in medium applications where lower mileage accumulation extends the payback period of fuel efficient technologies more commonly used in heavy-duty applications.

Another consideration is rolling resistance. The energy generated by this friction does not contribute to the actual movement of the vehicle, so by reducing rolling resistance, you can increase overall fuel economy.

And finally, Maurer adds, there’s the bane of the P&D world, engines running when the truck’s not moving: “When a truck is stopped and idling, it is achieving zero miles per gallon.” 

Shaken, not Blurred

An Ottawa inventor's solution to windshield-wiper ice build-up. By Peter Carter

The wiper **Shaker** de-icer came to our attention via an advertisement during the Discovery Channel show about the Coquihalla tow-truck operators, "Highway Thru Hell."

According to the man who invented the Shaker, Mike Kelly of Ottawa, the tow trucks in the show are equipped with the gadgets as are, he says, 25 DOT highway-maintenance fleets in the U.S. as well as provincial plows in Nova Scotia and Saskatchewan.



TWO-BITS WORTH:
The Shaker's the size of a quarter.

Now, Kelly is trying to get the Shaker wiper de-icer word out to the all the big-rig operators who drive through snow; which is pretty much everybody.

The Shaker wiper de-icer does what its name suggests; your wipers vibrate for as long as you hold down the in-cab control switch.

Kelly—and all the people offering testimonials on his behalf—says the device saves drivers from having to pull over and climb on the truck to clean iced-up blades. Or worse, reaching out and trying to 'flick' the blade clean while the vehicle is in motion, in a snowstorm.

"On one 500-mile trip through a snowstorm, on average a driver has to stop four or five times to clean his wipers. That can mean several hours of downtime," he told *todaystrucking.com*.

"You can pay for the cost of one shaker kit in one long-haul journey through a snowstorm."

The devices are powered by small

SNOWBLIND: When you're fighting blizzards, iced-up wipers only add to your visibility problems.



"eccentric" motors that clip to the wipers and cause them to vibrate with, Kelly says, "about 50 times the force of a cell phone vibration."

The blade vibrates and lifts about one sixteenth of an inch off the windshield. The device can be hard wired into your cab or plugged into the cigarette lighter.

"In my opinion, you should get as much safety technology on your vehicle as possible," he added.

Check www.wipershaker.com 

Lighting and Wiring

Proper lighting system maintenance is your best bet for staying safe and compliant. By Tom Berg

Over the years, electrical failures have been the number -one problem with trailers. Lighting problems have been reduced by the wider adoption of LED lighting. However, even LEDs, as well as the rest

of the electrical system, are subject to corrosion, which remains a major headache. Aggressive de-icing chemicals that are splashed up onto trailers' undersides and onto wiring and lamps, speed the

corrosion that interrupts current flow.

The best way to avoid the worst of these problems is by taking a "whole-system" approach when specifying new trailers, says the Technology & Maintenance Council (TMC) of the American Trucking Associations (ATA).

Proper maintenance of the system, including replacement of LEDs when some of the diodes fail, is still your best bet for staying safe and avoiding points against your CSA score.

1 A whole-system approach is best

Recently revised recommendations from TMC say the electrical system should include sealed wiring, water- and corrosion-resistant connectors and low-ampere lamp designs. They are the things to get for long life with few troubles and low downtime, says Recommended Practice 704C.

That's not new advice, but it's newly included in the RP, whose "C" suffix means it's the third update.

"RP-704B, the Recommended Practice for Heavy-Duty Lighting Systems for Trailers, was last updated in January 1992 and was badly in need of an update," explains the leader of the project, Brad Van Riper, chief technology officer at Truck-Lite Inc.

The rewrite:

- made the RP light-source neutral, and eliminated bulb types and ratings to allow for technology improvements;
- removed and replaced obsolete references;
- updated lighting locations; and
- added wiring harness information, "focusing on the system," he says.

"The purpose of the RP is to help equipment purchasers specify a safe and effective heavy-duty lighting system that is low-maintenance, durable and corrosion-free for a minimum service life of 12 years," Van Riper explains. Twelve years is a duty cycle agreed on by task force members as typical for widely used trailer types, especially dry freight vans. "Since lighting is moving away from incandescent light sources and more toward LED technology, the committee decided to de-emphasize the bulb and



You have options

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



look at the complete system. We believe that the light source is no longer the weak link in the system, and teaching fleets to focus on a quality system will improve the durability and reduce maintenance on their new trailers.”

RP-704C provides guidelines for how a trailer’s electrical system should be spec’d, and refers often to standards set by the Society of Automotive Engineers, Truck Trailer Manufacturers Association and others. And it leaves room for various trailer types and applications. “As you’d probably guess, there are as many wire harness systems as there are applications,” Van Riper explains. “A ‘quality system’ is one that meets the needs of the end-use customer.” Included are wiring jacketing, wiring gauge, terminals, connectors, processors, lamps and installation. The RP also included some installation best practices, which can help improve the performance of the system.

2 LED diodes can still fail Lamps using light-emitting-diodes have become common on trailers and power units since being introduced by Grote Industries more than two decades ago. LEDs use about one-tenth the current of incandescent bulbs and last 10 times as long.

Most LED lamps have multiple light-emitting diodes, so if one or a group of diodes fails, the lamp still works. But is there a percentage of burned-out diodes that defines lamp failure and leads to a citation?

Not in the United States, according to Will Schaefer, director of vehicle programs at the Commercial Vehicle Safety Alliance (CVSA). CVSA members are state, provincial and local enforcement officials in the U.S., Canada and Mexico. Together they set standards regarding equipment—but there is none for LEDs.

“We have analyzed it extensively in our Vehicle Committee,” he says. “When one

diode goes out, the rest may get brighter. In the end, we do not have a good way of knowing that if two out of three, or three out of seven, or four out of 15 are not lighting, would that cause a total reduction of enough light to constitute a failure? Ultimately, if it’s still visible, it’s still lighting. And ultimately it comes down to the officer’s discretion.”

— Will Schaefer, CVSA

cause a total reduction of enough light to constitute a failure? Ultimately, if it’s still visible, it’s still lighting. And ultimately it comes down to the officer’s discretion.”

Vehicle Committee members deliberated the question at a meeting in 2004 but couldn’t come up with an answer.

The inspection questions related to LED lamp failure involve:

- When should a failing LED lamp be replaced?
- How many individual LEDs should remain ‘on’ for the lamp to be acceptable?
- Is there a failure ‘rule’ for each type and brand of LED lamp?

The committee asked the National Highway Traffic Safety Administration and the Federal Motor Carrier Safety Administration for guidance, but they couldn’t provide any. Neither could manufacturers, though one told the CVSA committee that it issued special cards that customers could use to measure light output. Lacking enlightenment from those sources, committee members closed the matter.

Canada’s National Safety Code Standard 11 Part B, states, in part, that a lamp should be “rejected” if “25 percent or more of LEDs of any one lamp assembly are non-functional.” However, Alberta officials, in alerting CVSA to this standard, note that “a NHTSA study indicated 80 percent of the population cannot tell when lights have lost 25 percent of their intensity.”

Like all lamps, an LED type must meet light-output standards expressed in Federal Motor Vehicle Safety Standard 108, which says a lamp’s output must be visible from 500 feet. If some light is visible at that distance, it might or might not be judged OK by an inspector.

The best thing to do? If some of the diodes in a lamp are out, it’s probably time to consider replacing it. **TT**

LEDS BRINGING UP THE REAR

LED headlamps are taking over. Just a few years ago, LED headlights could only be found on military vehicles in the Middle East. The technology has come a long way; and recently, LED headlamps have been added as standard equipment on Freightliner’s Cascadia and International ProStar. They’re options on Volvo’s VNL and VNX.

Out back, meanwhile, new single-diode tail-stop-turn signal lamps are just being announced by Optronics International, which says they’re the first economically viable alternative to incandescent lamps and will render them obsolete.

Advancements in diode technology and pricing allowed **Optronics** to design the low-cost single-diode series, which includes the four-inch round and six-inch oval sizes, says Brett Johnson, president and CEO. Combination tail-stop-turn signal lamps come in red and turn-signal lamps are in amber. They meet federal photometric requirements for visibility and safety.

Lenses and housings are made of tough polycarbonate material that is sonically welded and each lamp comes with a lifetime warranty. The lamps use a solid-state, surface-mount design that protects their electronics against moisture, shock and vibration.

The red and amber lamps look like incandescents, costs a little more but, Johnson says, last longer. He also says they cost considerably less than the multi-diode red LEDs now on the market.



Old-fashioned pressure checks are the only alternative to automated inflation and monitoring systems. Make sure it's somebody's job to check tire pressures regularly.



Courtesy of Michelin

Keeping up the Pressure

There's no substitute for tire inflation maintenance, whether you choose to do it manually or adopt a suitable technology. By Jim Park

What's a few psi between friends? A thousand dollars, maybe more, if you're unfortunate enough to suffer a tire failure somewhere off the beaten track. Inadequate inflation pressure is the leading cause of blowouts, surpassing even road strikes and curbing incidents.

"You don't go from properly inflated to a blowout instantaneously unless you hit something on the highway," says Curtis Decker, manager of product development at Continental Tire. "We estimate that about 80 percent of the roadside tire failures are a direct result of creeping air loss."

In other words, 80 percent of blow-

outs could be prevented if tires were kept properly inflated.

There is a well-founded expectation that tires will lose two percent of their inflation pressure, by volume, over about 30 days even when the casing, the valve stem and the tire bead/rim flange contact area are in perfect condition. The problem with that line of thinking is that people are inclined to say, "I guess I only need to check my tires about once a month." Wrong.

Decker says it's uncommon to find a perfectly sealed tire/wheel assembly, so the actual rate of seepage could be as high as two percent per week, or two percent per day if there are other irregu-

larities, such as puncture wounds from nails, a contaminated rim flange or bad valve stem.

"If you build your tire-maintenance practices around what you're told is normal air loss, you're going to get caught on the back side of the curve," he warns. "At best, you'll see irregular wear related to inflation, poorer fuel mileage, etc. At worst, the tire will blow out because it has been run flat and damaged by excessive sidewall flex and deterioration of the rubber compounds."

Of course, you still have to determine what constitutes proper inflation, and that's a chore unto itself. Tire manufacturers make inflation pressure recommenda-

SOMETHING IN THE AIR

tions based on the size and construction of the tire and on the load the tire carries. It's worth noting that it's not the tire itself that supports the load, but the volume of air inside the tire. In most cases, a larger tire can support heavier loads at the same pressure.

If you check Bridgestone's load and inflation tables, for example, you'll notice that the same tire in 22.5-in. and 24.5-in. sizes (both load range G) have different weight ratings at the same pressures. An 11R22.5 single at 100 psi is good for 5,950 pounds, while an 11R24.5 can carry 6,350 pounds. That's because the 24.5-in. tire contains a larger volume of air to support the load.

Fleets can run into problems here because there's an inclination to accept "traditional" or standard pressures for certain wheel positions, regardless of the load, application or tire construction. Historical thinking puts steer axles at 12,000 lb, for example, but many steer axles today are running at 13,000 lb or higher, thanks to emissions hardware and other factors.

As Goodyear's director of product marketing innovation, Donn Kramer, puts it,


Even with all the technology we can throw at tires today, the most basic yet the most important is maintaining adequate inflation.

"If a fleet has nothing else but a good air-pressure maintenance program, it will reap substantial benefits over having no program at all," says **Doug Jones**, customer engineering support manager, **Michelin Americas Truck Tires**.

It needn't be elaborate, but it has to be consistent, Jones says. On the upper end of the spectrum, there are tire pressure monitoring systems on the market that self-report and upload tire pressure data regularly and automatically. Some contain full reports from mileage, age, wheel position, temperature and pressure; some report only exceptions. On the other end of the spectrum, pencil and paper will work just as well for smaller fleets.

Here are Doug Jones' TOP FIVE steps to good tire inflation management:

- 1** The fleet tire-management program should be written, communicated, monitored and enforced. Appoint someone to check the tire pressures.
- 2** Establish target pressures and maintain them with calibrated air pressure gauges and trained employees willing to diligently check the pressures.
- 3** Conduct regular yard checks or tire pressure audits, document the results and take appropriate action.
- 4** Establish a routine for tire maintenance and inspections, including tire rotation, vehicle alignment and wheel and valve cap service.
- 5** Consider outsourcing tire management. If you don't have the time or resources to set-up and run a maintenance program, there are many reliable outlets that can help.



Wide-base singles require even closer attention. The spread between minimum pressure and operating pressure is thinner—and they really cost a lot when they fail.

“For a 12,000-lb. axle in sizes 11R22.5 and 295/75R22.5, fleets generally would use a load range G tire with single load carrying capacity of 6,175 lb at 110 psi cold inflation. For a 13,000-lb axle in sizes 11R22.5 and 295/75R22.5, fleets should use a load range H tire with a single load-carrying capacity of 6,610 lb at 120 psi cold inflation.”

The load range rating of the tire ensures the tire is capable of carrying the weight at a given pressure while maintaining the same footprint and amount of sidewall flex. Tire manufacturers may take different approaches to the design and construction of their tires when it comes to load range, but all are designed to meet certain government and industry standards.

In the tire makers’ eyes, any tire that is run at a higher load than a prescribed pressure allowed is considered overloaded. In other words, on a steer axle rated for 12,000 lb, each tire has to be capable of carrying a 6,000-lb load. If, based on Michelin’s inflation tables, a typical 11R22.5 load range G tire was inflated to 100 psi, it would carry only 11,900 lb. at 12,000 lb it would be overloaded. What if time and inattention had let that pressure dwindle to 90 psi? It would be overloaded by almost 1,000 lb.

The same principles apply to drive and trailer tires, but the margins for error are a little wider. Typically, a drive or steer tire (295/75R22.5) inflated to 100 psi is good for around 5,300 lb (depending on the manufacturer) in a dual setup, or 43,000 lb in a tandem grouping. Even with Canada’s higher weights, there’s still a margin of up to 800 lb per tire.

Running in a fully loaded 17,000-kg tandem grouping, that tire would still be okay with as little as about 85 psi before being considered under inflated. On an 18,000-kg grouping, you’d have to maintain at least 95 psi. That margin disappears fast as axle weights increase. The tire people say tires should always be inflated to the maximum load you expect to haul, so if you’re running heavy in Ontario and Quebec, air pressure maintenance is more critical than it would be in the western provinces or Atlantic Canada.

Paul Crehan, director of Product Marketing at Michelin Americas Truck

INFLATION WILL BECOME INCREASINGLY CRITICAL

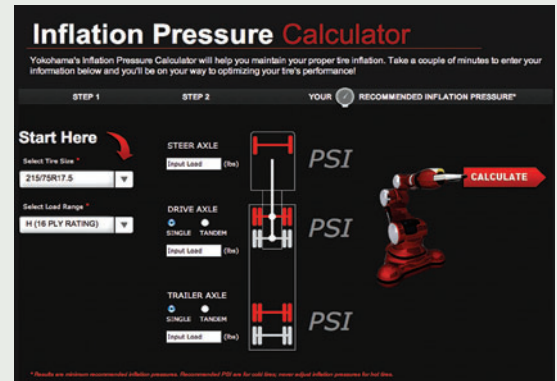
As fleets push for ever-greater value from their tire, tire makers will have to optimize the footprint of the tire for traction and tread wear, and that will require careful inflation management. Rick Phillips, senior director of Sales, Commercial & OTR Products at **Yokohama Tire Corporation** says tires could become very sensitive to inflation pressure.

“We’re looking very hard at the footprint of the tire, and if we can manage that contact patch exactly as we want it to be, we think it will do a lot for the performance of the tire,” he says. “We have found most fleets run 100 psi in a drive tire, which is well overinflated for the maximum weight [U.S. or Canadian] on tandem axle. That may seem to improve rolling resistance, but it actually distorts the footprint, which reduces traction and increases tire wear. If you run the tire at its design pressure, you run it the way it was designed to run, which gives you optimum traction, mileage and minimizes inflation-related irregular wear, so you get best performance over the life of the tire.”

Yokohama has recently developed a tire inflation app, which suggests, for example, dual tires in a fully 34,000-lb tandem axle should be inflated to 80 psi, not 100.

“The higher number might be easier to remember, or provide a hedge against underinflation, but it could be compromising traction and tire performance,” he says.

(Many manufacturers have online axle-by-axle tire-pressure calculators to get you started. For an example, check Yokohama’s extremely user-friendly air pressure calculator: http://www.yokohamatire.com/air_pressure_calculator.)



Tires, advises users to check the load and inflation tables for recommended inflation pressures for particular tires, and not to assume “100 psi” is good enough in all cases.

“Our Data Book contains inflation charts for all our truck tires,” he says. “A customer locates the tire’s size on the sidewall and then can utilize the table for proper inflation. These charts are broken down by wheel diameter and the specific PSI for singles and duals. The maximum load and pressure on sidewalls are also listed.”

The same applies to the other premium brands. It can be a confusing process, but tire suppliers are always willing to help.

Painless Tire Maintenance

Everybody knows about the costs and risks of running underinflated tires, and almost everybody is aware of the many proactive measures they could take to pre-

vent or monitor inflation loss, yet uptake on such products remains low.

We have tire-pressure monitoring systems that offer everything from basic indications of low tire pressure all the way up to system-built tire profiles and populate databases with information about the life of the tire on an almost hour-by-hour basis. There are also inflation systems that top up tire pressure automatically and invisibly, and there are technologies that automatically seal tires in the event of a puncture.

Keeping air in your tires is much less of a chore than it once was, but it comes at a cost. Decker says the challenge has been getting fleets and owner-operators to see the value of the upfront investment in such technology.

“It’s the human propensity to be reactive rather than proactive, and that even goes for cost justification,” Decker says. “Drivers will weigh the cost in time of

manually checking all those tires versus the risk of postponing that chore as long as possible. On the other hand, the fleet or owner-op could make an upfront investment in technology to do that job for them. It then becomes a case of watching the money you'd pay for such a system physically leaving your wallet, versus the expectation that you'll get away with not checking tire pressure just one more time."

Maintaining pressure is one thing, but what about the inevitable puncture? Goodyear's DuraSeal can take care of that for you as well. DuraSeal is a layer of gel-like rubber material that is built into the tire casing between the liner and the body ply that Goodyear says will automatically seal holes up to one-quarter of an inch in diameter.

"The long term value of DuraSeal is that it extends casing life by preventing casing damage," Kramer says. "Short term, it prevents flat tires due to punctures.

inflated to a preset pressure, and sealants that prevent air loss due to punctures—there's more than one way to tackle the inflation challenge. The fourth, of course, is regular tire pressure checks, and inflation top-ups.

Each comes at a cost, but each offers a measurable return on investment. Kramer says the best way to prove the ROI is to have a good tire management system to

begin with to track costs and failure causes.

"Once you know what's happening to your tires and how much it costs you, it's easier to choose a technology to tackle your problem," he says.

It's astonishing that such an easy solution with quantifiable returns exists to 80 percent of the blown out tires, yet everyday more fleets scatter their profits all over the highways of the nation. **TT**

Courtesy of Goodyear



If a tire goes down on some out-of-the-way stretch of road, the service call can take hours and cost a grand or more.

Taken together, it will keep tires inflated under conditions where a flat would normally sideline a truck, and because it prevents run-flat situations, it prevents casing damage."

There are also a number of aftermarket tire sealants that have proven effective as well, but they have to be removed from the tire before servicing, and can be pretty messy.

With three technologies to choose from—tire-pressure monitoring to warn fleets and drivers of a pressure loss, automatic inflation systems that keep tires



TRANSCOURT

TANK LEASING

NEED TANKERS? THINK TRANSCOURT

- *Highest quality equipment in the industry*
- *Extensive fleet*
- *Customized solutions*
- *Personalized service*

Call us today at 1.866.934.5744

www.transcourt.com

PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



Online Resources:

For more new product items, visit

PRODUCT WATCH

on the web at todaystrucking.com



BFG DRIVE TIRE

THE BFGOODRICH DR454™ IS A HIGHWAY DRIVE TIRE THAT'S SAID TO DELIVER FUEL EFFICIENCY AND SERIOUS GRIP

The new **BFGoodrich DR454** highway drive tire offers low rolling resistance and, being SmartWay-verified, is said to meet the fuel-efficiency expectations that truck fleets demand. It's also claimed to provide grip in wet conditions, excellent retreadability, and long, even wear.

It joins the company's ST244 and ST230 all position/steer tires and the TR144 trailer tire in having SmartWay verification.

The DR454 is available now and comes in 11R22.5 and 275/80R22.5 sizes (load range G).

See www.bfgoodrichtrucktires.com

AERO GUARD PROSTAR BUMPER

HENDRICKSON OFFERS AN AERO GUARD RESIN BUMPER FOR INTERNATIONAL PROSTAR

Hendrickson Bumper and Trim has released an Aero Guard resin bumper for International ProStar with a fixed mounting bracket that retrofits to all truck year models.

The bumpers are engineered for increased impact durability and to weigh less. They offer nearly four inches of additional ground clearance compared to the factory-supplied plastic bumper. It's available in a two-piece design.

Hendrickson also offers Aero Clad stainless-steel clad aluminum bumpers with several mounting options with the look and finish of chrome.

Both ProStar bumpers are available exclusively through the Hendrickson All Makes program and can be purchased from International dealers.

See www.hendrickson-intl.com



PETERBILT: MORE NATURAL GAS OPTIONS

NEW POWERTRAIN OPTION FOR THE ON-HIGHWAY MODEL 579 AND VOCATIONAL MODEL 567, AS WELL AS THE 384 AND 365

Peterbilt has a new powertrain option for the on-highway Model 579 and vocational Model 567, as well as the 384 and 365. It pairs Eaton's UltraShift Plus automated transmission with the Cummins Westport ISX12 G natural gas engine.

The transmission is available in both

the 13-speed MHP and 10-speed LAS versions, while the 11.9-liter ISX12 G comes with up to 400 hp and 1450 lb ft of torque.

The automated transmission features intelligent shift selection software that optimizes performance and efficiency, as well as tailored shift logic that enhances braking performance. It can benefit both new and veteran operators through precision shifting that senses and adjusts to grades, weight, and driver throttle commands.

See www.peterbilt.com

MERITOR ADDS AXLE RATIOS

MERITOR HAS ADDED A PAIR OF AXLE RATIOS TO ITS 14X DRIVE AXLE PORTFOLIO—A 2.79 AND A 2.85

Meritor's 14X tandem drive axles with a 2.79 ratio are in production now, and a 2.85 ratio will be ready later this summer. When used in combination with the Cummins/Eaton SmartAdvantage powertrain, the new axle ratios will improve fuel efficiency for linehaul applications through 'downspeeding'—maintaining road speed at lower engine rpm.

With these new axle ratios, drivers will experience a fuel-economy 'sweet spot' at road speeds of 62 to 65 mph, Meritor says.

To maximize fuel economy and vehicle performance, fleets should consider the entire drivetrain, including engine parameters, transmission, rear-axle gearing, and tire sizes, Meritor advises.

See www.meritor.com

AIR-WEIGH WITH GPS, BLUETOOTH

AIR-WEIGH'S BINMAXX XL FRONT-END LOADER SCALE CAN CAPTURE EVERY LIFT AND DOWNLOAD INFO AUTOMATICALLY TO AN OFFICE PC

Air-Weigh has released the BinMaxx XL on-board scale for the refuse industry, extending its front-end-loader scale line by adding built-in GPS, Bluetooth, and office PC software. Now, operators who don't use an on-board computer can use



the BinMaxx XL system to transmit a daily lift report for each vehicle directly to an office PC.

While out on the route, the BinMaxx XL captures each bin-lift location, time, and weight and saves the information. Once the vehicle returns, the simple-to-use office PC software can automatically download the lift report from the truck. The Bluetooth transceivers provide a range of up to 500 ft, making it easy to

DETROIT LAUNCHES REALLY INTEGRATED POWERTRAIN

DETROIT DIESEL has introduced the new and fully integrated **Detroit Powertrain (IDP)**, combining the Detroit DD15 engine with a Detroit DT12 transmission and Detroit axles front and rear in a Freightliner Cascadia Evolution or Western Star 5700. Orders will be taken in the third quarter of this year with production beginning in January 2015.

The company claims a fuel economy advantage of five to seven percent in the Cascadia compared to an equivalent 2010 model without the DT12 and various new



calibrations. Both 6x2 and 6x4 versions of the IDP will be on offer, the single-drive being the configuration able to hit that seven-percent mark. The 6x2 configuration incorporates a non-driven tag axle on the tandem, reducing total weight by almost 400 lb.

With everything designed and manufactured under one roof, DTNA says the individual components have been tuned to work together for maximum efficiency. Detroit's engineers developed new axle ratios to match the engine ratings. With a new 2.41 axle ratio for the 6x4 configuration and a low 2.28 for the 6x2, downspeeding is the byword with the IDP.

The DD15 engine has a new 'downsped' rating of 400 hp and 1750 lb ft, which lets it cruise at lower rpm regardless of road speed, ultimately reducing fuel consumption. Think 1200 rpm instead of 1350. A new fuel map and shift strategy bring peak torque down to a very low 975 rpm, so driveability and performance will not suffer. Drivers, says Detroit, will like it.

The proprietary Detroit Virtual Technician on-board diagnostic system is also integral to the IDP.

The integrated DT12 automated manual transmission has new Intelligent Powertrain Management (IPM) technology, which uses pre-loaded terrain maps and GPS to know the route ahead, automatically adjusting transmission and engine functions to suit. IPM makes sure the truck is carrying the most efficient momentum into the road ahead, whether approaching a grade, cresting a hill, or traveling along rolling hills, says Detroit, with a direct impact on fuel savings.

See www.demanddetroit.com



connect to trucks parked all around the yard. Lift reports are stored in a standard file format compatible with Microsoft Excel and other spreadsheet programs. With the BinMaxx XL system, there's nothing for the driver to do as everything is handled by the office PC software.

It's available as a complete scale kit or as an upgrade for existing BinMaxx scales. The complete kit includes the BinMaxx XL scale, office PC software, Bluetooth transceivers, and a GPS receiver.

See www.air-weigh.com

RUGGED ANDROID TABLET

THE NEW FUSION 7 ANDROID TABLET EXTENDS THE GLACIER COMPUTER RUGGED PRODUCT LINE

The new Fusion 7 rugged Android tablet extends the **Glacier Computer** rugged product line of industrial PCs, tablets, portable hand-held devices, and fixed-mount data-collection computers. Such industrial computers are typically used in harsh industrial environments where a standard PC cannot survive. The

Fusion 7 uses the Android OS.

It's said to be compact, light, and feature-rich. It enables businesses and their mobile users to add efficiencies throughout the operation, says Glacier, while providing a capital asset with a significantly extended useful life and what's claimed to be a superior ROI.

The Fusion 7 combines the power- and memory-management capabilities of Android enabling more than 1 million applications to run on the rugged Glacier device.

The industrial marketplace is finally ready to accept the changes needed to embrace the value of the Android platform, says Glacier.

See www.glaciercomputer.com

COMBO ELECTRIC, AIR ASSEMBLIES

PHILLIPS HAS INTRODUCED NEW '4-IN-1' COMBINATION ELECTRICAL AND AIR ASSEMBLIES

Phillips Industries has introduced new '4-IN-1' combination electrical and air assemblies with liftgate and auxiliary

cables with multiple plug and seal options.

The spiral-wrapped assemblies with hanging clamp and clip keep cables kink-free and organized for a clean look. They combine the Phillips straight ABS Lectraflex cable, two rubber air lines, and the option of a second electrical cable to operate a liftgate (single or dual pole) or other auxiliary equipment (Isoflex cable).

The 4-in-1 ABS Lectraflex cable is available with plug and seal options that seal and lock out road contaminants, and a quick-change plug that makes field repairs simple. The rubber air lines in the 4-IN-1 assemblies have large grips for easy coupling and uncoupling with swivel fittings included on the tractor end for easy installation.

The new assemblies are available in various lengths and cables, as well as seal and plug combinations to fit any application.

See www.phillipsind.com

It's Go Time!

The Most Versatile E-Log & Compliance System.

More fleets are moving to J. J. Keller's Encompass® with E-Logs fleet management system.

- **The only** system with a bring-your-own-device (BYOD) option and a bundled option via the J. J. Keller Compliance Tablet™.
- **The only** BYOD service that supports E-Logs & E-DVIRs on the iPad®, iPhone®, and 80+ Android™ devices.
- **The only** ELD that works with *all* vehicle classes (1-8).

Benefit from the simplicity of using the mobile devices your drivers already own.



Use your smart device or the J. J. Keller Compliance Tablet™.

Works with all vehicle classes!



Learn more at JKellerELogs.com

Or call 855-693-5338



J. J. Keller Mobile® app can be downloaded on drivers' mobile devices.

Apple, the Apple logo, iPhone and iPad are trademarks of Apple Inc., registered in the U.S. and other countries. App Store is a service mark of Apple Inc. Android is a trademark of Google Inc.



J. J. Keller
& Associates, Inc.®

Since 1953

PC 107481

EASY-LIFTING GRILLE GUARD

MAGNUM ADDS NEW INNOVATION TO ITS MOOSE BUMPER/GRILLE GUARD LINE. Canada's own **Magnum Trailer and Equipment** has announced a new innovation for its Moose Bumper/Grille Guard line, the Titan 2000 Easy Lift. It's a "revolutionary" product, designed to be "a game changer". It promises to delight truck drivers, the company says, and make their job both easier and safer.

It responds to a trend among truck operators who run in regions where large animal collisions are frequent. They've been asking for heavier types of protection in their grille guards and 'roo bars' and the like. But this has made opening the hood more difficult and in some cases exposes drivers to potential back injuries. It's become a real issue, Magnum says.



The Titan 2000 Easy Lift option is said to make the Grille Guard "exceedingly easy" to raise and lower even when the driver is standing on slippery surfaces.

"It's the coolest innovation in the protection-bumper world since the creation of the protection bumper itself," says one user from Edmonton.

See www.magnumtrailer.com

RETARDER ON FREIGHTLINER M2

THE ALLISON OUTPUT RETARDER IS NOW AN OPTION FOR FREIGHTLINER M2 112 NATURAL GAS REFUSE TRUCKS

The **Allison** output retarder is now available as an option for Freightliner M2 112 natural gas refuse trucks spec'd with Allison 3000 and 4000 series RDS transmissions.



FORD INTRODUCES 2015 FORD TRANSIT

The all new **2015 Ford Transit** will come in three body lengths, two wheelbases; three roof heights, and in van, wagon, chassis-cab, and cutaway variations. It's said to achieve an average of 25 percent better fuel economy and haul at least 300 lb more than today's E-Series.

It's a 'world' truck, Ford using its 'One Ford' product strategy to meet the needs of Transit customers on six different continents and in 116 markets.

For North America, Transit will eventually replace the E-Series nameplate, first sold in 1961 as the Econoline, North America's best-selling commercial van for 33 years.

Ford is going from an all-gasoline engine lineup—two V8s and a V10—in the E-Series to offering customers a standard 3.7-liter V6, the same 3.5-liter EcoBoost engine used in the F-150 pickup, or an all-new 3.2-liter Power Stroke five-cylinder diesel option. The 3.7 V6 will be available with a compressed natural gas/liquid propane gas (CNG/LPG) prep kit. Each engine is paired with a six-speed automatic transmission; the vans are rear-wheel drive.

The high-roof Transit features 81 in. of interior cargo height, while the medium roof is 72 in. and the low roof 56 in. high. Cargo volume ranges from 256 to more than 550 cu ft. Transit's rear cargo doors open 270 degrees.

The Transit van's interior was developed for easy upfit of racks, bins, shelving, and other storage and hauling solutions. The largest passenger version can carry up to 15 people.

See www.ford.ca/commercial-trucks

Integrated with the Cummins Westport ISL G natural gas engine and part of the transmission, the output retarder provides what's called "seamless" secondary vehicle braking, ultimately reducing brake-lining deterioration and extending the lifespan of the truck's hard-working service brakes.

The retarder can be configured with a switch on the dash, allowing the driver to control braking power.

See www.freightlinertrucks.com and www.allisontransmission.com

WHEEL REPAINT MADE EASY

MINIMIZER HAS LAUNCHED ITS NEW TIRE MASK PRODUCT THAT'S SAID TO MAKE WHEEL AND RIM REPAINTING QUICK AND EASY

Minimizer's new Tire Mask is a user-friendly kit that allows truck owners and maintenance departments to paint their wheels in a few simple steps. It's usually a tedious, time-consuming task, but Minimizer says its new product reduces masking and cleanup time dramatically.



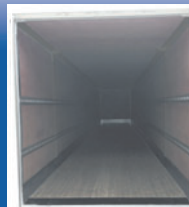
88567

NOW AVAILABLE ...

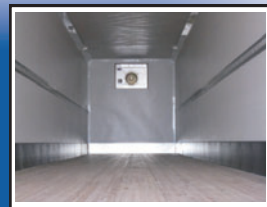
53' DRY DOMESTIC HIGH CUBE STEEL CORRUGATED BOXES.



Heated box with front wall prepped for heater.



Heated box with interior plywood lining.



Heated box with interior Kemlite lining.

Z
source
 EQUIPMENT

- 100% MADE IN USA.
- NO OFFSHORE COMPONENTS.
- ALL MATERIAL FROM CANADA & USA.
- INSULATED/HEATED OPTION AVAILABLE.
- F.O.B. BRAMPTON, ONTARIO.



Jimmy Zborowsky
 President

416-818-5338 | sales@Zsource.ca | Zsource.ca

The Tire Mask kit comes with a mask that installs on the outside of the rim, covering the tire, so you can spray the entire rim with a primer and paint. Options include a rim shield and hubcap protector to ensure a precise paint job on all wheel components.

A demonstration video can be seen here.

See <http://minimizer.com/videos-tiremask.html>

AFTERMARKET FRICTION LINES

BENDIX SPICER'S NEW AFTERMARKET BRAKE LININGS COME IN THREE PERFORMANCE LEVELS

Bendix Spicer Foundation Brake

offers a new three-level aftermarket friction portfolio to meet "every customer need". The three performance levels are Bendix Basic Friction, Bendix Advanced Friction, and Bendix OE Friction.

Basic is a new line featuring an economy-grade friction designed to meet the market need for safety and performance at a lower price. With Bendix friction code BB200, it's said to offer good wear and consistent performance under normal operating conditions, in low to midrange temperatures.

Advanced Friction includes the new Bendix Advanced RSD, said to be the industry's first aftermarket lining certified to maintain compliance with the federal mandate for Reduced Stopping Distance, with Bendix friction code BA202R. It's designed to provide higher torque and perform in higher temperatures with less fade, making it suitable for more demanding applications, higher weights, and steeper terrain. Friction at this performance level also demonstrates improved lining and drum wear, lowering the total cost of ownership, the company says. Previously, only OE aftermarket friction was certified as RSD-compliant, but this new lining also certifies as compliant at a lower price.

Bendix OE Friction is the line's highest performing friction offering.

Phase one of the Reduced Stopping Distance mandate took effect in August 2011 for new three-axle tractors with GVWRs up to 59,600 lb. Phase two of the mandate, aimed at tractors with two

axles as well as severe-service tractors with GVWRs above 59,600 lb., took effect Aug. 1, 2013.

The RSD mandate requires most affected tractors to stop within 250 ft. Bendix Advanced RSD performs in the 235-ft range, the company says. It's approved for vehicles with GVWRs up to 52,000 lb, which covers about 80 percent of RSD-impacted vehicles on the road.

Gary Ganaway, BSFB director of marketing, notes that there's confusion in the market around replacement brake lining performance and RSD compliance, saying that not all replacement friction marketed as acceptable under RSD will actually perform to the standard. For a friction material to be certified RSD-compliant, it must not only be dynamometer-certified to FMVSS 121

The Expertise of Your Local Truck Parts Professional Backed by the Power of a North American Network



There's no beating the ease of doing business with your trusted local truck parts distributor. As part of North America's Leading Truck Parts Network®, your local VIPAR Heavy Duty Parts Professional offers the brands you want and the expertise you need, with the strength and resources of a network of over 500 locations throughout the U.S., Canada, Mexico, and Puerto Rico.

The Right People. The Right Parts. The Right Places.

Find out more at www.vipar.com



www.VIPAR.com

© 2014 VIPAR Heavy Duty

Product Watch

standards, it must also pass a more demanding vehicle test.

Bendix OE Friction is the highest performing option, and is said to exceed the RSD mandate with an extra safety margin in a stopping distance of 225 ft. It remains the only product certified for trucks above 52,000 lb to maintain the RSD-compliance performance level, says Bendix.

See www.foundationbrakes.com

PEOPLENET AND MOTOROLA

PEOPLENET INTRODUCES MOTOROLA MC75A HANDHELD THAT SUPPORTS FLEET MOBILITY APPLICATIONS

Motorola's MC75A mobile computer is now certified and compatible with PeopleNet's fleet mobility applications. This launches a partnership and a suite of commercial-grade handhelds that's said to offer customers options for convenient end-to-end management throughout the supply chain with PeopleNet in-cab technologies. The MC75A is a ruggedized device that's said to be durable inside and outside the cab, with resilience to the elements, being dropped, and tossed around the cab.

PeopleNet says its testing found that the MC75A 3.5G Worldwide Enterprise Digital Assistant (EDA) meets user application-specific needs, and reduces

the risk of damage and shortens deployment time for customers. As well, the company says it provides drivers reliable access to more display options that are fully

supported by PeopleNet applications. As a single-source solution provider, the company says it will be accountable for resolving issues.

PeopleNet certifies each handheld device offering to ensure that they support safety and compliance management, driver and vehicle monitoring, and the company's performance-boosting applications.

See www.peoplenetonline.com and www.motorolasolutions.com



FLAGSHIP TRANSTEX TRAILER SKIRT

EDGE TRAILER SKIRTS BY TRANSTEX ARE COST-EFFECTIVE AND COME WITH A 15-YEAR WARRANTY

The new Edge trailer skirts by **Transtex Composite** are cost-effective, the company says, and come with an unconditional 15-year warranty. They're made from the lightest and strongest glass-reinforced thermoplastic composite material.

The skirts are Transtex's flagship product line.

With four SmartWay-verified and CARB-compliant designs, the skirts are said to be easy and quick to install and require minimal maintenance.

There are Edge skirts for most commercial configurations, including 53-ft trailers, pups, and intermodal applications. They can be custom-ordered in various colors and material compositions.

See www.transtexcomposite.com

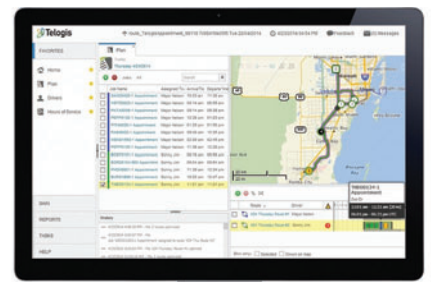
DELIVERY SCHEDULING AND MORE

TELOGIS APPOINTMENT IS A NEW MODULE THAT WORKS WITH TELOGIS ROUTE PLANNING SUITE

Consumers expect that product and service deliveries at their homes will be matched to their schedules, and a company's ability to make its supply and service chains more dynamic will mean the difference between thriving and being left behind, says **Telogis**. To meet this standard it has introduced

Telogis Appointment as an extension of its cloud-based location-intelligence software platform. It's the latest addition to the Telogis Route Planning Suite.

Telogis Appointment is said to improve customer service by allowing consumers to choose delivery windows that are most convenient for them while also being most cost-effective for the deliverer. It also helps carriers reduce turn times by matching delivery times to



customers' open times to receive goods, and pushing ETAs to the receiving parties via text or email – all in real time.

The Telogis platform combines strategic and dynamic planning, advanced mobile apps that log delivery drivers' hours of service, and other compliance requirements plus easy-to-build mobile forms, commercial navigation and telematics.

Now in version 6.0, the Telogis Route Planning Suite supports static, fixed-route and territory planning as well as dynamic routing, routing support specifically for hazmat vehicles and commercial trucks.

See www.telogis.com/route

FUEL FOR THOUGHT

The Thorn Among the Roses

By Bob Tebbutt

The Dow and the S&P indexes are forging ahead. Both made new record highs in the first part of June and look to be headed even higher.

This is reasonable, given that economic numbers have been improving for some time. If they continue, as I believe they will, the markets will continue to rise.

Families seem to be reaching for more capital goods, as the auto industry reported a 17-percent increase in May. Only Ford showed single-digit growth.

Might houses be next?

Housing activity is a major growth contributor to the economy and it is still in the doldrums with

housing activity at only 50 percent where it was in 2007.

It would be logical that the pent-up growth in housing could lead to a strong economic expansion over the next two years.

Interest rates are higher than they were two years ago but not yet at a level that would deter mortgage growth. They are still at rates that are the lowest or near the lowest in decades.

So I see a strong housing market over the next two years.

However, there is a black cloud looming over all this economic glee. The U.S. Federal Reserve has printed over \$3-trillion in new money that has been used to buy up caustic

bond holdings of the banking system. At the same time the "Fed" has kept a tight rein on banks to maintain the cash on the sales of their bad investments and not lend it.

At some point the demands for loans by an expanding economy will start to draw on these frozen funds and unless the Fed does something to control the release, inflation will start to expand at a frightening rate.

If this happens, interest rates will explode to double-digit levels and hard assets will be in great demand to a point at which house prices and precious metals will move sharply higher.

One area that is not going to see increases in value is the crude oil market and products like

distillates and gasoline.

It is obvious that the U.S. is becoming self-sufficient and that is a very good thing. For years one of the major causes of the U.S. trade deficit has been caused by imports of foreign oil.

Since it appears likely that the U.S. will rescind a decades-old law that restricts exports of crude oil, the U.S. will move to being an exporter. The result will be a lower trade deficit and a freer market that will not be held hostage by OPEC nations.

This not only has the potential to reduce energy costs but the West will also have greater flexibility in dealing with international relations in the Middle East.

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

Oh Chute! Too Easy.

Last month's mystery location was The Big Chute Marine Railway, one of the most inventive contraptions in Canada. It is located at Lock 44 on the Trent Severn Waterway in Central Ontario. Google it. Go there. It's a North American one of a kind. **Today's Trucking** readers clearly do not need the instructions because judging by the number of correct answers, EVERYBODY who reads our magazine knows it. We were out of hats within days of the magazine hitting the newsstands. Readers who did win include: **Mark Murray**, of *North Augusta, ON*, **Albert Wubs** of *Drumbo, ON*, **Grant Kitchener** of *Lucknow, ON*, **Valerie Drummond** of *Beeton, ON*, **Rick Sant** of *Kleinburg, ON*, **Wayne Pearson** of *Lindsay, ON*, **George Wylie** of *St. Catharines, ON*; both **Lynn AND Bob Beal** of *Etobicoke, ON* and **Roger Drudge** of *Wroxeter, ON*.

We're not making it so easy this month. Do you know where this love bug is? We'll award **Today's Trucking Caps** to the first 10 correct responders. Email peter@newcom.ca or call **1-416-614-5828**. If you leave a message, don't forget to leave your number and snail-mail address.



June Answer:

The Big Chute Marine Railway, Lock 44 on the Trent Severn Waterway in Central Ontario.



YOU CAN'T GET THERE FROM HERE

c/o Today's Trucking Magazine

451 Attwell Drive, Toronto, ON M9W 5C4

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

Or email: peter@newcom.ca

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



Product Watch

CONMET PRESET PLUS

KENWORTH LAUNCHES CONMET HUBS

ConMet PreSet Plus wheel hubs are now standard on Kenworth class eight over-the-road trucks.

The hubs feature a fully integrated spindle nut combined with an optimized bearing spacer, which retains wheel-end clamp load better than before. PreSet Plus hubs also include ConMet Premium Bearings and a magnetic fill plug on rear axles as standard. Bearing adjustments are eliminated since these hubs are completely assembled before installation.

The hub assemblies are designed for both steer (22,000 lb or less) and drive axles (26,000 lb or less), for disc and drum brakes.

A choice of iron or aluminum—for weight-conscious customers—is available, the aluminum option saving more than 20 lb on each hub.

See www.conmet.com

IDLE SMART BATTERY PROTECTION

IDLE SMART'S PATENTED AUTOMATIC ENGINE START/STOP TOOL HAS TWO NEW FEATURES, BATTERY PROTECT AND COLD WEATHER GUARD

Idle Smart has recently added two new features to its patented automatic engine start/stop tool, both of them now standard.

Battery Protect continuously monitors battery voltage levels and will start and run a vehicle's engine to recharge batteries as needed. Cold Weather Guard is similar, a new feature that



helps prevent issues with starting a truck after long idle periods in cold temperatures—without the need for fuel line, tank heaters, or a plug-in.

Independent of those capabilities, Battery Protect is pre-programmed to start the truck at a default setting of 12.2 volts and run the engine for a recommended 20 minutes.

See www.idlesmart.com



CHECK YOUR CARGO SECUREMENT IQ

ANSWER TO OUR CARGO SECUREMENT QUIZ (PAGE 30)

There could be as many of three violations here, at least two of which could result in an out-of-service condition.

The load appears to be unitized bundles stacked three layers high, so they must meet 49 CFR 393.118 of the US rules and section 46 of the Canadian rules (National Safety Code Standard 10, from which different provinces derive different codes as per their own Highway Traffic Acts). The load appears to lack tiedowns on the middle tier of bundles (a practice sometimes called belly strapping), although it does appear to meet the requirements for the number of straps required for the length and weight of the load.

While difficult to see in the photo, the compliance labels on the securement straps are badly frayed and all of the working-load-limit markings may not be legible. Because the inspector might not be able to determine the WLL of some or all of the straps, the load rating of those straps could be downgraded or zeroed-out completely—depending on policies in individual jurisdictions.

Also, the rules say cargo straps should be strung inside of the rub rail “when practicable.” In this case, it would have been practicable to route the straps accordingly.

HYBRID ELECTRIC POWERTRAIN

XL HYBRIDS HAS EXPANDED ITS HYBRID ELECTRIC POWERTRAIN TECHNOLOGY TO THE FORD E-SERIES CUTAWAY AND STRIP CHASSIS

XL Hybrids recently introduced its XL3 Hybrid Electric Drive system for cutaway and strip chassis vehicles, extending its patent-pending technology to a new vehicle platform. This takes the product beyond class one-and-two vans to include popular class three and four truck and shuttle-bus configurations.

The conversion promises a 25-percent increase in miles per gallon, reduced carbon dioxide emissions by 20-percent, and what the company calls “an attractive return” on the investment.

The simple XL3 system is now available for commercial vehicles up to 14,500 lb GVW, including van body, refrigerated, utility, landscaper, walk-in vans, and shuttle buses. The XL Hybrids' charge-sustaining powertrain installs in just five hours, and has zero impact on fleet operations because there are no special plugs, charging or fueling infrastructure, driver training, or maintenance requirements.

Existing customers include Coca-Cola, FedEx, and other such mega-fleets, the company says.

The system is available on the Ford E-350 cutaway and Ford E-450 cutaway, and at last word was coming soon to the E-350 and E-450 stripped chassis and GMC 3500/4500 cutaway chassis.

See www.xlhybrids.com

NATIONAL ADVERTISERS

Cummins Canada	14, 23
<i>www.cummins.com</i>	
Detroit Diesel Engines	4
<i>www.demanddetroit.com</i>	
Elite Support	16
<i>www.servicessupportnetwork.com</i>	
ExpoCam Show	20
<i>www.expocam.ca</i>	
Freightliner	2-3
<i>www.freightlinertrucks.com</i>	

GE Lighting	18
<i>www.gelighting.com</i>	
Goodyear	55
<i>www.goodyeartrucktires.com</i>	
Howes Lubricator	12
<i>www.howeslube.com</i>	
International Truck & Engine	8
<i>www.InternationalTrucks.com</i>	
J.D Factors	17
<i>www.jdfactors.com</i>	
J.J. Keller	46
<i>www.jjkellerencompass.com</i>	
Peterbilt	back cover
<i>www.peterbilt.com</i>	

Peterson	24
<i>www.pmlights.com</i>	
Shell	6
www.shell.ca	
Today's Trucking	38
<i>www.todaystrucking.com</i>	
Total Canada	15
<i>www.total-lubricants.ca</i>	
Transcourt	43
<i>www.transcourt.com</i>	
Truck & Trailer	34
<i>www.truckandtrailer.ca</i>	
Vipar Heavy Duty	49
<i>www.vipar.com</i>	

COMPANIES IN THE NEWS

A

Air-Weigh	45
Allison	35, 47
Armour Asset Risk Management Ltd.	51
Arrow Truck Sales	19

B

Bendix	49
BFGoodrich	44
Bowater Pulp and Paper Company	26
Bridgestone	41

C

Canadian National Railway Company	9
Canadian Pacific Railway Limited	9
CAT	26
Coast Power Train	26
Coca-Cola	52
Con-Way	14
ConMet	52
Continental Tire	40
Crane Carriers Company	26
Cummins	26, 35, 44, 45, 47

D

Daimler	35
DCT Chambers	19
Detroit Diesel	45
Discovery Channel	36

E

Eaton	35, 44, 45
-------	------------

F

FedEx	17, 52
Ford	47, 51, 52
Freightliner	23, 35, 39, 45
Fuller Landau's Transportation	25

G

Glacier Computer	46
Glen Transport	19
GMC	52
Goodyear	41
Grote Industries	39
Grumman Aircraft	32

H

Hendrickson	44
Hino	19, 23, 33

I

Idle Smart	52
Inchape Berhad	26
International	14, 23, 26, 35, 39, 44
Island Pacific Logging	26
Isuzu	33

K

Kenworth	14, 23, 35, 52
----------	----------------

L

Long Island Business News	17
---------------------------	----

M

Mack	19, 23
Magnum Trailer and Equipment	47
Marine and Atlantic Railway Inc	9
Meritor	19, 45
Michelin Truck Tires	35, 41
Minimizer	47
Mitsubishi-Fuso	23, 33
Motorola	50

N

Nulogx	11
--------	----

O

Optronics	39
-----------	----

P

1-800-Pack-Rat	35
PACCAR	35
Pacific Truck & Trailer	26
Pacific Trucks	26
PeopleNet	50
Pepsi	32
Peterbilt	7, 23, 35, 44
Phillips Industries	46
Purolator	17

S

Schneider	22
Shaker	36

T

Telogis	50
TFX International	7
Tim Horton's	22
TNT USA Inc	17
TransForce	19
Transport America	19
Transtex Composite	50
Trimac	13
Trison Tarps	17
Truck-Lite Inc	37
Trucks for Change	22

U

UPS	32
-----	----

V

VIA Rail	9
Volvo	14, 19, 23, 39

W

Western Star	7, 23
--------------	-------

X

XL Hybrids	52
------------	----

Y

XTL Transport	22
Yokohama Tire Corporation	42



By Peter Carter

A Real Nail-Biter

Crazed bike couriers and DUI-cycles mean driving around Toronto's not for wimps.

My son Michel just got a job driving truck. Delivering furniture around Toronto.

The retailer he works for owns a one-ton van but occasionally rents larger units for bigger shipments.

Michel's an excellent driver. Since he was a baby we've known he has extraordinary hand-eye coordination and when it comes to driving, nothing escapes his notice.

He realizes how important it is to read and therefore predict what other drivers and pedestrians are going to do before they do it; and he has developed an easy-going alertness.

I remember when he was about 14 and piloting our family's van near the cottage. He left an intersection to make a left turn and as he was entering the new lane he glanced backwards quickly to see if he'd missed anything.

Michel is nothing if not observant.

When he was about four, his mom told him to stop biting his nails and he responded with, "But daddy does it when he drives."

But I digress.

Of course Michel's more than old enough to drive. When I was his age, I had driven big trucks and buses and never for a moment thought I was unprepared or too young. At 21, a young man is as confident about things as he's ever going to be in his life. (Why do you think he thinks this job is preferable to attending school? But that's for another column.)

That said.

I'm scared silly.

Have you seen Toronto traffic recently? Not only are the streets and expressways congested beyond precedent; it's not just cars and trucks out there anymore.

Often it seems real vehicles—you know—the kind that require license plates and insurance—are in a minority.

You want to talk bicycles? Or crazed two-wheeled couriers who believe they're invincible and weave and bob like video-game characters in and around the downtown traffic? How



Photo Credit: ValeStock / Shutterstock.com

about bicycles with little baby-carrying trailers behind them? Or skateboarders and unicyclists?

Never mind that Michel is only driving a delivery van; even little trucks are big when the other person's scooting down the middle of the lane on an electric thingamajig.

I don't even know what many of these vehicles are called.

Or what about those electric-powered SILENT half-bike half-scooter jobbies? I've heard them referred to as DUI-cycles because you're allowed to ride one even if you've had your license scooped by the cops.

We also have, now that you mention it, these horrible shopping mall areas that look like roads but are really vehicular anarchy zones. A policeman told me he calls them "no-man's lands" because even though they have stop signs and directional lane markings,

they are in fact private property and when it comes to sorting out legal problems, all bets are off.

Oh yeah, we also have streetcars. I almost forgot.

There's another thing.

"The fact that Toronto is such a magnet for new Canadians makes driving in that city a real joy," said Nobody, ever. Not that any nationality has a lock on good driving, but I must say, people do arrive with quite a variety of experiences.

And so it's into that multi-vehicled; multi-colored multi-mannered, litigious quagmire that my son has been launched as a professional truck driver.

If my late mom Huena were around, she'd probably courier him a St. Christopher statue for his dashboard.

Now that I've thought it through though, I'm not really worried.

Not only does Michel come from a long line of professional drivers, I sleep soundly knowing that every city truck driver I've ever met takes pride and great care in how he or she drives. Thank goodness. Because somebody has to. **TT**



FUEL SAVER

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



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

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

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

©2014 Goodyear Canada Inc. All rights reserved.

GOODYEAR
MORE DRIVEN.



579

POWER YOUR
PROFITABILITY.

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

PACCAR MX-13
Powered By Quality



Visit peterbilt.com/579 for more information.

