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The Business Magazine of Canada's Trucking Industry

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MONTH

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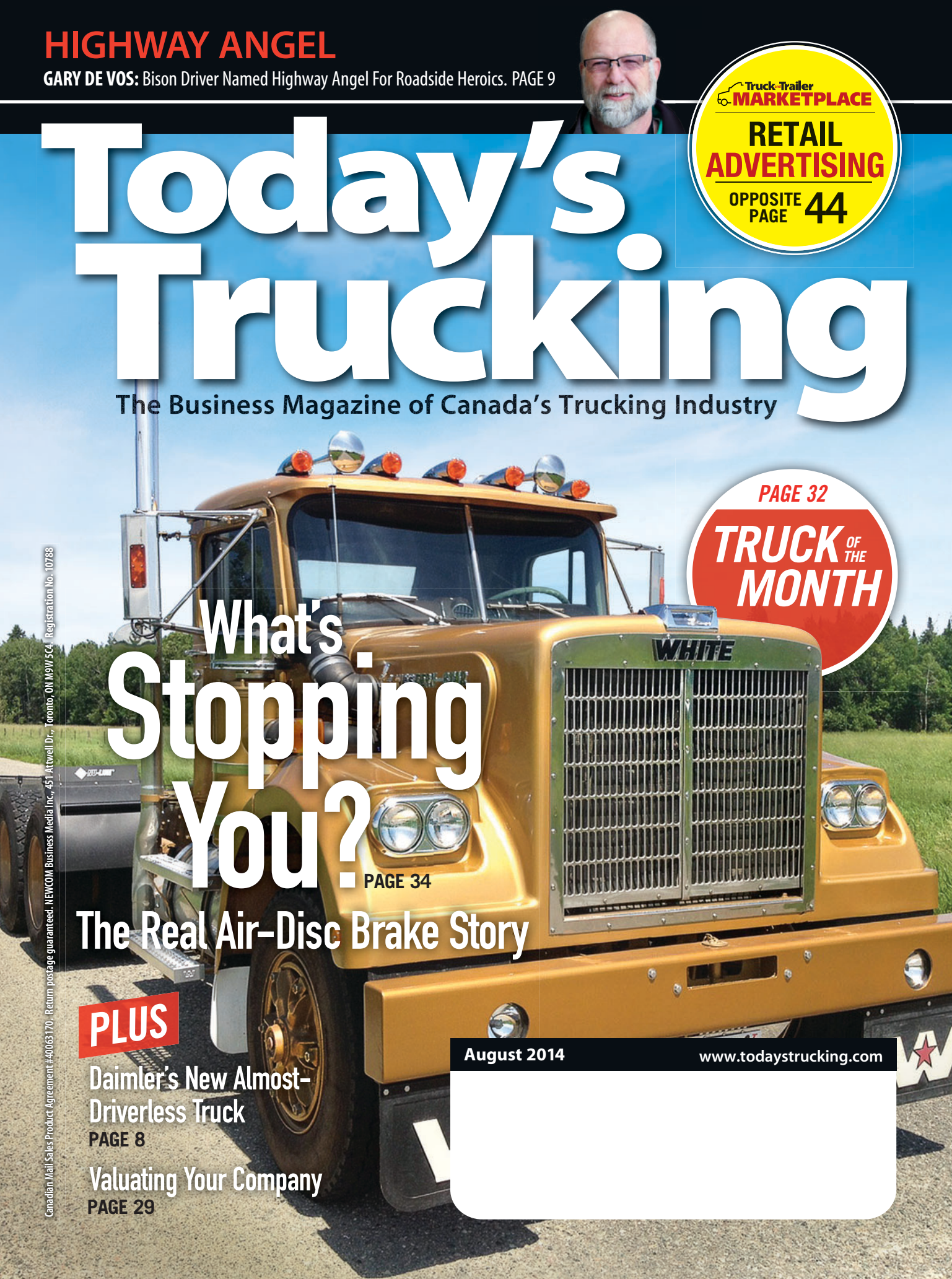
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Calling all Pilot Car Operators

Re: *One Man's Campaign To Regulate Pilot Cars*, July, 2014

Here in Alberta, there are currently two or more courses for pilot-car operators so they understand the laws and what they can and cannot do.

For the past three years, I have been teaching a course put on by Enform, so it's more oriented to the oil and gas industries.

The Alberta Construction Safety Association has one as well, and I also believe the Alberta Motor Transportation Association offers a pilot-car course.

These courses give pilot-car operators a good idea of what they need to do to do their job in a safe and healthy manner. This includes what to do in emergencies, how to assist in having vehicles pass the load, etc.

They also include information on flagging and directing traffic for emergencies or dealing with narrow roads that do not allow for passing.

I don't think we need to reinvent the wheel when we have training already out there. Communication between provinces and associations can help with this problem.

— **Tom Gislason**, *General Manager, Get Safety Services, Fox Creek, AB*

He's "Mister Gasi" To Me

Re: *Meet Trimac's 23-Year-Old Ops Guy*

Besnik Gasi is someone I will doff my hat to. And I am a man of many hats.

His meteoric rise in this industry demonstrates that the trucking industry offers excellent opportunities to anyone willing to accept the challenge. I have no problems calling him Mr. Gasi because he demonstrates the same respect for his drivers. Respect is reciprocal.

From writing books to managing, our industry offers numerous opportunities to those individuals who have the wisdom and drive to pursue and develop them. Great story. Truly edifying.

— **Alfey Meyers**, *Guelph, ON*



Besnik Gasi

This Is Not Spam!

The Federal Government has introduced a new Internet law that you should be aware of and act on, if you haven't already.

Failure to do so could mean a loss of customers, business, friends and, perhaps millions of dollars in fines.

Canada's new anti-spam law (CASL) went into effect July 1st.

Designed to stop email financial scams, the anti-spam law prohibits businesses from sending emails to individuals without the recipient's full consent, and consent must be stated.

Consent can be defined a number of different ways. Your best bet for more information is at www.fightspam.gc.ca.

This law applies to American companies attempting to contact Canadians via email as well, so if you have American clients you might want to alert them to the new regulations.

Unless the law gets challenged and perhaps struck down, the Federal Government is planning to roll out the enforcement over the next three years and it's really worth paying attention to. Fines for non-compliance can reach \$10 million!

— **Peter Carter**, *Editor*

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By Rolf Lockwood



Slow Work Ahead

Newsflash for Road Builders: Trucks Take Longer To Stop.

Summer is not my favorite season. Hasn't been since my school days, when the unbridled joy of being set free for a couple of months was like having taken a happiness pill. I can still feel that joy, a hundred decades later.

And even in the years after I turned 16 when summers always meant a job of some sort—actual work—that sudden burst of freedom when the last day of school ended was itself a drug that had me high for days.

Nowadays summer just means road construction. And there's no joy to be seen there at all.

Now, is it my imagination or do you folks also see what I see in the countless road-maintenance projects that I've been encountering lately? It seems to me that there's less regard for motorists of all sorts, civilians and truck drivers alike, than ever before. Signage is horrible, for one thing, dangerously so in some cases.

I hesitate to raise a Toronto example, because most of you will feel less than sympathetic just because, but this city is an utter mess. I feel terribly sorry for P&D drivers forced to venture downtown because it's become a veritable maze, with road work everywhere you turn and nobody co-ordinating it so that the impact is minimized. If there's anyone in charge, and I'd be surprised if anybody's looking at the total picture, they've done a masterful job of creating mayhem.

I've lived in this city for 35 years or so, and I know it well, but I got myself quasi-lost downtown a few weeks ago after being forced to detour—and then detour twice again after that in pretty quick succession. Those three detours were due to three separate construction projects, believe it or not. They made a simple trip very complex. And twice as long.

Pity the poor truck driver unfamiliar with this town trying to negotiate these streets with a big vehicle in his hands.

Sticking with Toronto, the re-building or maintenance or whatever the heck they're doing on Highway 401 across the top of the city is a different sort of mess. Thankfully, the worker bees are mainly out at night, but those 16 lanes are still busy at 11:00 p.m. and later. And all the more congested when six of the eight eastbound lanes are shut down for hours at a time. It can take longer to get across the city at midnight than it does at the height of rush hour. And to make matters worse, there's a distinct lack of signage to warn of or explain what's coming.

I'm reminded of a tragic accident along that highway nearly 20 years ago, one that could have been avoided if only more care had been taken in designing the temporary lanes of a construction zone.

The driver died at 2:30 in the morning after running headlong at speed into the four-foot-high, V-shaped, concrete temporary divider separating the express lanes of the highway from a single-lane exit ramp to the collectors. No skid marks, no clue that she made any attempt to avoid the crash.

The subsequent accident investigation showed that she was likely travelling at 85 km/h or so in the moments before impact, so excessive speed didn't seem to be a factor.

But I thought at the time that speed was in fact an issue. The posted speed limit was 80 km/h, but I figured you couldn't negotiate that particular section of highway safely in a tractor-trailer at anything over 70 or 75 km/h.



It seemed clear to me back then that some construction sites, like that one, demand warnings specific to truckers. There were none in that case, and as far as I can see there still aren't such warnings anywhere. We need them.

Most temporary lanes are extremely narrow, even though they might meet provincial standards, and of course there are usually no shoulders at all in such spots. The 'new' lanes are hardly ever clearly marked with painted white lines either. In other words, there's just no margin left for the slightest error.

Truckers are the best drivers out there by far but their big machines just don't handle like cars do, so safe construction site design for them means that you haul speed way down with signs aplenty and you warn them for miles ahead that things are going to get rough.

And here's a radical thought: maybe you consult a tame truck driver about the special needs of our guys in such sites. Nah, makes too much sense. **TT**

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

Dispat

Trucks That Drive Themselves

Daimler unveils revolutionary self-driving truck in Germany. — By Rolf Lockwood

DAIMLER TRUCKS has a radical vision of the near future based on a truck that drives itself. It's not driverless—the driver cannot leave his seat—rather the driver can give almost complete control to the truck on the highway. And then turn his seat 45 degrees to the right while using his tablet to check the dinner menu at the next truckstop. Or organize his next load. You name it, he can do it.

The self-driving **Mercedes-Benz Future Truck 2025** was introduced in Germany with a conference and lengthy demonstration on a yet-to-be-opened stretch of the newly built A14 autobahn nearby. The much modified Actros cabover with trailer attached was driven at speeds up to 85 km/h in more or less realistic, if staged, traffic. And all on its own it made one subtle



IN THE YEAR 2025: That's when Daimler predicts the autonomous Actros will be in full production.



ches

REGULATIONS — PG. 11
**B.C. Raises Speed Limits
on Some Highways**



BORDERS — PG. 13
**Canadian Truckers
Slam U.S. Border
Fee Increase**



maneuver that was particularly impressive—approaching an emergency vehicle parked on the shoulder, the truck edged itself nearly into the next lane to safely clear the stationary Unimog and, once past, eased itself back into the absolute center of the driving lane.

“Autonomous driving will revolutionize road freight transport and create major benefits for everyone involved,” said Dr. Wolfgang Bernhard, Daimler trucks and buses chief.

Bernhard hopes to make this a production vehicle—and have at least Europeans accept the autonomous idea—by 2025. North Americans might be a tougher sell, though much remains to be seen.

The truck depends on vehicle-to-vehicle communication, which refers to connectivity at the next level where ‘things’ communicate with other ‘things’, instead of people communicating with other people.

Bernhard said vehicle-to-vehicle communication is a vision of what’s possible with transport systems at large, and the event in Magdeburg was meant to start a broad discussion that will take us into

BISON MAN NAMED HIGHWAY ANGEL



Gary de Vos

Thanks to a hawk-eyed night-driver, one cold and frightened motorist finally got help after sitting by the side of a highway for 45 minutes.

Bison driver **Gary de Vos** was driving on Highway 1 just east of Winnipeg when he spotted a man struggling to survive under a brown blanket that camouflaged him among the dirt shoulder on the side of the highway.

The man had struck a deer sprinting across the dark road, sending his car somersaulting 30 feet off the remote stretch of highway and into the wet, grassy roadside bog. He managed to writhe his way out of the overturned car, clinging to the soggy blanket for over 45 minutes

before de Vos found him. Almost 30 vehicles had sped right past the man in that time.

“As a night-time driver who has to pass through a highly deer-prone area, I’m always scanning the roadway left to right because deer are so hard to see,” de Vos said.

De Vos is a 32-year veteran of the Canadian military, a five-year professional driver and for this act of mercy was named **Highway Angel** by the **Truckload Carriers Association**.

“A guy under a brown blanket, sitting on a dirt shoulder in the dark, he blended right in. It would have been so easy to miss him if it weren’t for the movement he made.”

De Vos stopped his truck and helped the man into the cab’s warmth, where he waited until emergency personnel arrived on the scene. — *By David D’Orazio*

uncharted territory.

At this point, the Future Truck 2025 is a mix of existing and new technologies, some of them drawn from the car world, some from trucks. Crucially, these ‘smart’ trucks will communicate with one another and with cars sharing the road, trading information about speed and position, and thus be able to ‘mingle’ on the road safely with little driver intervention, at least on highways and major roads. Trucks will

also ‘talk’ to the road and associated infrastructure like traffic lights, assessing all inputs and reacting accordingly.

The Highway Pilot is a combination of radar sensors at the front and sides, a stereo camera behind the windshield, precise three-dimensional maps, and V2V/V2I communication (Vehicle to Vehicle and Vehicle to Infrastructure). Daimler compares Highway Pilot to the autopilot system in an airplane.

TFWS

Temporary Foreign Worker Program Not Here For Long

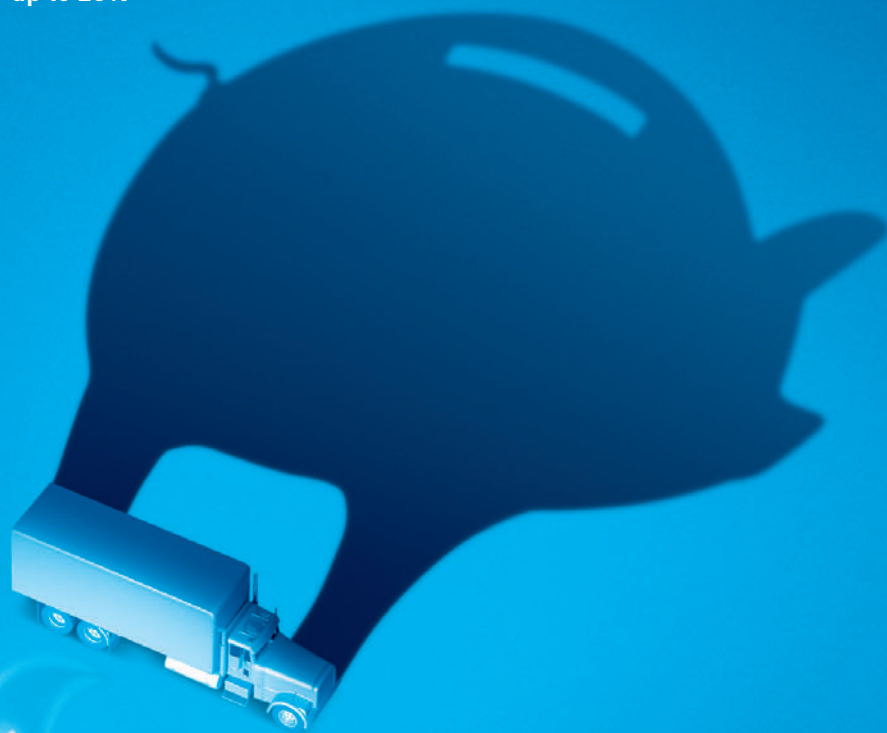
Federal Employment Minister Jason Kenney has said he thought about shutting down the “low-skilled” stream of the Temporary Foreign Worker Program, but compromised to phase it out instead so as not to kill businesses.

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The changes ahead:

- More inspections: one in four employers will be inspected each year. The government said it will hire about 20 more inspectors, bringing the number to about 60;
 - Higher fees: the application fee employers must pay per worker will go from \$275 to \$1,000, effective immediately;
 - Hefty fines of up to \$100,000 for employers who abuse the program. These will roll out in the fall;
 - More funding for the Canada Border Services Agency to pursue more criminal investigations;
 - Posting the names of employers who receive permission to hire foreign workers;
 - Making public the number of positions approved through the program on a quarterly basis;
 - Reducing the amount of time a temporary foreign worker can be employed in Canada, to two years from four.
- “Even prior to the announced changes, the program was considered by most

to be too cumbersome and restrictive for anything other than a temporary, stop-gap measure to fill unseated trucks when a company is unable to fill those positions with qualified Canadians,” said David Bradley, president of the Canadian Trucking Association (CTA).

“[The Temporary Foreign Worker Program] is not an ideal program, nor is it a solution to the shortage of qualified truck drivers. But it’s all that is available to fill some seats on a temporary basis for those who choose to use it,” Bradley said.

REGULATIONS
B.C. Raises Speed Limits on Some Highways

The speed limit on some of British Columbia’s highways is going up to 120 km/h. Among the changes:

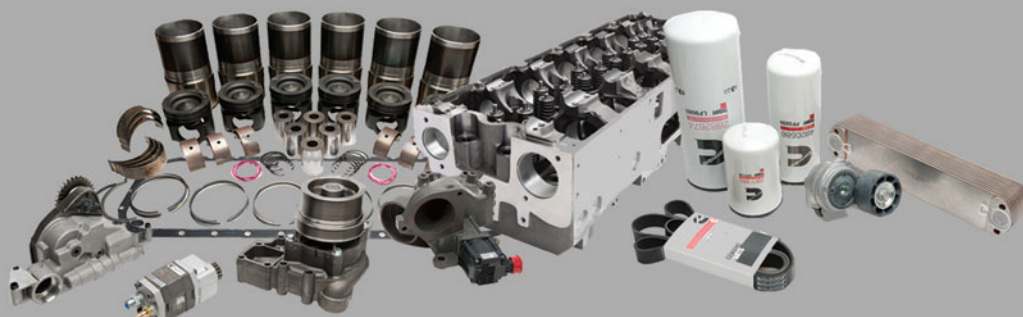
- New speed limits on 35 sections of highway covering 1,300 km (about

SEA-TO-SKY’S THE LIMIT:
 The BCTA opposes the increase.



15 percent of the length of highway reviewed);

- A new maximum speed of 120 km/h on certain sections of divided multi-lane highways;



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- Pilot variable speed zones on sections of the Trans-Canada, Coquihalla and Sea-to-Sky highways;
- Regularly monitoring and evaluating of speed limits and safety measures with the Road Safety Executive Steering Committee;
- Improving the way that data critical to identifying trends in highway safety is shared among all Road Safety Executive Steering Committee members.

The changes are a result of the province-wide Rural Highway Safety and Speed Review, which also covers winter tires, keeping right except to pass, and wildlife collisions.

But whether or not trucks will be driving faster is yet to be seen. For its part, the B.C. Trucking Association (BCTA) has opposed the speed increase.

“When we surveyed our truck and motor coach members regarding the speed review, they indicated there was no appetite for higher speed limits,” said Louise Yako, president of CEO of BCTA.

FREIGHT

Trade Up, Truck Orders Also Up

North American truckers are hauling more goods to the U.S. and are also ordering more class 8 trucks. Most recent research shows:

- 4.2-percent more goods were trucked into the U.S. from Canada and Mexico in April '14, compared to April '13;
- 0.4-percent more goods were carried by truck between Canada and the U.S. over last April;
- 54.4-percent of the \$55.8 billion worth of commodities to and from Canada were moved by truck;
- 41,300 trucks classes 5-8 were ordered by North American truckers in June;
- Two-percent more Class 8 trucks were ordered in June when compared to May;
- 41-percent more Class 8 trucks were ordered in June '14 compared to June '13.

Kenny Vieth, president of freight forecasters ACT research, commented: “With seasonal tendencies dampening expectations, North American Class 8 net orders [were] on the high side

in June at 26,600 units.”

Vieth added that seasonal adjustment boosts June's Class 8 order total to 29,200 units, or 351,000 seasonally adjusted annual rate (SAAR).

“On that basis,” Vieth continued, “June was the strongest order month since January. Since October, Class 8 orders have been booked at a 318,100-unit SAAR.”

BORDERS

Canadian Truckers Slam U.S. Border Fee Increase

The U.S. Department of Agriculture's (USDA) recent proposal to hike the agricultural quarantine inspection (AQI)



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MERITOR



fees for commercial trucks crossing the U.S.-Canada border might be illegal, the Canadian Trucking Alliance (CTA) and Canadian government claim.

The Canadian government says the fee increase “may not be consistent with U.S. international trade obligations” and “would have disproportionate and negative effects on Canadian commercial enterprises exporting to the United States.”

The CTA consulted with law firm Gowlings and found the hike violates the North American Free Trade Agreement (NAFTA) and the General Agreement on Tariffs and Trade (GATT).

Some complaints against the fees:

- **Fees are too high:** The USDA wants to increase the APHIS fees from \$150 to \$320 per truck per year. In addition to the APHIS fee, truckers also pay a Consolidate Omnibus Budget Reconciliation Act fee of \$100, putting the total cost at \$420 per truck per year.
- **Fees apply to all trucks crossing the border:** “How efficient and effective is it to be inspecting and charging APHIS fees to trucks that are, for example, importing auto parts into the United States on plastic pallets?” CTA CEO David Bradley asked when the fees were announced in late April.
- **No risk assessment:** “Commodities that present risk are the responsibility of the importer and the application of fees should be strategically allocated to importers based on the level of risk the goods present –[not to truckers],” the Alliance claims.
- **Puts toll on all U.S.-Canada trade:** APHIS fees apply to all trucks crossing the border, regardless of whether or not the goods being imported are food and agriculture-related or whether the trailer is loaded or empty.

■ **Violates GATT:** “The AQI fees cannot be considered as General Agreement on Tariffs and Trade-compliant customs users fees in that the fees are applied irrespective of whether an individual conveyance is actually inspected, and irrespective of the actual need for an inspection to be performed given the nature of the shipment and the goods,” Gowlings’ lawyers said.

■ **Violates NAFTA:** “The basic effect of NAFTA Article 310 is to prohibit the United States, as a Party to the NAFTA, from adopting any customs user fees other than those that existed at the date of the coming into force of NAFTA, which ultimately were eliminated for goods originating in Canada,” Gowlings’ lawyers said.



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CNG-fueled Kenworth

ALT FUELS

One Fifth Of Vocational Trucks Will Be Nat-Gas Powered

The resurging construction industry is pushing sales of vocational trucks so much that Kenworth wants to expand the compressed natural gas (CNG) truck market.

"I'm a true believer [in natural gas]. It's no longer a science experiment. It's happening. The question is not if, but when," said Andy Douglas, Kenworth's national sales manager for specialty vehicles.

"Eighty years ago, diesel was the alternative fuel. It took 25 years for it to become common." The company expects the segment will grow by up to 20-percent by 2020.

TFWS

Eassons Foreign Worker Plan OK'd

Eassons Transport has been found not in violation of the rules of the Temporary Foreign Worker Program, a two-month federal investigation concluded.

This past May, a report surfaced saying the New Brunswick company's use of the program was temporarily suspended because the government thought it had "reasonable grounds to suspect that the employer or group of employers provided false, misleading or inaccurate information."

According to an official in the department of Employment and Social

Development Canada, that claim was debunked on July 1 after inspectors found that no rules were broken.

Eassons Transport's name was cleared and the company was removed from the government's supposed "blacklist."

Company president Paul Easson told *Today's Trucking* that the suspension has been lifted and Eassons Transport is in the clear.

"If, as a result of a thorough investigation, an employer is found to have not violated any of the program requirements, the suspension is lifted and the employer's name is removed from the public website," said a media relations officer in an email to CBC News.

"This was the case with Eassons Transport Ltd."

When contacted, Easson confirmed to us he received a letter dated July 3 from Employment Minister Jason Kenney. The letter said the audit was complete, the Labour Market Opinion suspension was lifted and the Easson company name was removed from the government website, Easson said.

The company is very pleased with the results of the audit, Easson said, with the outcome proving that Eassons Transport was in compliance with the rules under foreign worker legislation.

Companies wanting to use the Temporary Foreign Worker Program must be able to prove that it couldn't find a Canadian worker to fill the job. The company must also pass a Labour Market Impact Assessment (formerly Labour Market Opinion).

At the time of May's initial CBC report, Easson told the broadcaster he assumed there had been a complaint filed but was fully cooperating with the feds and expected the suspension to be rescinded. — **By David D'Orazio**

Diesel Price Watch

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	149.4	-4.5	131.1
VANCOUVER *	147.9	-2.2	103.2
VICTORIA	141.5	-2.1	104.6
PRINCE GEORGE	141.4	-2.3	108.0
KAMLOOPS	138.9	-0.6	105.6
KELOWNA	138.1	-1.0	104.9
FORT ST. JOHN	144.4	-1.0	110.9
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	127.7	1.8	108.6
RED DEER	129.7	0.0	110.5
EDMONTON	123.8	-1.0	104.9
LETHBRIDGE	130.2	-2.3	111.0
LLOYDMINSTER	137.2	0.0	117.7
REGINA *	130.2	-1.3	105.0
SASKATOON	131.9	-3.0	106.6
PRINCE ALBERT	131.9	-3.7	106.6
WINNIPEG *	128.9	-1.6	104.8
BRANDON	133.5	-2.1	109.1
TORONTO *	130.9	-1.2	97.5
OTTAWA	132.9	-2.0	99.3
KINGSTON	129.6	-3.2	96.4
PETERBOROUGH	129.4	-2.0	96.2
WINDSOR	127.5	-1.1	94.5
LONDON	129.2	-1.0	96.1
SUBSBURY	133.4	-1.4	99.7
SAULT STE MARIE	134.9	-2.3	101.1
THUNDER BAY	138.8	-1.4	104.5
NORTH BAY	133.7	-1.0	100.0
TIMMINS	139.1	-0.2	104.8
HAMILTON	133.2	-1.2	99.5
ST. CATHARINES	131.9	-0.7	98.4
MONTRÉAL *	140.1	-0.8	97.7
QUÉBEC	140.1	-1.3	97.7
SHERBROOKE	138.4	-2.5	96.2
GASPÉ	139.0	-2.5	100.5
CHICOUTIMI	136.7	-0.6	98.5
RIMOUSKI	139.7	-1.2	99.2
TROIS RIVIÈRES	138.4	-0.5	96.2
DRUMMONDVILLE	139.2	-0.3	96.8
VAL D'OR	137.4	-1.0	99.1
SAINT JOHN *	135.9	-3.3	97.0
FREDERICTON	137.9	-1.6	98.9
MONCTON	137.8	-2.4	98.7
BATHURST	139.5	-2.7	100.3
EDMUNDSTON	138.2	-1.4	99.1
MIRAMICHI	138.8	-2.5	99.6
CAMPBELLTON	138.4	-3.0	99.3
SUSSEX	137.3	-1.2	98.3
WOODSTOCK	139.5	-0.5	100.2
HALIFAX *	132.8	-3.4	96.0
SYDNEY	136.0	-3.7	98.9
YARMOUTH	135.8	-3.0	98.7
TRURO	134.6	-3.3	97.6
KENTVILLE	133.7	-3.2	96.8
NEW GLASGOW	135.5	-3.5	98.4
CHARLOTTETOWN *	141.6	0.0	100.0
ST JOHN'S *	139.1	-2.4	102.6
GANDER	138.5	-2.4	102.1
LABRADOR CITY	152.0	-2.5	114.0
CORNER BROOK	139.5	-2.7	103.0
CANADA AVERAGE (V)	134.0	-0.7	101.8

Updated prices at www.mjenvin.com • Prices as of July 8, 2014 • V-Volume Weighted. (+/-) indicates price variations from previous week. Diesel includes both full-serve and self-serve prices. The Canada average price is based on the relative weights of 10 cities (*)

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Heard on the Street

Manitoulin Grows and Grows

Manitoulin Transport has purchased **Jomac Transport** of Winnipeg. Manitoulin officials say that this investment in Western Canada builds on Manitoulin's 2013 purchase of **Smooth Freight** of Brandon. Said Manitoulin President **Don Goodwil**: "Jomac was very appealing to us because of their strong customer relationships, high quality of service, disciplined approach to operations, and because they have a company culture similar to our own."



Group Dynamics

Over 220 people attended the **Toronto Transportation Club's** June event. Inspiring the crowd were speakers **Jacque Meyers**, president of *Meyers Transport*, **Brenda Allen**, VP of the *Humphrey Group*, **Molly DuBois**, VP of *C.H. Robinson*, **Lise-Marie Turpin**, VP *Air Canada Cargo*, **Nicole Gallucci**, president of *BOOM! Marketing* and **Angela Splinter**, CEO of *Trucking HR Canada*. And to attract even more women to the trucking industry, **TruckingHR Canada** is asking male and female managers and women in the industry to take a short, five-minute survey online at www.truckingHR.com. Efforts to increase the number of women in the industry were also bolstered by a recent \$242,721 Federal Government grant to the Trucking Human Resource Sector Council Atlantic. The group will use the money for a three-year project designed to increase the recruitment and advancement of women in the trucking industry in the Maritimes.

Johnson Heads Up BCTA

Kevin Johnson is the new Chairperson for the **British Columbia Trucking Association (BCTA)**. Johnson is the vice president of **Coastal Pacific Xpress (CPX)**, a full truckload and less-than-truckload service provider throughout many areas of North America, the I-5 corridor and Western Canada. CPX has a fleet of over 350 trucks and 550 refrigerated trailers. Other members of the executive:

- **First Vice Chairperson:** **Trevor Sawkins**, *Coldstar Freight Systems Inc., Victoria*;
- **Second Vice Chairperson:** **Ken Johnson**, *Ken Johnson Trucking Ltd., Langley*;
- **Secretary/Treasurer:** **Gerry Cullen**, *Western Star & Sterling Trucks of Vancouver Inc., Surrey*;
- **Immediate Past Chairperson:** **Greg Munden**, *Munden Ventures Ltd., Kamloops*;
- **Associate Members' Representative:** **Ben Boon**, *Chevron Canada Ltd., Vancouver*;
- **Director-at-Large:** **Phil Bandstra**, *Bandstra Transportation Systems Ltd., Smithers*.

Let Lloyd Fix It

Lloyd DeMerchant has been named the *Volvo Trucks Canada Fleet Maintenance Manager of the year*. **Penske Truck Leasing's** maintenance manager for eastern Canada, he was presented with the award by **Volvo's Steve de Sousa** at the recent Canadian Fleet Maintenance Seminar.

DeMerchant has been with Penske for nearly 20 years, based in Mississauga, ON, and is responsible for 290 employees, including 110 licensed technicians and 107 apprentices, at 22 facilities from Toronto to Halifax. They look after some 8,000 pieces of equipment.

Off To Join The Cervus

Cervus Equipment has bought **Peterbilt Ontario Truck Centres** for about \$25.5 million. "Cervus strives to be an outstanding dealer of trusted and reliable brands, and we grow our business in partnership with strong manufacturers such as Peterbilt," said **Graham Drake**, president and CEO of Cervus. Cervus already owns Pete dealers in Western Canada as well as John Deere, JCB Construction, Bobcat, Clark, Doosan and Sellick equipment dealers. It has 56 dealerships in Western Canada, New Zealand and Australia.

Money with Emotion

Money In Motion, the Sudbury-based heavy-equipment leasing company, just celebrated its 25th year of operations; and part of the celebrations included promoting a charity called *KICX For Kids*, which supports renovation of pediatric treatment rooms at Health Science North Hospital in Sudbury. The goal, the company's Amanda Charlebois says: "Change the facility from a scary, intimidating room full of medical equipment, into a calm, soothing, kid-friendly environment." Money In Motion remains in growth mode and recently bought the Sudbury-based **OEM Breakers and Drills**.

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VNX HEAVY HAUL

Volvo Trucks. Driving Progress



logbook2014

August

9

Quebec Provincial Driving Championships

Mirabel, QC

Website: www.carrefour-acq.org

12-16

ATA's National Truck Driving Championships

David L. Lawrence Convention Center, Pittsburgh, PA

Website: www.truckline.com

16-17

Big Rig Weekend

Red Deer, AB

Website: www.pro-truckermagazine.com

21-23

Great American Trucking Show

Kay Bailey Hutchison Convention Center (formerly Dallas Convention Center) Dallas, TX

Website: www.gatsonline.com

September

13

World's Largest Truck Convoy for Special Olympics

(Manitoba)

Oak Bluff Recreation Centre - Oak Bluff, MB

Website: www.trucking.mb.ca

(Ontario)

Paris Fairgrounds - Paris, ON

Website: www.truckconvoy.ca

(Saskatchewan)

Runs from The Credit Union Centre in Saskatoon to The Turvey Centre in Regina.

Website: www.specialolympics.sk.ca



Rodeo Du Camion July 31 - August 3

www.elrodeo.com

18 - 19

Truxpo

Tradex Abbotsford, BC

Website: www.masterpromotions.ca

18 - 19

Pacific Heavy Equipment Show

Tradex Abbotsford, BC

Website: www.masterpromotions.ca

20

World's Largest Truck Convoy for Special Olympics

(Alberta)

Rocky View, AB

Website: www.albertatorchrun.ca

(Nova Scotia)

CFB Shearwater, NS

Website: www.truckconvoy.ca/convoy-2014

22 - 24

ATA - TMC Fall Meeting & National Technician Skills Competition Information

The Walt Disney Swan & Dolphin Resort Orlando, Florida

Website: www.truckline.com/Events.aspx

24 - 26

SC&RA - Crane & Rigging Workshop

Sheraton Dallas - Dallas, TX

Website: www.scranet.org/2014-crane-rigging-workshop

October

1

Toronto Transportation Club - Night At The Races

Woodbine Racetrack - Toronto, ON

Website: www.torontotransportationclub.com/events/2014-calendar-of-events

4 - 7

ATA Management Conference & Exhibition

San Diego Convention Center & San Diego Marriott Marquis & Marina, San Diego, CA

Website: www.truckline.com/Events.aspx

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



24/7

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GOODYEAR
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Trending

THE BEST FROM
Todaystrucking.com

News

Outsider Chances

Want to get danders up and reel in great ideas at the same time? Write about the [Temporary Foreign Workers Program](#). After **todaystrucking.com** posted a few stories about the potential changes to TFWP, reader-response boxes got filled up fast. Below, a few responses.

Paul: "All trucking company owners should be able to bring in two drivers and or mechanics. Any owner-operator that is getting \$1.27 per mile plus the current fuel charge [\$0.43 per mile] plus insurance and plates should be able to bring one driver for eight months of the year like agricultural worker programs."

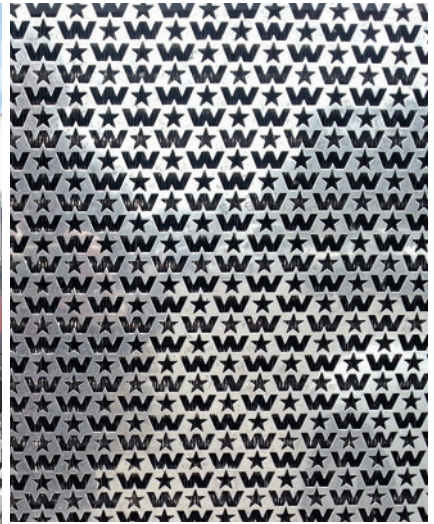
Tim: "The rules need to change so drivers with points against their licence and new drivers are able to get insurance."

Nancy: "Trucking needs to pay like a gas-fitter or other trade before companies can get more foreign drivers in Ontario."

Orlin: "The government needs to set trucking rates before it brings in any more foreign drivers. They need to set up load clearing houses for all these loads that are not getting [delivered] because of a shortage of drivers. No company should be able to bring more than one driver per year until they show they had 500 loads they could not cover in a year above \$1.50 per km plus \$75 per stop including first and last and waiting pay at \$55 per hour after one hour."

John Black: "The loads will be getting moved when shippers offer fair rates. I like Orlin's idea of load board for these loads that are not getting moved."

Why "LIKE" Today's Trucking On Facebook?



You Never Know Where You'll Meet *Today's Trucking*

Like the song says, it's a work in progress. We met this beautiful **Western Star** at an intersection; he was coming north, we were going south so we did a you-ee and caught up with steel-hauling **T.J. Snider** who let us take these shots of his custom work but, he warns, "you ain't seen nuthin' yet." (We typed it that way. They're not his words.) What he did say was he's not finished the customizing yet but we'll sure like the end product. We also like the middle project. We also like all the little W's in the grille.

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@todaystrucking has **10,000-plus followers**.

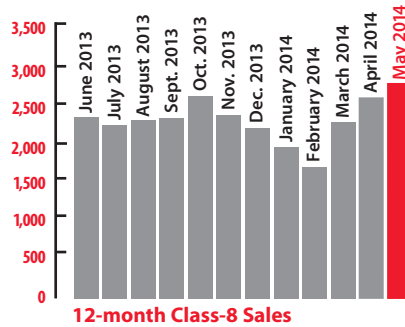
If you're not among them, why aren't you? We tweet news of the industry; money-saving tips, compliance hits, traffic, border-crossing info and lots of moment-by-moment event coverage.

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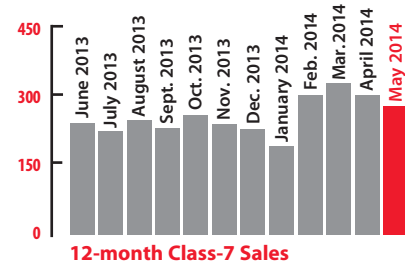
Canada – Truck Sales Index

May 2014

CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	543	2586	2995	23.3%	25.9%
Kenworth	457	1835	2184	16.5%	18.9%
Volvo	534	1730	1341	15.6%	11.6%
Peterbilt	360	1587	1617	14.3%	14.0%
International	286	1491	1637	13.4%	14.2%
Mack	301	984	836	8.9%	7.2%
Western Star	230	904	946	8.1%	8.2%
TOTAL	2711	11,117	11,556	100.0%	100.0%



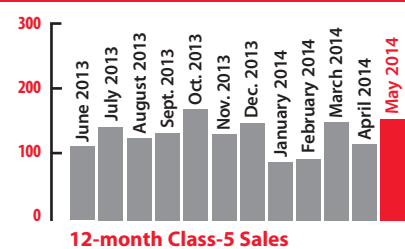
CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	62	380	322	27.6%	25.1%
International	59	306	289	22.2%	22.5%
Peterbilt	56	257	229	18.6%	17.8%
Kenworth	51	252	259	18.3%	20.2%
Hino Canada	51	184	185	13.3%	14.4%
TOTAL	279	1379	1284	100.0%	100.0%



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	14	135	129	38.0%	37.9%
Hino Canada	23	116	115	32.7%	33.8%
International	18	104	85	29.3%	25.0%
Peterbilt	0	0	11	0.0%	3.2%
TOTAL	55	355	340	100.0%	100.0%



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino Canada	104	371	445	62.9%	63.7%
International	27	168	194	28.5%	27.8%
Mitsubishi Fuso	15	43	50	7.3%	7.2%
Kenworth	1	6	0	1.0%	0.0%
Freightliner	2	2	7	0.3%	1.0%
Peterbilt	0	0	3	0.0%	0.4%
TOTAL	149	590	699	100.0%	100.0%



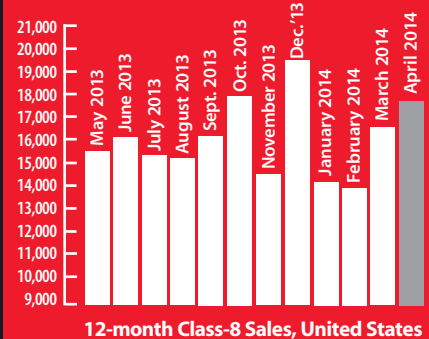
Cummins Eastern Canada
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Cummins Western Canada
www.westerncanada.cummins.com

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

U.S. – Retail Truck Sales*

CLASS 8	April 2014	YTD '14	Share '14
Freightliner	6132	22,235	35.7%
International	2668	9962	16.0%
Kenworth	2609	8365	13.4%
Peterbilt	2185	8246	13.2%
Volvo	2284	7769	12.5%
Mack	1639	4817	7.7%
Western Star	258	918	1.5%
Other	1	11	0.0%
TOTAL	17,776	62,323	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	66	95	24	23	179	107	21	28	0	0	543
Kenworth	55	186	64	0	79	72	1	0	0	0	457
Volvo	78	65	11	47	244	56	24	9	0	0	534
Peterbilt	35	183	25	22	47	38	9	1	0	0	360
International	15	52	4	14	124	51	12	8	0	6	286
Mack	15	35	21	15	163	39	2	5	0	6	301
Western Star	21	71	12	28	44	38	9	7	0	0	230
TOTAL	285	687	161	149	880	401	78	58	0	12	2711
YTD 2014	1163	2670	602	512	3806	1763	386	158	9	48	11,117

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.

Street Smarts

INSIDE:

29 Valuating your outfit

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



A Bunch of Great-Looking Trucks

Truck Graphics Winners show just what can be accomplished with a little imagination and marketing smarts. By Peter Carter

Here's something you didn't know: The Volkswagen Beetle holds the record for length of time in production with the same vehicle. And in second place? The good-ole Divco milk truck.

And in June it was a Divco—evocative of another supposedly simpler time—that clinched one of 18 Awards at the Private Motor Truck Council's popular Fleet Graphics Award, now in its 29th year.

The competition is sponsored by 3M Canada and is open to any fleet, private or public and it attracts entries from across the continent.

The Divco, which is used as a promotional vehicle for Ddrops Vitamins, was the second prize announced in the "Special Event/Promotional" category. Ddrops contracted Alpine Graphic

Productions of Schomberg, ON, with providing the wrap.

Sharon Middleton of Alpine, a company that has been producing vehicle markings since the 1940s, said the only part of the job that isn't part of the wrap are the little eyebrows over the headlights.

Commented PMTC President Bruce Richards, "This national event brings entries from across the Country and is a clear indication of how much pride companies take in promoting their products and services through engaging vehicle graphics. We congratulate all the award winners and thank all those that participated."

Awards by category, film supplier and graphics supplier, were presented to the following fleets. There were two winners and one runner-up in each category.

TRACTOR TRAILER COMBINATION:

Pet Valu



- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

Coca-Cola Refreshments



- Graphics Film: 3M
- Graphics Supplier: Lowen Corporation

Honorable Mention:

Mastronardi Produce Ltd.

- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

STRAIGHT TRUCK:

Pet Valu

- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

Purity Life Health Products



- Graphics Film Type: 3M
- Graphics Supplier: Twin City Graphics Inc.

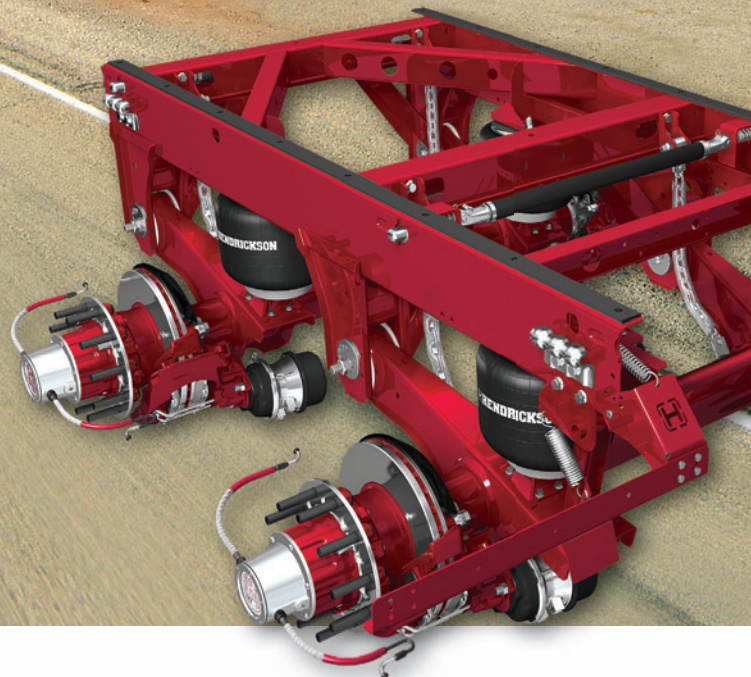
Honorable Mention: Broue Alliance

- Graphics Film Type: 3M
- Graphics Supplier: Lettrapub

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SPECIAL EVENTS/PROMOTION:

Highland Transport

- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

Ddrops Company

- Graphics Film Type: 3M
- Graphics Supplier: Alpine Graphics Productions Ltd.

Honorable Mention: Brick Brewing

- Graphics Film Type: 3M
- Graphics Supplier: Twin City Graphics Inc.

LIGHT DUTY COMMERCIAL TRUCK:

Glace Laurentides / Les Vers Michel



- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

Renditions

- Graphics Film Type: 3M
- Graphics Supplier: Market Your Car

Honorable Mention:

Coca-Cola Refreshments

- Graphics Film Type: 3M
- Graphics Supplier: Lowen Corporation

IDENTITY FLEET GRAPHICS:

Roberts Racing



- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

TFX

- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

Honorable Mention:

Ocean Jewel Seafood

- Graphics Film Type: 3M
- Graphics Supplier: Toronto Digital Imaging Inc.

HUMAN INTEREST:

Nutri-Zoo



- Graphics Film Type: 3M
- Graphics Supplier: Lettrapub

Continental Cosmetics

- Graphics Film Type: 3M
- Graphics Supplier: Market Your Car

Honorable Mention:

Saputo Dairy Products Canada G.P.

- Graphics Film Type: 3M
- Graphics Supplier: National Graphic Solutions Inc.

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Taking the Measure of Your Business

Thinking of selling? It pays to first know what you're worth.

By Jeffrey Cling, CBV



As a trucking business owner it's critically important to know how much you're worth. *Why?* A few key reasons: you may want to sell one day; or maybe just plan for retirement. Perhaps you're planning your estate and/or succession; maybe you'd like to take some chips off the table and sell to key employees or another shareholder; or you may be involved in a court battle.

While different methods can be used and the process can be complicated, business valuation essentially comes down to knowing the value of the business's assets; ongoing cash flows; and the going rate for comparable businesses.

When it comes to determining the fair market value of trucking companies specifically, business valuers generally turn to three main approaches.

1. The Income Approach

This is generally the go-to valuation method when the business is expected to remain profitable on an ongoing basis. In this approach, typically a multiple is applied to the normalized earnings of the business. How do you know what future profitability will look like? Valuers start with historical earnings and then make adjustments to expense items such as management salaries and bonuses and removing non-recurring expenses in order to predict profitability that a prospective purchaser is likely to realize.

2. The Asset Approach

This is used in situations where the trucking company is not earning a fair return on its capital (i.e., where the capital could generate a higher rate of return elsewhere), or where there is no commercial goodwill transferable to a prospective purchaser. An asset approach values the assets and the liabilities of the company at their fair market values.

SELECTED CANADIAN PRIVATE COMPANY PERFORMANCE METRICS

	Operating Profit Margin (Average)	Return on Capital Employed (Average)
SMALL ENTERPRISES – Revenue of \$30,000 to \$5 Million		
General Freight Trucking, Local	4.7%	15.6%
General Freight Trucking, Long Distance, Truck-Load	2.9%	13.2%
General Freight Trucking, Long Distance, Less Than Truck-Load	3.5%	13.3%
MEDIUM ENTERPRISES – Revenue of \$5 Million to \$25 Million		
General Freight Trucking, Local	4.0%	14.5%
General Freight Trucking, Long Distance, Truck-Load	2.3%	9.6%
General Freight Trucking, Long Distance, Less Than Truck-Load	2.7%	8.8%

Source: Financial Performance Indicators for Canadian Business – Release Date: April 8, 2013

3. The Market Approach

In this approach, business valuers look to the recent sales/purchases of comparable trucking companies to determine the implied multiples and also look to benchmarks of comparable public companies. The chart above illustrates average multiples in Canada and the United States based on actual transactions in the trucking industry as well as trading multiples of public trucking companies. Valuers assess the comparability of the company being valued to the benchmark companies.

KEY VALUE DRIVERS:

How to Augment the Value of your Trucking Company

One of the most important value drivers is profitability. The chart above presents average performance metrics of trucking companies in Canada. These statistics can be used to determine whether or not your company is outperforming the average trucking company.

Another important value driver is having contracts in place. Customer contracts that are transferable will provide

secured revenue to a potential purchaser and can sometimes be the sole reason a business is being acquired. Contracts with key employees can also add value to the company because they will help ensure business continues as usual after the acquisition.

Reputation in the trucking industry is also critical. Companies with an established track record for reliability, in terms of goods arriving on time and safely, will be more attractive to prospective purchasers and will likely lead to higher purchase prices.

There are many other factors that can drive value such as proprietary routing software, reciprocal arrangements with other trucking companies, relationships in the industry, etc. Owners and managers should be aware of these factors and use them to maximize value.

A Chartered Business Valuator (CBV) can assist you with estimating the value of your business. **TT**

Jeffrey Cling, CBV is a Manager in the Valuations group at Fuller Landau LLP. He can be reached at jcling@fullerlandau.com or (416) 645-6502.

If you're operating vehicles into the United States, did you know that you might be subject to the U.S. **Heavy Vehicle Use Tax (HVUT)**? This is an annual U.S. federal tax that applies if you're operating a vehicle on a U.S. public roadway with a registered weight of 55,000 lb or more, including a truck, tractor, or bus. In the past, you may not have paid much attention to this tax because enforcement of the tax really hasn't been that robust in recent years. That's changing now, however, and word on the street is that there's a renewed focus on ensuring that foreign-based carriers are filing and paying their HVUT.

And a new HVUT tax year is upon us. The 2014-2015 tax year runs from July 1, 2014, to June 30, 2015. For vehicles first used in the United States in a particular month, the tax filing is due at the end of the following month. For example, for a vehicle first used on U.S. public highways in July 2014, the tax filing is due by the end of the month following the first use, which would be August 31, 2014 (however, since August 31, 2014, is a Sunday and the next day is a U.S. legal holiday, the filing is due September 2, 2014). If a vehicle is first used on U.S. public highways in February 2015, then the tax filing is due by March 31, 2015. You get the idea.

Tax rates are based on the following, per vehicle:

TAXABLE GROSS WEIGHT:	RATE OF TAX:
55,000 lb up to 75,000 lb	\$100 per year plus \$22 for each 1,000 lb (or fraction thereof) in excess of 55,000 lb
Over 75,000 lb	\$550

As an example, if five trucks are operating in the United States at 80,000 lb, your total tax due would be \$2,750.

A piece of good news is you won't be subject to the taxes if you expect that a vehicle will operate 5,000 miles or less in the United States in the tax year. You can claim a "suspension of tax" if that's the case. You'll still need to file a return listing the vehicle subject to the tax, you just won't owe any tax. Note that if you end

Heads up on the HVUT

up operating any vehicle on which you've claimed a suspension more than 5,000 miles later in the year, you'll need to file an amended return and then pay the tax due for the vehicle at that time.

If you have 25 or more vehicles, you're required to file the tax electronically. If you have fewer than 25 vehicles, you can file on paper but you're encouraged to file electronically. Filing electronically allows you to receive proof of tax filing within minutes, rather than waiting weeks for your proof to arrive in the mail. Filing is completed using Form 2290 and Schedule 1. After the IRS has accepted the form and schedule, the stamped schedule is returned to you and that is your proof of tax filing.

You might be wondering how the U.S. Internal Revenue Service (IRS) intends to increase enforcement of the tax requirement on Canada-based carriers. How are they enforcing the tax filing/payment requirement, anyway? Enforcement for a Canada-based carrier is handled differently than enforcement for a U.S.-based carrier.

In the states, enforcement of the HVUT is tracked by the state licensing office when a U.S. carrier registers its vehicles. Carriers must provide proof of tax payment before vehicle registration credentials will be issued. Without proof of tax payment, registration is not issued, and therefore it's rather difficult (impossible, really) for the carrier to operate. States must prove that they're enforcing the tax payment or they risk losing highway funding. As you can imagine, there are significant incentives for the states to

Uncle Sam Wants Your Money. Here's What You Have To Know.

BY HEATHER NESS



track carrier compliance. However, for the Canada-based carrier, the provinces and territories have no reason to keep track of this U.S.-specific tax. Rightfully so, since the IRS has absolutely zero power over Canadian jurisdictions and the HVUT is a U.S. tax and a U.S. issue.

Here's where it gets interesting. There is an IRS regulation that requires foreign-based carriers to provide either proof of tax payment/filing upon entry into the United States or a written declaration in

place of the proof of filing. That's right, if you're operating a taxable vehicle into the United States, you must carry proof of HVUT payment/filing or the written declaration in that vehicle. In fact, in June 2014 the IRS sent a postcard notice to some 14,000 Canada-based carriers reminding them to file the HVUT and to be prepared to show proof of payment/filing upon entry into the United States. The notice reminds carriers that vehicles can be denied entry into the United States if proof is not provided. It's a serious consequence.

Remember how the HVUT is due at the end of the month following the month

officials. What this means is that if you become subject to the HVUT in July 2014, for example, you have until September 2, 2014, to file/pay your HVUT. If you operate into the United States before you've filed/paid your HVUT, you can carry a written declaration up until September 2, 2014. The written declaration must include the following items:

- Name, address, and taxpayer identification number of the person liable for the tax imposed on the vehicle;
- Vehicle's VIN;
- Date on which such vehicle was first used on the public highways in the United States during the taxable period

tax payment/filing (stamped schedule 1) on the vehicle and present it to a U.S. Customs official upon request.

How and when you file and pay, or whether you're able to file a suspension of tax, will depend specifically on the extent of your operations into the United States. The filing process for the HVUT is relatively easy to complete, but complying with the requirement to carry proof of filing/payment or the written declaration in vehicles has added a certain level of complexity and urgency for the Canada-based carrier. Operation into the United States can be jeopardized if proof of filing/payment is not provided.




of first use of the vehicle on a U.S. public highway? As a Canada-based carrier, you're still allowed to observe this filing time-frame, but you're required to provide proof upon entry—so how does that work? The IRS regulation addresses this situation and goes on to state that proof of payment is not required upon entry if, as of the date of the entry into the United States, the period of time for filing a return has not expired and a written declaration is presented to U.S. Customs

(or a statement that the current entry is the first use);

- Acknowledgment by the person liable for the tax imposed on such vehicle that the willful use of the declaration to evade or defeat the tax will subject such person to a fine and/or imprisonment;
- Signature of the person liable for the tax imposed on such vehicle.

If the vehicle operates into the United States after September 2, 2014, then at that point you must carry proof of HVUT

Visit www.irs.gov/truckers for more details on the tax, including forms and instructions, and a listing of e-file providers. J. J. Keller & Associates, Inc. is an e-file provider. Visit us at www.2290online.com. 



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



TRUCK OF THE MONTH CLUB

“READY TO DRIVE DAD?”

HOW A CAREFULLY RESTORED TRUCK CAN TIGHTEN FAMILY TIES

Paul Brown, owner of Stratton, ON- based *Paul Brown Trucking and Heavy Equipment Rentals*, was seven when his father, Dennis, bought his first new truck; a **1979 White Western Star 4864-2** with a 671 Detroit and 13-speed transmission.

“I rode in that truck any chance I could get. As a kid I spent countless hours playing in the yard when it was parked, pretending to be B.J. McKay, from ‘B.J. and the Bear’ or Jerry Reed from ‘Smokey and the Bandit’,” Brown says. “But it was the most fun to pretend to be Dad, and to copy everything he did.”

Brown Sr. used that White to haul gravel in summer and plow in winter. His brother Don had an identical White; the only difference was the serial number. Don’s VIN #338 and Dennis’ with #339.

But then came the summer of 1987 and the MTO changed a spec in their winter contract for the front axle rating plows. The Whites had to go.

“I had seven years of memories in that truck,” Paul Brown says. The Browns went up to C.J. Edwards and Son, in Kenora, ON, to trade the White in for a 1978 Chevrolet Bison. Edwards had already bought Don’s White by then.

In ‘94, 22-year-old Paul went from pretending to be Dad in the yard to following dad’s tire treads; he got his first plowing contracts.

“My current fleet is made up of mostly Western Star tractors. The trucks and trailers are all pure white in color, and I like to think that I care for them all like Dad had cared for his,” Brown says.

A childhood memory remembered this fondly has to come with a side of divine intervention. About five years ago, Brown spotted two red White Western Stars in C.J. Edwards’ yard.

“I couldn’t get the thought out of my mind,” Brown says. So on the next business trip, he found himself pulling into the Edwards’ yard.

“I introduced myself to the owner, Wray, and told him my story, with baited breath, hoping to find out if one of those trucks was dad’s,” he says.

Wray smiled, and said “Why, yes, they are! Let’s go take a look!”

“Then I found the courage to ask him the big important question: ‘Well Wray, if you ever come to a point in time, where you wish to part with Dad’s, I would really love to purchase it back?’” In 2011, Brown got a call that he can have his dad’s old truck back, but only if he also bought its twin—his uncle Don’s White.

To Kenora Brown sped, and bought the trucks. And the painstaking restoration began.

“The proudest moment so far, was entering it in the recent July 1st Canada Day Parade, for its first official outing,” Brown says. “I was driving down Main Street, dad in the passenger seat, my two oldest sons, Jude, who is six and Quinn who is four, proudly sitting between us,” Brown says. “After the parade, we had a nice lunch and when it was time to head home, I asked dad, ‘You ready to drive her home?’”

“It was the best feeling in the world, looking over at him, holding that wheel, his big arm resting on the gear shift, making happy memories once again!”

— **By Teona Baetu**

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

DISC DISC

Do we really need air disc brakes (ADB) in Canada when traditional drum brakes seem to be good enough?

Since the latest generation of ADBs re-emerged in North America more than a decade ago, uptake by long-haul fleets has been a paltry 10 percent or so. Despite the acknowledged technical superiority and performance advantages of ADBs, fleets seem happy with the devil they know. And why not? Drum brakes work, we're familiar with them, they meet all the regulatory requirements and they can be repaired anywhere.

Still you have to wonder if Europeans know something we don't.

The ratio of drum brakes to disc brakes in European Union nations is practically the opposite. All on-road commercial vehicles in the EU are now fitted with ADBs. Some off-road trucks, such as mining and construction still use drum brakes, along with some military vehicles. Drum brakes comprise about 18 percent of total EU brake demand.

Why, then, have North Americans not embraced air disc brakes?

According to Chad Mitts, Meritor's general manager for North American Brakes, we're different from Europe, that's all. "Europe is a different market with different technology drivers," he says. "North Americans operate different trucks on different roads with different business models. It's not a given that we would embrace the same technology for the same reasons they do."

Despite their performance advantages, air disc brakes aren't exactly flying off the shelves in Canada.

Why is that?

BY JIM PARK

Mitts says there are several reasons why North American fleets lag behind the Europeans in ADB uptake:

- In Europe, the OEs decide what the truck is going to look like. North American truck makers build the truck the customer wants; in Europe, fleets get what the manufacturers build.
- Different service infrastructure: Most European trucks are serviced at dealers with factory-trained technicians. Here, trucks are serviced by fleet technicians, jobbers, dealers, etc., which makes adoption of new technology more difficult. You have to deal with new parts and new procedures, and there are technician-training issues to overcome.
- Our longer conventional trucks are dynamically different from the short-wheelbase EU cab-over-engine trucks. A typical North American conventional has a completely different distribution of brake work in a hard



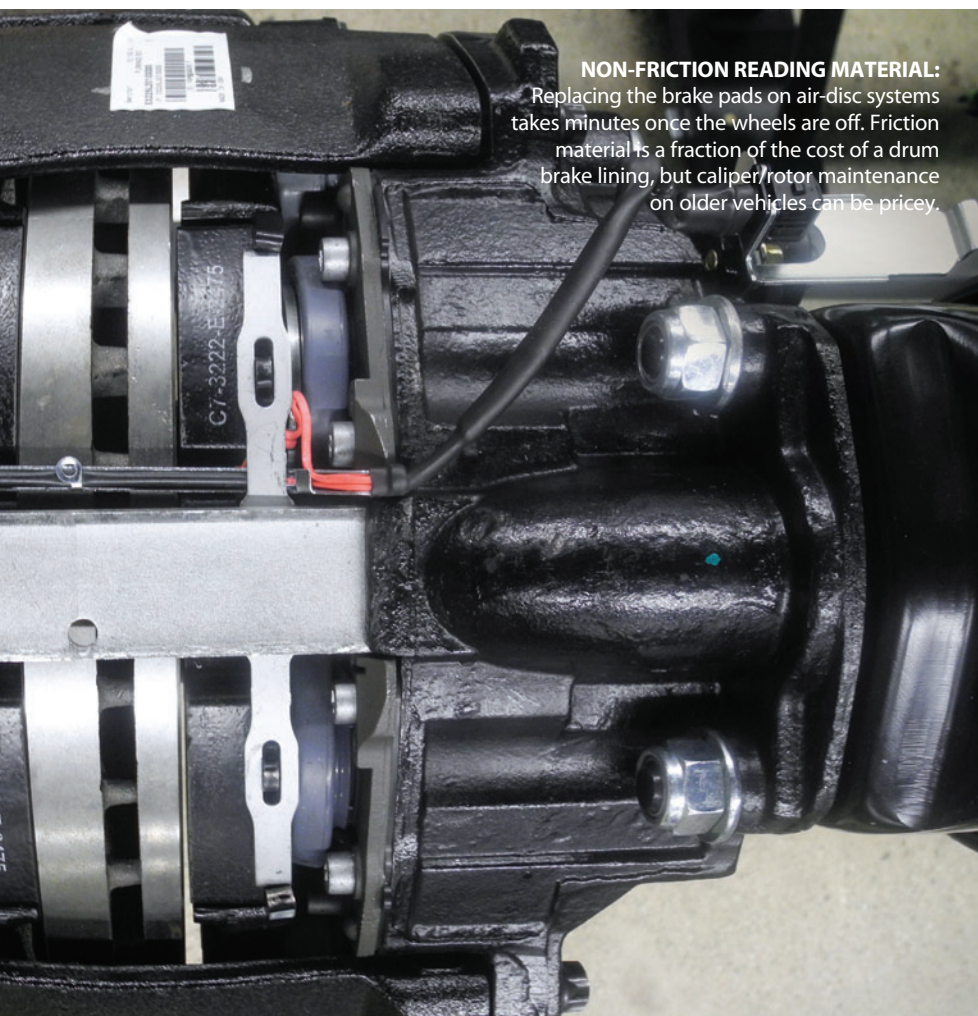
stop. The benefits of ADB are still there with our conventional tractors, but they are not as pronounced as on shorter wheelbase COE models.

- North American fleets are very cost-sensitive, and as long as low-cost options exist, they usually get the nod.

Air Disc Drivers

When discussions first began of revising the federal stopping-distance requirements for trucks—introduced in 2011—many assumed that would be the tipping point for air disc brakes. Brake system manufacturers, instead, came up with advanced drum brake systems with larger friction surfaces. They easily met the new standard and effectively took the wind out of the ADB sails, but that was what fleets had asked for.

That advanced drum brakes meet the new stopping-distance requirements is only part of the story. Brake performance



NON-FRICTION READING MATERIAL: Replacing the brake pads on air-disc systems takes minutes once the wheels are off. Friction material is a fraction of the cost of a drum brake lining, but caliper/rotor maintenance on older vehicles can be pricey.

very difficult to go back to drum brakes.”

Ganaway says cost is obviously a factor, but perhaps less so where safety and compliance are genuine concerns.

“If cost was equal, we’d never sell another drum brake,” he says. “It’s one thing to look at the price of something and assume what its value is, so we have put a lot of effort into getting the customer into the truck to experience the performance benefits.”

Christopher Trajkovski, vice-president of fleet maintenance at Winnipeg’s Bison Transport says the intangible costs are less frequently considered.

“You can do ROI calculations on air-discs and build a good case, but it upsets me that there’s incredible advantage to the performance of air discs that’s not always considered,” he says. “At Bison, we feel we have a responsibility to the motor-ing public to do the right thing, and all the data I have seen supports air discs on the safety front.”

And drum brakes remain our Achilles’ heel when it comes to roadside inspections. Brake problems are typically the top-five out-of-service items, Mitts says. Even with automatic brake adjusters, roughly 15 to 20 percent of trucks are sidelined each year during the Commercial Vehicle Safety Alliance’s (CVSA) Road

is proven on a test track with cool brakes under carefully controlled conditions.

“The distance requirements brake manufacturers had to meet with the new requirements are not real-world conditions,” says Gary Ganaway, director of Marketing & Global Customer Solutions for Bendix Spicer Foundation Brake LLC. “They are a requirement the truck has to meet one time. In the real world with trucks coming off hills and all conditions being generally less precisely controlled, air discs will out-perform drums every time.”

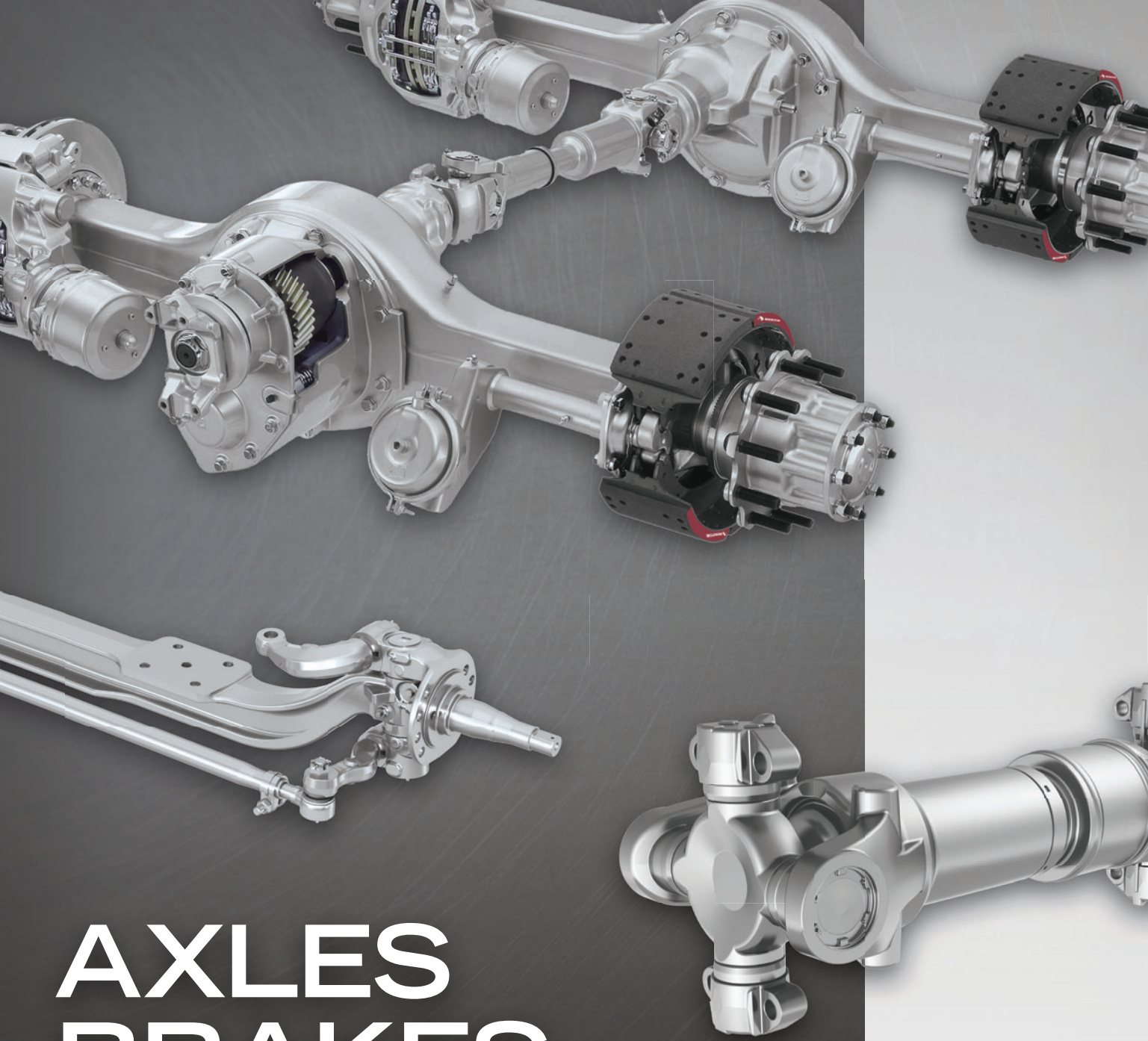
Ganaway says there’s a growing acceptance that the discussion doesn’t begin and end with the stopping-distance requirements.

“Even with the price premium [of about a \$1,000 per axle, give or take], we are still growing that segment of our business pretty dramatically,” he points out. “It’s simply because once a customer or their drivers experience disc brakes, it’s



DISCS OUT BACK:

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MERITOR

ARE DISC BRAKES TOO GOOD?

For every action, there's an equal and opposite reaction. In trucking that's sometimes referred to as the law of unintended consequences. In this case, we're talking about panic stops that send freight flying through the front wall of the trailer. The owner of a very prominent Canadian fleet tells *Today's Trucking* he has had such a problem, and he knows of a few others that have had similar difficulties tangentially related to the superior performance of air disc brakes.

"The disc brakes are not the problem," he says, "but what happens to the cargo when it's subjected to greater forward G-force that was the case with drum brakes."

He describes the stopping power of ADBs as "unbelievable," especially on LCVs with discs at every wheel position. He notes in a hard braking incident the initial G-force can be surprisingly high compared to drum-brake-equipped trucks, doubly so if that drum-braked truck was operating at the margins of its stroke length.

"We experienced situations where the load moved and the front end of the trailer was damaged following heavy braking," he says. "I have had these problems with some of my trailers and I have seen competitors hauling particle board in vans, for example, where the entire load went through the front end. It's not the fault of the disc brakes; it's the way the vans were loaded. Not enough blocking was used in the van."

The owner of this prominent Canadian fleet says he is ordering disc brakes now at all wheel positions on most equipment, and he's closely examining his cargo securement methods as well as his trailer suppliers' construction methods.

"The problem is really with cargo securement in vans," he stresses, "not with the increased braking capacity." At the same time, he cautions that when you change one part of the equation, users had better be prepared to look down the line for unintended consequences. "We had to make some changes to our equipment and our loading practices. We haven't had any problems since."

Check and Operation Air Brake events. Similar numbers are reported at numerous inspection blitzes that take place throughout the year.

Brake adjustment issues are easily detected in routine inspections, if they are done properly, but Mitts says the industry really needs to move away from the practice of simply readjusting brakes with excessive push-rod travel. As any brake

manufacturer will tell you, if an automatic brake adjuster is out of adjustment, it's probably a symptom of some problem with the foundation brake, not a problem with the slack adjuster. That problem virtually disappears with ADBs. That's not to say they are bulletproof, but roadside inspectors do not yet have a national standard for putting disc brakes out-of-service for improper adjustment. **TT**



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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



SKYHOOKS NEED NOT APPLY:

The Eaglehook fall-prevention system does not require an elaborate installation.

Warehouse Fall Guys

A recent court decision sentenced a haulage-company supervisor to 45 days in jail. Don't let it happen to you. By David D'Orazio

Let me take you back in time, to 2008. An employee of a garbage removal and haulage company showed up to work on a day just like any other, assigned to a roofing job, like any other.

Unlike any other day, however, this time the worker didn't get to go home. Instead, he had a dance with death when he took a wrong step and slipped. Unable to grab something to stop the momentum that hurtled him to the edge of the roof, he crossed from solid shingles to nothing but air and plummeted to the cold, hard ground.

He survived but was left paralyzed from the waist down.

The ensuing tornado of legal battles, which were finally resolved this past March, left his supervisor with a 45-day jail sentence and the company with a \$75,000 fine.

The employee said that he had never been trained in fall protection and the company-provided truck he used to get to and from sites had no such equipment on board.

Fast-forward: later this summer and fall in one province, Ontario, the Ministry of Labour and Workplace Safety & Prevention Services (WSPS) will be conducting warehouse and shop-safety blitzes.

Chuck Leon, warehouse and racking specialist with WSPS, says the Ministry and government are mostly reactionary when it comes to safety, taking action after an accident occurs.

The blitzes, however, are among several measures that this particular Ministry has.

They run from September 15 to October 26, and a more general "slips, trips and falls" blitz will run early in 2015.

The last two years of blitzes resulted in roughly three orders issued per visit under health and safety regulations—that's just too many.

No matter what province you're in, it would serve you well to follow the progress of these blitzes so your workers don't get hurt and you don't go to jail.

And the time to start thinking about this is when people are first hired.

New and younger workers are four times more likely to be injured during the first month of a new job than at any other time.

Training and orientation are vital to an employee's understanding of workplace hazards and danger zones, but it's become easy to skim on both.

"My biggest issue with orientation is how long [it] is," Leon says. "Half a day? So you teach them where the bathrooms are, where the showers and cafeteria are, but what about the actual hazards in the work environment itself?"

"Companies train their lift-truck operators, but then they bring in these power walkies and say, well because he's cer-



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Lightweight, easy-to-use, and mobile, precision engineering of the Eaglehook allows for range of motion – and FALL RESTRAINT, not “fall arrest” – a North American first.

tified as a lift-truck operator he doesn't need to be trained on it—but you need to be trained on every piece of equipment.

“That's the law. The standard—the law—states that you must be competent, but what is competent? The first thing is training, knowledge and experience to work.”

Earl Galavan with the Trucking Safety Council of British Columbia said one often-overlooked area of training is tarping. Galavan admits taking precautions when tarping or tying down a load sometimes seems time-consuming but it's definitely worth the investment.

And this should all be done at the very beginning, Leon adds. “You must have knowledge and be aware of legislative requirements. That's part of your competency. You also must have knowledge of any potential danger to health and safety in your work environment. How do you do that if you have an orientation program that's only half a day long?”

Leon says several severe accidents resulting in fatality have occurred recently and the number of fall incidents, especially off of trailers, is rising.

For more than 25 years, father John and son Johnathan Sousa of Mississauga's Sousa Truck and Trailer Repair have been climbing around on equipment in their shop so they know full well how dangerous the business can be.

“When you're working in the yard at midnight and you need to get the roof repair done because you're holding up the pickups at the dock, there's nothing that you can attach yourself to,” the younger Sousa says.

“These shops are so busy,” he adds, “they're not going to move a trailer getting a brake job done just to get a quick roof repair. They'll just go up and do it and hope there's no injuries.

“I see people riding on triple stacks sometimes and I'm boggled out of my mind.”

John, the older Sousa, used to be told that he wasn't supposed to be working on trailers without a secure line. “What were we supposed to hook up to?” he jokes, “the sky? The next cloud that comes along?”

So he invented the **Eaglehook**.

Unlike fall-arrest systems, which still allow you to fall off the side of the trailer and bang into it (softer than cement, we suppose), the Sousas' Eaglehook prevents falling, period.

It also doesn't require an engineer or safety professional to inspect the building to make sure it's compliant with all the regulations like a single-bay fall arrest system, which can cost upwards of \$25,000.

Another fall-prevention tool is the Canadian-invented **Swiftarp**, which allows workers to stay on the ground while a forklift does the lion's share of the tarping job. Drivers never have to climb on top of the

load. Swiftarp was the brainchild of former OTR driver Bryce Stevenson. He told *Today's Trucking* the Swiftarp can also be used for strapping loads, without tarps.

“It doesn't only mean more safety, this helps with hours of service—drivers get to spend more time behind the wheel,” he said. Swiftarp has been on the market for the past four years and Stevenson said it's now starting to catch on. A Rona outlet near his home uses several Swiftarps in its operation.

Another hazard that can lead to falls? Snow.

Mark Irwin, regional maintenance/terminal manager at Bison Transport developed and patented a system that rides along the top of the trailer, pushing snow off the side and back without ever having to even go up on it.

“It's idiot-proof,” Irwin said. (Until, of course, some idiot tries to take a shortcut and proves him wrong.)

Regulations and inspections themselves will never invent things to make warehouses safer.

It's your safety trainers, the Sousas, the Irwins and the Stevensons of the world—people like you—who the real job falls to. **TT**



GETTING THE HANG OF IT: Swiftarp means drivers get more time behind the wheel.



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A Safe Place To Make Mistakes

How truck-driving simulators help newbies (and old-timers too!) prep for performance. By Mike Speers

The key turns, the engine rumbles, air lines fill, and mirrors get checked. With a flick of the turn signal and a gentle acceleration, the driver leads his load out onto a country road. The Cummins diesel roars to life as a car, oblivious to the danger, speeds toward him.

The trucker tries to avoid the collision, but sounds of smashed glass and twisted metal alert onlookers to the tragic outcome of this lopsided confrontation.

Fortunately, it's fake. Not unrealistic, but definitely fake.

It's virtual reality, and the driver is in a simulator so true to life that it's being used by dozens of companies across Canada to train new drivers and retrain older ones of all stripes.

With a 180-degree field of view, mirrors and transmissions ranging from automatic to 18-speed, the heavy-truck simulator enhances the learning experience of students and veteran drivers by putting what is learned in the classroom to the test.

By focusing on cognitive training, not just technique, simulators help drivers practise things such as accident avoidance, proper space management, and scanning techniques.

"It's very true to life, with realistic scenarios that do happen in life every day," says Sudbury-based Day Group trucker Ryan Legacy, who has been hauling ore and copper from mines in Northern Ontario for the past six years. The Day Group has about 800 employees with

about 450 of them behind the wheels of various vehicles.

"[The simulator] has raised my level of awareness in regards to defensive driving."

That's music to the ears of Mike Hamel, Day's driver-trainer and simulation specialist. The company purchased their first simulator from DriveWise, of Barrie, ON, eight years ago in order to improve safety and keep the cost of equipment repair down.

That original unit has now been augmented by a second simulator; and the older one will likely be moved to a branch office in Timmins, says Day's Transportation Safety Manager Mike Asselin.

Under Asselin's watch, every Day driver gets retrained in the classroom and on the simulator at least every two years. "It's four hours in the class—it's very interactive so nobody falls asleep—and one hour on the simulator."

"With the kind of weights that our drivers are dealing with [140,000 lb], a clutch can be damaged rather quickly when the driver rests his foot on the clutch pedal. [The simulator] saves the

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company thousands of dollars of downtime each year just by detecting this and making the driver aware that he/she is doing it," Hamel says. "In many cases, the driver is not even aware that they have picked up this habit.

"We are able to detect this on the simulator rather than in the real truck, which is a real timesaver for our department."

Hamel says the simulator also helps weed out unsuitable drivers during the hiring process, and can identify significant behavioural problems, such as aggression.

DriveWise began operations a decade ago. Their simulators are capable of duplicating dozens of heavy haulers and dump trucks, emergency and municipal vehicles, and buses, as well as heavy equipment such as graders and loaders.

DriveWise says a simulator, complete with courseware and support, costs between \$130,000 and \$160,000, depending on the package.

Last year, the North East Native Advancing Society (NENAS) said yes to simulator technology when it purchased two mobile training units, as well as driving and heavy equipment simulators. They now play a significant role in the training programs run out of their Fort St. John, B.C., headquarters.

Chris Boomer, an instructor with NENAS' innovative learning centre, says the new technology they incorporate into their classes through the driving simulator and interactive lectures has revolutionized their teaching model, and brought them immediate success.

"The technology has helped with the learning," Boomer says, adding they've now started to introduce the heavy equipment simulators into their curriculum. "It's fun, promotes engagement, and motivates clients to participate and learn.

"Before, the students had difficulty passing the ICBC [Insurance Corporation of British Columbia] knowledge test for their licences. But after taking the Quickstart program, they passed the test and can now start the graduated program to get their full licences."

Before joining NENAS, Boomer earned his stripes behind the wheels of all manner of rigs across the west and into the mountains. He knows what a mistake behind the wheel can mean.

"I'd even go so far to say simulator saves lives," Boomer told *Today's Trucking*. "Better a beginner has an accident on the screen than on the highway."

Other veterans find the customized scenarios helpful, as well.

"It made me realize my bad habits, and also made me aware that I was complacent, which could have caused me to crash in real life," says Steve Anthony, an 18-year

veteran driver with Day who is used to hauling 70 tons every day.

Moe Ndlovvo, who hauls copper concentrate across Northern Ontario and into Quebec, knows that what he learns while sitting in the simulator can prevent harder lessons in real life.

"It taught me what to do if I get a front tire blowout, which could save my life and the lives of others on the road." **TT**



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ENHANCED CARGO SECURITY

TRAKLOK INTERNATIONAL HAS IMPROVED ITS
INTEGRATED LOCK, ALARM, AND TRACKING SYSTEM

TRAKLOK INTERNATIONAL, a cargo security firm specializing in trailer and container security, has added new features to its cargo security platform. The latest enhancements to the integrated lock, alarm, and tracking system further enable fleets to protect cargo by improving monitoring and alerts for lock-and-latch status changes, enter-and-exit-fences, and low-battery issues.

The TrakLok cargo security system includes: a hardened lock that withstands prying, cutting, or impact tools; an integrated alarm that sends alerts for unauthorized attempts to access cargo; and a GPS tracking system with a cloud-based Web portal that allows access to real-time information on location and cargo integrity.

The company says its platform provides a layered approach by combining

tracking with a robust locking solution to deter unauthorized access to remote and in-transit loads. The new security features address the issue of load tampering.

New alarm and alert features include four new user-selected alerts for Locked/Unlocked and Latched/Unlatched status changes, a configurable alert notification if unknown or invalid codes are entered into the device, an alert notification when the battery charge falls below a preset level, and support for international address formats.

The TrakLok alarm system provides coverage even when the driver is unavailable. Alarm and alert notifications and GPS-based location are sent via wireless communication.

Other features of TrakLok include a geofencing system that prevents lock opening anywhere other than user-

defined locations. The reusable system can be moved to another trailer or cargo container in under 30 seconds.

Not incidentally, TrakLok was recently awarded a US\$450,000 contract to provide engineering support to Oak Ridge National Laboratory's Global Threat Reduction Initiative Transportation project. This project seeks to enhance the security of radioactive sources during transport within the United States.

See www.traklok.com

TIRE AND FLEET MANAGEMENT

ADVANTAGE PRESSUREPRO AND SHAW TRACKING HAVE PARTNERED TO OFFER REAL-TIME TIRE PERFORMANCE MANAGEMENT

Advantage PressurePro's tire-performance management tools and technologies are now offered as part of the fleet management systems provided by **Shaw Tracking**. Customers can have real time, fully integrated vehicle performance information.

PressurePro's TPMS solutions will be offered across all of Shaw Tracking's in-cab Mobile Computing Platforms (MCP). This brings both in-cab monitoring direct to the MCP screen as well as remote-monitoring options.

With remote options within Shaw's system, TPMS users not only gain the ability to monitor every single tire in the fleet from a central location, they also gain the ability to log and analyze this information allowing insights to tire performance previously unattainable, says PressurePro.

Fleets can now proactively monitor tire-inflation data to address critical tire maintenance needs quickly, helping fleets extend tire life and prevent accidents caused by improper tire care, says Shaw.

See www.shawtracking.ca and www.pressurepro.us



FUEL FOR THOUGHT

The Price is Right!

SO WHAT WILL IT MEAN TO BE WEANED OFF OPEC?

— By Bob Tebbutt —

Until recently, the U.S. was not producing enough crude oil to meet its own needs, but the fracking revolution has completely changed the situation. The U.S. is on the verge of being a major exporter instead of importer of crude oil.

The country is in a far better position to deal with unfriendly OPEC nations, and not having to buy foreign oil will sharply decrease the U.S. trade deficit.

Recently, the U.S. government has also allowed exports of partially refined crude oil, effectively end-running a 40-year-old law that restricted such exports.

American refineries are able to

get approval almost immediately to comply with the easier export rules and will, from now on, develop the U.S. as a major exporter to the rest of the world.

Recently, Arab-world crude prices were as much as \$25 higher than U.S. prices because of the "Arab Spring" development that frightened world markets. Now with the U.S. exporting, these premiums will disappear.

This makes Europe less reliant on OPEC as well as Russia and will allow many of their refineries to reopen on cheaper supplies of U.S. crude.

Another very important result will be that the U.S. trade deficit, currently in the \$40-to-\$50-billion range will be eased as foreign oil

imports are reduced and exports of U.S. crude will contribute to further reductions. In effect, North America will be replacing the reliance on OPEC crude to feed the world's markets for energy.

While the flood of North American crude is a reality, the subsequent drop of the premium that Brent currently carries will make it more difficult for U.S. product exports to compete in foreign markets. (Brent comes from Europe's North Sea.)

Recently with the Brent premium as low as \$5, many European refineries were forced to close their operations and U.S. gasoline, heating oil and diesel filled the demand gap.

This is an epic change in the energy market and will result in U.S. supplies effectively keeping prices within the range they have now

been experiencing over the last four years. Depending on the volumes available from the U.S. and the lack of geopolitical concerns in the Middle East, this will keep a lid on prices.

Therefore, in the longer run, I see crude prices being supported by economic growth globally and fracking technologies spreading into all countries and opening up previously untapped bodies of crude and natural gas in Europe as well as other dependant nations.

Because of the growth of crude production globally, the production of U.S. distillates and gasoline will have to solely rely on U.S. demand for growth.

In addition, natural gas is increasingly becoming a competitor to distillates and gasoline so I see little reason for further extraordinary large price increases in those products.

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

Yellow! No Punch-Backs!

"Your flower-power-punch-buggy-love-bug-Volkswagen Beetle is sitting in Langenburg, Saskatchewan." Thus was the phone message left by **Jay Harder**, of *Winkler, MB.*, in response to our July contest. Of course he was one of the first 10 respondents to correctly identify our roadside attraction so he gets a *Today's Trucking* Hat. As did **Randy Wowryk** of *Winnipeg, MB.*, **Jeff Ball** of *Weldon, SK.*, **Julian Richaud** and **Greg Soke** of *Yorkton, SK.*, **Robert Snowdon** of *Prince Albert, SK.*, and—get this—our very own *2011 Highway Star of the Year*, **Reg Delahunt** of *Lanark, ON.* **Tom Jackman** of *St. John's, NL.*, was the first correct caller.

Can you identify this bridge? The first 10 to correctly do so get a free **Today's Trucking Cap**. If you think you know its whereabouts, contact Peter Carter. Peter@newcom.ca or call **416-614-5828**. Don't forget to leave your street address.



July Answer:
Volkswagen
Beetle in
Langenburg,
Saskatchewan



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VOLVO LAUNCHES DUAL CLUTCH I-SHIFT

VOLVO TRUCKS in Sweden is launching the I-Shift Dual Clutch, the first transmission on the market with a dual-clutch system—for heavy vehicles.

Mitsubishi Fuso actually beat them to it back in 2011 with its Duonic dual-clutch transmission, called at the time the world's first automated manual dual-clutch gearbox in a commercial truck. But only for medium-duty machines, as far as I know. In 2012 it won the Technological Development Award given by the Japan Society of Automotive Engineers.

Volvo's dual-clutch I-Shift is said to offer power-shift gear changes with no interruption in power delivery, so torque isn't broken and the truck doesn't lose speed. Should make drivers happy.



"In situations that require a lot of gear changes, for instance on hills or roads with lots of curves and bends, I-Shift Dual Clutch brings an entirely new dimension to truck driving," says Claes Nilsson, president of Volvo Trucks.

The transmission consists of two input shafts and a dual clutch. This means that two gears can be selected at the same time, with the clutch determining which of the gears is currently active. It's based on I-Shift, but the front half of the gearbox has been redesigned with entirely new components.

When driving, says Volvo, it feels like you have access to two gearboxes. When one gear is selected in one gearbox, the next gear is already prepared in the other, making a major difference to driveability. The heavier the transport and the tougher the operating conditions, the company says, the more drivers will gain. Power-shift gear changes, where there is no interruption in power delivery, means it's easier to keep up with traffic, especially on tricky stretches of roads. The result will be more relaxed and safe driving, says Volvo.

I-Shift Dual Clutch should make a big difference when hauling moving or liquid cargo, like animal transport and tanker operations, since the seamless gear changes prompt less movement in the cargo itself.

Fuel consumption should be the same as with the regular I-Shift, says Volvo.

The new transmission will initially be available on the Swedish FH truck or tractor, as an alternative to I-Shift and manual transmissions. No word on a North American introduction yet.

See www.volvogroup.com

WORK TRUCK POWER

MILLER'S ENHANCED ENPAK FOR WORK TRUCKS IMPROVES PRODUCTIVITY AND JOBSITE FUNCTIONALITY

Miller Electric has announced enhancements to its work truck tool, EnPak—a 60-cfm air compressor, 20-gpm Eaton hydraulic pump, 6000-watt generator, and 2400-watt EnVerter powered by a 24.8 hp, Tier IV Final-compliant Kubota diesel engine.



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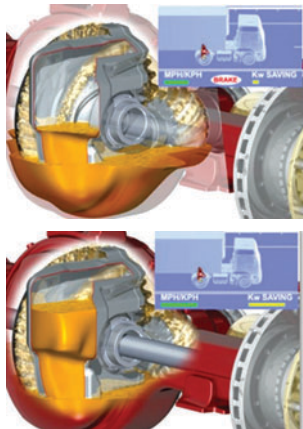
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MERITOR SHOWS OFF AXLE INNOVATION

Meritor recently showed off its plant and R&D lab in Cameri, Italy, where \$55 million has been invested in the last seven years. The axles made there are mainly for the European market, but the technologies developed there often end up on axles that Meritor offers here in North America. If the 14X axle is Meritor's 'flagship' here, the 17X, and the 17XEVO version launched last fall, are the company's equivalent in Europe. The 17X was introduced in 2007. Engineers there are working on what it calls the first "intelligent axle system". That's the 17XEVO axle equipped with what's called the **LogixDrive** system, currently being tested in some European fleets.

Meritor says that LogixDrive addresses the two main areas of power loss in axles: gear and bearing friction and oil churning due to gear rotation. Adding or reducing lubricant on the gear



set during the vehicle's operation improves efficiency and fuel savings, as well as reducing lubrication breakdown.

The system uses an internal reservoir where a certain amount of gear oil is stored when the

axle does not need it—for example, if the truck brakes or is driving at low speed. The tank hold about 5 liters of lube, making the amount of oil in the axle itself range from seven to 12 liters depending on the driving situation. If a larger amount of oil is required to cool the system—when cruising or going up a hill, for instance—the device will automatically transfer several liters of oil from the reservoir to the axle housing. When the gears can rotate with a lesser amount of oil, parasitic losses caused by the churning of the lubricant are lower.

Fabio Santinato, chief engineer of axle engineering Europe, says this technology provides a fuel economy gain of 0.1 to 0.2%, "a small but measurable improvement." The manufacturer is currently evaluating whether the LogixDrive system can also reduce operating costs and increase the life of the axles.

See www.meritor.com

Integrated with the truck's fuel supply and battery, EnPak allows for full job-site functionality with the work truck's engine turned off.

Technical advancements to the load management system along with increased component efficiencies allow EnPak to provide up to 60 cfm (previously 40 cfm). Offering 50% more air capacity, EnPak can easily power 1-in. and larger

impact wrenches and other pneumatic tools and pumps to support multiple field applications. Air-on-demand eliminates lag time common with reservoir systems that only engage the compressor after a minimum pressure has been reached.

The exclusive load-management system means EnPak maximizes fuel savings by delivering only the amount of power

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*Tests conducted by AJ Engineering Corp., Troy, MI. Base parameters: Internal engine coolant was stabilized at 0 F. Thermocouples were utilized to verify cold-soak stabilized temperatures. Engine: 7.6 L / 466 cu. in. Based on a \$4 gallon.

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required while allowing for simultaneous operation of the generator, compressor, and hydraulics. One mechanic can weld on one side of the truck while another grinds or uses an impact wrench on the other side without any lag in power.

Fuel savings also are realized with the auto start/stop technology, says Miller, which shuts off the engine when no loads are detected and automatically starts it when work needs to be done. The EnVerter power system delivers 2400 watts of continuous 120 V, 60 Hz, pure-sine-wave power, allowing the user to operate many jobsite tools at lower engine speeds, which reduces noise levels along with saving fuel.

The diesel engine is said to use up to 30% less fuel than a work truck's engine and costs much less to maintain. Field testing reveals up to 79% in maintenance cost savings at idle compared to a conventional PTO-equipped truck, Miller claims.

For MIG, TIG and Stick operations as well as arc gouging applications, the Miller Maxstar 200 STR and Miller Multimatic 200 welders can be powered off of EnPak's generator.

See www.millerwelds.com

REMAN TRANSMISSION WARRANTY

EATON OFFERS THREE-YEAR WARRANTY COVERAGE ON ALL COMMERCIAL TRUCK VOCATIONS

Eaton Corporation has expanded its three-year bundled warranty program for remanufactured transmissions to include all commercial truck vocations in the U.S. and Canada. Only linehaul applications were covered previously with the bundled program, which extends the basic two-year warranty of a standard Eaton Fuller Reman transmission or a FLEX Reman to three years with the combined purchase and installation of an Eaton Advantage Series clutch and Roadranger-approved lubricant.

Eaton says its Solo Advantage and Easy Pedal Advantage clutches feature extended 50,000-mile standard lubrication intervals for linehaul applications; premium patent-pending release bearings; and added protection against

potentially harmful driveline vibrations. The Solo is a self-adjusting clutch that's said to reduce maintenance for more uptime and is ideally suited for trucks with hydraulic linkages. The Easy Pedal Advantage clutch requires manual adjustments but Eaton says it's designed for quick and easy maintenance.

Roadranger synthetic lubricants, including SAE 50 transmission fluid and

SAE 75W-90 and SAE 80W 140 drivetrain fluids, are said to feature high-quality raw materials and additives to offer superior heavy-duty truck performance.

All Eaton heavy-duty remanufactured transmissions feature the exclusive use of genuine OEM-quality parts, and all units are performance-tested to ensure that standards and specifications are met.

See www.eaton.com/roadranger

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Doug Harrison, President & CEO, VersaCold, "**Creating Value in the Cold Chain**"

Peter Harrison, Associate Vice President and Multimodal Practice Leader, CPCS, "**Transportation Trends; Latest Insights and Opportunities**"

Garland Chow, Director, Bureau of Intelligent Transportation Systems and Freight Security and Associate Professor, Operations and Logistics Division, UBC, "**Sustainability in the Transport Industry**"

Mike Riggs, CEO, Jack Cooper Transport "**Developments in the North American Automotive Industry**"

John Orr, Vice President, Eastern Region, CN Rail

Keith Mussar, Vice President Regulatory Affairs, I.E. Canada, "**New Food Safety Regulations in Canada**"

Heather Devine, Gowlings, "**Rail Safety Regulation and Transport Brokers' Liability**"

Dr. Sabatino Nacson, CTO, TeknoScan Systems Inc., "**New Technology to Uncover Contraband in Sealed Trailers**"

Tom Tomovic, Vice President Saputo, "**Sustainability and Collaboration between Shippers and Carriers**"

Domenic Tesone, President, Epic Risk Improvement, "**Evaluating Liability Exposure for Shippers Using Third Party Carriers**"

Brian Sterling, Managing Director, Global Food Traceability Centre, "**Food Traceability: The Key to Inter-connected Segments of the Supply Chain**"

Dennis J. Kusturiss, Vuono & Gray, LLC, Pittsburgh, "**New Motor Carrier Law and Issues in the US**"

Lisa Petelka, Sr. Program Advisor, Canada Border Services Agency, "**E-Manifest- New Requirements for Inbound Freight**"

Tim Knight, Director and Solicitor, Tim Knight Transport Law Ltd, London, England, "**Comparison of Trucking Liability in Europe and North America**"

Kevin Roberts, Manager, PricewaterhouseCoopers LLP

Mark Feduke, Director of Operations, VLM Foods Inc.

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Jim Thomson, President & CEO, Thomson Terminals

Doug Munro, President M-O FreightWorks

Dave Corcoran, Director, National Transportation & Distribution, Nestle Canada

Christine Brown, Consultant

Last year, over 300 companies attended the event in order to learn and exchange views on logistics innovation and cost savings. Manufacturing companies from the consumer goods, automotive, grocery industries, as well as trucking, railways and intermediaries, receive an overview of the solutions to a number of current problems in the transport industry. This year we will be focusing on extended railway inter-switching changes, significant modifications to Canadian and US food safety laws as well as new pharmaceutical logistics requirements for carriers. There will also be discussion about the new customs changes to E-Manifest.

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By Peter Carter

Where's Donovan?

If it weren't for the likes of Mike Donovan, who'd do all the work? And who would we laugh about?

Mike Donovan is one of those guys you never forget. First time I saw him, I was a kid, and he'd just arrived at our place in Sudbury looking for work. He talked English alright, but it was like no English I'd ever heard.

But hired he got, and from the day he started, Donovan—or “Moik” (our family called him both names) immediately went to work as the unpredictable yahoo whose job description was never clear but who always seemed to be around when something needed doing.

I know you have a Donovan where you work.

Donovans are integral cogs in every family business. Although they're not related by blood, they might as well be.

Donovans become part of the family and their shenanigans grow into something that you talk and laugh about after work.

You're never sure if Donovans are being straight with you—they're always joking—but ultimately, they do more good than harm and they make your enterprise, if not richer, measurably more, um, entertaining.

Plus they all flirt remorselessly with every woman they see and you have to admire their persistence. A mere mortal would give up way before a Donovan.

Here's the thing. I wanted to write about why it's important to have a Donovan on staff, but I needed to find him. I don't like writing about a guy behind his back.

I emailed my brother Tom. He lives in Elliot Lake and worked closely with Moik. Tom hadn't heard from him in decades.

Tom said, “Why don't you randomly call Donovans in St. Brendan's Island?” That was the Newfoundland village Donovan grew up in.

So I 411'd “Donovan” in S.B.'s Island.

No luck.

I thought I'd try some local businesses. Unofficial experts seem invariably better than the official kind. I always find the most interesting people on my way somewhere else.

Nope.

There's no hotel there. No restaurant.

No gas station. In fact if you Google St. Brendan's Island businesses, you come up with one convenience store.

I rang. No answer. No voicemail.

I dialed the nearest RCMP detachment. The Mountie didn't know anybody in St. Brendan's but shared Mayor Veronica Broomfield's phone number.

She, at last, picked up.

Once we determined the nature of my call, the extremely affable Mayor told me she didn't know Donovan though she knew of one such “Moik” in Grand Falls-Windsor, Newfoundland.

She then schooled me on St. Brendan's history.

Time was, St. Brendan's boasted more than 1,000 people. Now it's more like 150. They all know each other, but sadly, one of Broomfield's constituents had passed away a few days before my phone call.

Which, Broomfield added, was why I couldn't reach anybody.

Because there's no funeral director in St. Brendan's Island, when somebody local dies, the deceased is taken care of by the undertaker in Burnside, a ferry ride away.



Then, she said, the deceased returns aboard the ferry and the entire village stops what they're doing to go meet the boat and parade through town, following the casket to the church and ultimately, the cemetery.

And that's where everybody in St. Brendan's Island had been the morning I phoned.

“It's been a tradition here for as long as anybody can remember,” she told me.

Then she asked why I was looking for Donovan, after all these years.

I laughed.

Said I was researching a story about foreign workers.

I told her when I was growing up in Sudbury a Newfoundlander was about as foreign as they got. (Her funeral story just proved it still is.)

We hung up and I called the Grand Falls-Windsor number and (pessimistically) left a message.

24 hours passed.

My phone: “Ring”

Me: “Hello.”

Caller: “Guess who-ooo??”

Then in short order, after we determined that I had probably connected with the guy I was searching for, he gave me the clincher:

“How,” he asked, a few moments into the call, “is your sister Norma? Did she ever get married?”

I'd found Donovan alright. **TT**

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