



IN PRAISE OF YOUNGER TRUCKERS

ANDREEA CRISAN ON WHAT A CRISIS CAN TEACH YOU. PAGE 7

Truck-Trailer
MARKETPLACE

**RETAIL
ADVERTISING**

OPPOSITE
PAGE **56**

Today's Trucking

The Business Magazine of Canada's Trucking Industry

PAGE 36

TRUCK OF THE MONTH

TRACKING AND TALKING

STAYING IN TOUCH
With Your Troops (PG. 32)
And Your Trucks (PG. 38)

PLUS

Why Uncle Sam's Targeting YOU
PAGE 31

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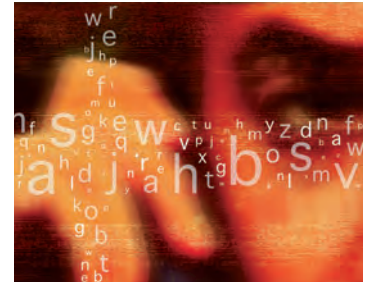


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51 **NATURAL GAS POWERED:** Freightliner's installing Cummins/Westport engines into its 114SD



32 Understand truckers



36 "It's not black!"

NEWS & NOTES

12 **DISPATCHES**
WHAT THE TRANSFORCE DEAL MEANS TO YOU



- 15 Truck Sales Up, Prices Down
- 15 How To Read the New SMS Site
- 16 X-Border Trade On the Rise
- 17 Tarding Up A Border Crossing
- 17 New Foreign Driver Program Hard on Truckers
- 18 Trucking Summer Fun
- 21 Trucking Events to Pencil In
- 22 What's Trending on www.todaystrucking.com
- 23 Truck Sales Statistics
- 25 Heard on The Street

FEATURES

32 **COMMUNICATIONS**
ACCENTS MADE EASY
How to understand truckers who speak English with a thick accent. Really.
— BY TEONA BAETU AND PETER CARTER

36 **TRUCK OF THE MONTH**
ANDY & IRENE'S PLUM MIST MACK
September's Truck of the Month has amassed more than 100 trophies and almost 40 years of family trucking memories. — BY PETER CARTER

38 **TRACKING**
MESSAGING FOR THE MASSES
Mobile communications and fleet management solutions are no longer just for the big guys.
— BY JIM PARK

45 **IN GEAR**
GREAT STOCKROOM TIPS
How to avoid headaches, make more money and buy parts wisely. — BY DENISE RONDINI

OPINIONS

- 7 LETTERS
- 9 ROLF LOCKWOOD
- 59 BOB TEBBUTT
- 62 PETER CARTER

SERVICE DEPT

- 27 HOW TO MAKE SALES NEXT APRIL
- 28 HOWDY, PARCHERS
- 31 WHY THE IRS IS TARGETING CANADIANS
- 51 LOCKWOOD'S PRODUCT WATCH
- 59 GUESS WHERE THIS IS, WIN A HAT
- 61 COMPANIES IN THE NEWS



ON THE COVER: The 1959 Mack B61LT owned by Andy Zary of Saskatoon was photographed by Sara Graham.

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson
Award Winner**



My Kind of Town, Langenburg Is

Re: *Can't Get There From Here*, July, pg.51. Just a thought about how trucker-friendly your mystery location was. The yellow Volkswagen Beetle 'flowerpot' is located in Langenburg, SK. Right beside it is an outdoor toilet for the use of truck drivers. Also they have a fairly large rest area for big truck parking. There is a small grocery store and a Chinese restaurant across the street that opens at 5:00 a.m. and it has one of the best breakfasts around. The truck parking area has room for about eight trucks. It's a very nice, very clean town to spend the night at.

— **James Yakimoski, Kelvington, SK**

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In Praise of Other Workers

I really enjoyed your article "Meet Trimac's 23-year-old Wiz-Kid Ops Guy" (July, pg.13) perhaps because I could relate to many of the things Besnik is going through.

At first, I felt very uncomfortable conducting job interviews, exit interviews, annual performance evaluations, and especially delegating tasks to employees much older and experienced than I was. Often, I felt like the impostor about to get caught any minute.

However in a short period of time, I've realized: 1) the importance of recruiting people and building a team around you that mutually trusts and respects your decisions; and 2) the importance of having and continuously building a support network to bounce ideas with and share experiences.

Lastly, another secret I've discovered is the importance of times of crisis and times of change. These are the times when as a new/young leader you must take action and prove yourself. It can mean a breakthrough in long trusting-relationships with your employees. Whatever the crisis, you must take action and solve the issue. You must establish your name and make yourself indispensable to your team.

— **Andreea Crisan, Andy Transport, Montreal**



Andreea Crisan with father Ilie Crisan

Which Reminds Us...

EDITOR'S NOTE: Andreea Crisan was among Today's Trucking's inaugural 20 Under 40 featured, which appeared in December, 2013. Now we're on the search for more stars so we can serve up another celebration of the next generation of bright lights. If you have any suggestions—your candidate could be a superb driver, an especially adept ops person, a manager or even a first-rate supplier—send the relevant information to Associate Editor **Teona Baetu**, at **Teona@newcom.ca** or call **416-614-5827**. We'll need to know by the end of September. No formal application is required.



To see last year's "20 Under 40", go to the web and copy this URL into your browser: tinyurl.com/mens289



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By Rolf Lockwood



Paying it Upward

U.S. Xpress is boosting driver pay by 13 percent. I think they're onto something.

Readers often provide the fuel for this column, as it should be. I live to respond. An e-mail I had a couple of days before deadline is a case in point, but there's an interesting coincidence attached.

This particular Saskatchewan person wanted my opinion on the recent news that Swift Transportation in the U.S. was looking to raise its pay rates to attract and retain drivers. Might this be a trend, she asked? If so, could it eventually signal an end to the increasing numbers of owner-operators declaring bankruptcy, especially in Atlantic Canada, in the face of low mileage rates?

And what might be the implications of rising rates with respect to the seemingly endless controversy about the hiring of foreign workers?

I told her that, frankly, I'm tired of the general subject. And I sure am, not least because I get into all manner of trouble every time I raise the driver shortage subject. At the same time, I said, I can't afford to ignore it because I'm all too aware of what's happening out there. Drivers and owner-ops are hurting badly and the industry—the total industry, shippers included—is acting like nothing can be done.

It's all about the money.

For years now I've heard carriers promise that they'll demand higher rates to haul the widgets, but next day they undercut their competitor by 30 percent on a contract they just have to have. Driver rates will never rise as long as that's the case. I understand the challenges carriers face, so shippers simply have to be a major part of the solution. They have to be made to see the big picture and be willing to pay fair, compensatory rates for freight services.

But it's not even that simple.

Trucking is by no means the only industry with vacancies to fill, and this has been the reality for many decades. Try to hire a machinist, for example. Canadian demographics are working against us, across the board, with an ageing population and a younger generation that doesn't see work in the same way as many of us do.

Why would anyone take on a trucking job that pays less or at best the same as, say, landscaping, while demanding more in terms of both time and effort? The lure of the open road is not enough any more. It's almost exactly the same, incidentally, in Europe. Germany in particular.

As for foreign workers, I'm a big supporter of immigration in general—how else can we build the country?—and I support fleets that need to fill the steering-wheel holes, but only if fair wages are paid at the same level as a Canadian citizen would see. But this is at best a short-term fix, and to the extent that it allows the problem of non-compensatory shipping rates to persist, then I can't support it at all.

I've said many times that what has to happen is a total overhaul of the basic economic model that trucking is built on. Hourly pay for some drivers is one small part of that, I think. What we need is a charismatic leader from within the industry, maybe a federal transport minister with real vision, to get something to change. Such a

person doesn't exist, as far as I can see, and in fact our industry seems woefully empty in terms of real leadership.

Trucking is by no means the only industry with vacancies to fill, and this has been the reality for many decades.

Anyway, I wrote stuff like that to my correspondent, then looked deeper into my inbox. Lo and behold, I see an item about U.S. Xpress increasing the base mileage pay for over-the-road (OTR) solo, non-dedicated truck drivers by an average of 13 percent, effective Aug. 25. As well, the company said it's eliminating its sliding

pay scale, which drivers dislike, and will thus make it easier for drivers to calculate their base pay from week to week. A simpler pay structure means all OTR solo drivers will earn the same base mileage pay regardless of the length of haul that they're running.

Next thing I know, Con-way Truckload says it's boosting its per-mile pay for new-hire experienced drivers to a total of 42.5 cents per mile and will also improve its incentive bonus structure and increase driver layover pay from \$60 to \$75 a day.

At least one other carrier, Minnesota's Transport America, has also announced a pay increase for drivers and owner-operators.

Is this really a trend? Will Canadians follow suit? For what it's worth, I actually do think it's the start of a trend. We can't go on the way things are. **TT**

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

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Dispat

Why “Everybody’s A Winner” with TransForce-Contrans Deal

Trucking giant **TransForce**, which ranks first on *Today’s Trucking’s* top 100 fleets, bid \$14.60 in cash per share for Woodstock-based trucking company, **Contrans**, which ranks 10th with about 1,400 power units and 2,600 trailers under management.

“The combination of the two is a good complement to each other. This is really the creation of a dominant player in Canada,” says TransForce CEO Alain Bédard.

The \$580-million deal—“the most expensive and largest deal in my life,” according to Bédard—was scheduled to close in August.

Here’s why it’s a win-win:

- Industry watchers say the acquisition means that a formerly fragmented sector will become more efficient and the driver shortage will keep rates up. Plus, the deal will probably trigger more consolidation activity.
- “It’s great to see Canadian companies with similar



growth strategies work together. Everybody is a winner in this situation,” says Doug Payne, president and CEO of the transportation management consultants Nulogx.

- Fewer players in the game should boost base rates, according to Ontario-based fleet owner, Michael Ludwig.

- An unpredicted byproduct of the move, according to Bob Tebbutt of Armour Risk Management, could be the larger consolidated fleet will be shedding costs; and that could lead to more alternative-fuel consumption.
- Bédard does not plan on changing the recipe: “My philosophy has always been, we don’t fix something that’s

not broken,” he says. “To me, it’s very important that the message is very clear that, we’re not buying a company for \$600 million just to see those guys fly away in six months because we’re trying to change the company.”

- “Consolidation has historically been limited in trucking because of the mobility of drivers and books of

ches

TRUCK SALES — PG. 15
Class 8 Sales Up, Prices Down

FREIGHT — PG. 16
**Cross-Border Trade
On The Rise**

RODEO — PG. 18
Summertime News
When truckers give back; everybody wins.

business,” says Noel Perry, an analyst at the Indiana-based consultancy FTR Associates. “Since the ‘90s there has been very little acquisition activity in U.S. trucking, certainly much less than in other markets. I expect a modest uptick in acquisition but no major increase.”

And according to PwC’s Capital Markets Flash, a provider of tax, consulting and deals services, mergers-and-acquisitions activity in the Canadian trucking industry is again heating up after several slow years.

“Valuation is high in a ‘risk-on’ environment, as corporate and private equity buyers search for growth and value creation opportunities,” said Nicolas Marcoux, national deals leader, PwC.

Big trucking firms are getting bigger, while many mid-sized companies are either being acquired or are struggling, PwC explained.

As for TransForce and Contrans, a recent report on the merger by RBC Capital Markets’ Trucking Analyst Walter Spracklin, the two companies are described as “best-positioned to profit from improving sector fundamentals.”

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- Glen Tay Transportation
- Laidlaw Carriers Tank
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- Brookville Carriers
- Contrans Flatbed Group
- Laidlaw Carriers Bulk
- Tri-Line Carriers

Bulk

- Laidlaw Carriers Bulk
- Peter Hodge Transport
- S&S Enterprises

Van

- Laidlaw Carriers Van
- Tripar Transportation

Waste

- ECL Carriers
- Laidlaw Carriers Bulk
- Tri-Line Carriers

Logistics

- Cornerstone Logistics

TRANSFORCE COMPANIES:

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- Ensenda

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- Clarke Transport
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- TST Overland Express
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- Clarke Road Transport
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- Durocher International
- E.L. Farmer
- Ganeca
- GHJ Transport
- Golden International
- Grégoire
- Highland
- Highland Intermodal
- J.C. Germain
- Kingsway Bulk
- McArthur Express
- Mirabel Logistic

- Nordique
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TRUCK SALES

Class 8 Sales Up, Prices Down

The North American Class-8 truck orders hit the second-best July ever.

July is usually a slow month for truck orders, but demand was higher in July 2014 than expected as North American truckers ordered some 45,400 trucks Classes 5 to 8.

“In July, historically the weakest month for order volumes, North American Class-8 net orders again rose above expectations to a six-month high 29,900 units,” said Kenny Vieth, president and senior analyst of ACT Research.

That’s 12-percent higher than June’s truck orders and 70-percent higher than truck orders a year ago in July.

“Some of the non-seasonal strength in July might be related to the rapidly dwindling supply of available build slots in 2014,” Vieth said.

Research firm FTR agrees: Class-8 orders have now had 18 months in a row with year-over-year increases. Truck makers continue to increase build rates in response to solid demand for Class-8 trucks and this level of orders will challenge capacity constraints by year end.

Class-8 orders for the latest six-month period through July annualize to 325,000 units, FTR claims.

“July is typically the weakest month of the year for orders, but the market is actually gaining strength in the summer,” said Don Ake, FTR vice president of commercial vehicles. “This is the third straight month of order increases. Orders for the last 12 months have been 312,000 units, so production should catch up at some point.” But while sales increased, the average price for a Class-8 used truck dropped in June to a record \$47,345. That’s \$1,259 lower than May’s average price for used Class-8 trucks.

“Despite the short-term decline, our expectation is for price appreciation of up to 10 percent for 2014, with some upside risk possible,” said Steve Tam, ACT Research’s VP of the commercial vehicle sector.

June was the second month in 2014 when the average price of used trucks dropped.

CSA

FMCSA To Upgrade Safety Data Website

The Federal Motor Carrier Safety Administration (FMCSA) has upgraded its Safety Measurement System (SMS)

website in response to industry feedback to make it more accessible and useful.

The SMS site is where carriers and the public go for safety performance data the agency uses to determine which carriers pose a risk and need to be investigated, under its Compliance, Safety, Accountability (CSA) program. Last year the site hosted nearly 48 million user sessions.

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Dispatches

The Revamped Site will:

- Give users single-click access to a carrier's summary status in the Behavior Analysis and Safety Improvement Categories (BASIC) to determine if a carrier's performance will lead to enforcement intervention;
- In response to a comment by the Owner-Operator Independent Drivers Association (OOIDA), the agency will clarify how on-road performance data and investigation results are factored into a carrier's status;
- Let users download the public data for all carriers in the same safety event group, such as inspections or crashes, used to rank the carrier's BASIC percentile. This does not include the Crash Indicator and HazMat Compliance data;
- Highlight a carrier's performance in

each BASIC to identify any trends. The agency will include descriptions of a carrier's measure and explanations of its relationship to the carrier's percentile;

- Show a carrier's current insurance and authority status;
 - Post the carrier's enforcement case history. In response to a suggestion by American Trucking Associations, the agency will provide a link to its Civil Penalties Web Site;
 - It will have more customizable displays and graphs to portray safety performance over time;
 - Display the total number of inspections and a breakdown of the number of inspections with violations;
 - Clarify SMS terminology;
 - Show carriers their Inspection Selection System data on the Carrier Overview page;
 - Show driver and vehicle out-of-service information based on public data from its Safety and Fitness Electronic Records site;
 - In response to a suggestion by American Trucking Associations, the agency will provide a link to its test of the Safety Management System's effectiveness. It also will display the results in graphs on the web site;
 - In response to a suggestion by Advocates for Highway and Auto Safety, the agency will post the carrier's "Doing Business As" name.
- The changes came into effect August 2.

FREIGHT

Cross-Border Trade On The Rise

The value of cross-border trade between the U.S. and its North American trading partners, Canada and Mexico, was up 5.4 percent in May compared to last year.

Here's the breakdown:

- \$103.9 billion worth of goods was moved between U.S. and NAFTA partners in May 2014;
- Trucks carried 2.7 percent more freight between Canada and the U.S. compared to last year;
- Trucks carried 53.9 percent of the \$57.7 billion of freight to and from Canada;



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- Cross-border truck freight value rose by 3.8 percent;
- Trucks carried 59.9 percent of U.S.-NAFTA trade in May, accounting for \$31.8 billion of exports and \$30.4 billion of imports;
- U.S.-NAFTA trade has increased year-over-year for four months in a row and in 10 of the last 11 months, interrupted by a 0.2-percent decrease in January (due to severe weather in the northern states and along the U.S.-Canada border).

ROUTING

The Bridge Less Travelled

What do you do when you're the grassier, less-travelled and less-known road—or in this case—bridge and want to increase traffic? Well, tell truckers, of course!

In an effort to increase its truck traffic, the Ogdensburg-Prescott International Bridge, which spans the St. Lawrence

River, put together an interactive website and video featuring radio host Benoit Therrien of Truck Stop Quebec, an Internet trucking radio station.

Visitors to the bridge's website drive their bright red virtual trucks from either Montreal or Ottawa over the bridge to the U.S. in a replica of the actual trip and get quick facts about the bridge at the same time.

Here are some of those facts:

- Tolls are 20-percent cheaper, according to the bridge authority;
 - You can save eight km in each direction;
 - There are discounts for truck drivers;
 - Less truck traffic;
 - Best way to cross the Canada-U.S. border in Eastern Ontario, the bridge authority claims.
- If you want to check out the interactive website for yourself, select either the English or French version below:
- English: <http://www.quickcrossing.com>
 - French: <http://frontiererapide.com>

LABOR

How Foreign-Worker Program Parks Atlantic Trucks

Truckers in Atlantic Canada are shocked at how quickly they've seen the negative effects of the changes made to the Temporary Foreign Worker Program (TFWP) last month.

"We are in disbelief," says Jean-Marc Picard of the Atlantic Provinces Trucking Association (APTA). "The changes implemented to the Temporary Foreign Workers program by Minister Kenney a month ago are already having an impact on carriers in Atlantic Canada. Applications are being denied or delayed with poor responses from the Department of Immigration on any questions about the program".

Minister Kenney is phasing out the "low-skilled stream" of the program and long-haul truck drivers are pegged in the low skill/low wage category; a misclassification according to both APTA and the Canadian Trucking Alliance.

"A long-haul truck driver in Atlantic Canada is a high wage occupation because they are paid more than the provincial average for truck drivers," Picard says. "Carriers are now faced with a dilemma; they need to fill empty truck seats and there are no drivers to recruit! Parking trucks is now a reality for some carriers, which mean loss of jobs, less tax money coming in and freight contracts being trucked by out of province carriers."

APTA claims the average wage for a truck driver in New Brunswick is \$18.41/hour, above the provincial average of \$17.79.

Picard says some carriers now need to replace their TFWs and there aren't any new drivers to step up to the plate, so that means more parked trucks.

"Now [carriers] are all competing for the same drivers and there aren't that many of them available," Picard says. "The government needs to realize how important the trucking industry is to our economy. Without it, goods don't move and without drivers, trucks don't move." **TT**



Summertime News

When truckers give back; everybody wins

How do you know it's summer in Canada? Because truckers across the country step from delivering goods to doing good.

From coast to coast, meritorious causes get bolstered by drivers and fleet owners who give their time, trucks and fuel to help raise money for local charities.

For example, organizers of the annual **Rodeo Du Camion** in Notre Dame Du Nord, QC, are still tallying receipts but they're also getting ready for next year's races, which means the 2014 outing was a success, albeit a yet-to-be tabulated one. Rodeo not only lures thousands of truck lovers to this pretty Northern Quebec village but contributes hundreds of thousands a year to various community groups and causes.

Meantime, in the central Ontario village of Clifford, the **Great Lakes Truck Club** hosted its fifth annual classic and antique truck show. Since its inaugural show, the event has grown to be Canada's biggest classic-rigs show. And last year the GTLC raised enough money to help build some new washrooms at the local Rotary Park. And the show just keeps on growing.

Rodeo Du Camion



NOSE TO NOSE: The uphill races are the cornerstone of the Rodeo Du Camion. The community party – and live entertainment and parade – come second.



FAMILY TRADITION: In Notre Dame Du Nord, *Today's Trucking* was lucky enough to meet Brady and Cameron "Skidder" Gaudet, grandsons of named Ottawa-Valley-based truck-driving, log-skidding grandfather Allen Lee of Allen and John Lee Forest Products. It wasn't the boys' first visit to N.D. du Nord and their father Martin promised it won't be the last.

Great Lakes Truck Club



NOT CALLED GREAT FOR NOTHING: Members of the Great Lakes Truck Club strutted their vintage iron in Clifford ON. **Cam Hiltz** owns the cool 1965 Hayes Clipper cabover (above); **Doug Hares** of Wroxeter owns the tough-looking 1951 Oshkosh W1700 (below); and **Scott Prosser** owns this clean 1960 Diamond T (left).





GOODYEAR'S G751 DELIVERS UP TO 45% MORE MILES TO REMOVAL THAN BRIDGESTONE*



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GOODYEAR
MORE DRIVEN.

*Based on focus fleet testing of a 11R22.5 Goodyear G751 compared to Bridgestone M843 of the same size. Actual results may vary depending on tire size, driving and road conditions, maintenance and operating conditions.
**Seals up to ¼" punctures in the repairable area of the tread. Does not seal sidewall punctures.
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THE 505 HP, 1,860 LB.-FT. TORQUE MAXICRUISE™ ENGINE FROM MACK

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logbook2014

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

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.truckconvoys.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

27

CTCQ - Soiree de Gala (Evening Gala)

Manoir Saint-Sauveur - St-Sauveur, QC

Website: www.ctcq.ca

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

14

CPTQ - Gourmet Oyster Tasting

Chateau Royal - Laval, QC

Website: www.cptq.ca/evenements/calendrier.php

20 - 22

Natural Gas Vehicles Canada Conference & Exhibition

Toronto, ON

Website: www.ngvevent.com

29 - 30

Atlantic Provinces Trucking Association's Transportation Summit

Moncton, NB

Website: www.apta.ca/events.asp?-date=6/10/2014

November

5 - 7

Used Truck Association - 15th Annual Convention

Talking Stick Resort - Scottsdale, AZ

Website: www.uta.org/convention

7

Traffic Club of Montreal - 70th Annual OysterFest

Alexandra dock, Iberville Terminal -
Port of Montreal, QC

Website: www.tcmtrl.com/en/oyster-party.html

12 - 13

Ontario Trucking Association - 88th Annual Convention

Ritz Carlton Hotel, Toronto ON

Website: www.otaconvention.ca

December

4

Toronto Transportation Club - Annual Dinner

Royal York Hotel - Toronto, ON

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

Get in the Game!

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

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

Trending

THE BEST FROM
Todaystrucking.com

What's Tweetin'?

More Than 10 K is More Than OK!

@Todaystrucking has 10,800 Twitter followers. If you're not among them, what's stopping you? It's your at-a-glance moment-by-moment update of industry trends; news and operational intelligence.

HERE'S A TASTE OF WHAT WE DELIVER:

@todaystrucking

How to Get Carriers' Safety Data Info <http://tinyurl.com/lyfbro7>

@PetersonCat

Planning to re-sell your #equipment? Here are some tricks on how you can maximize its re-sale value: <http://bit.ly/1gfTVXH>

@TruckerTweet

Article from Saturday's New York Times concerning driver shortage vs. pay... <http://fb.me/1qfJwJULx>

@logisticsnews

Driver CPC deadline looms: The vast majority of drivers will have completed their 35 hours' Driver CPC training... <http://bit.ly/1mCHEXl>

@DriveBC

#BCHwy17 Stalled Semi WB slow lane at Nelson View east of the Alex Fraser Bridge.

@Meritor

What's Stopping You? The 4-1-1 on Air-Disc Brakes <http://bit.ly/1sGo9II> #Trucking

@Truck_n_Trailer

@todaystrucking, OTA Convention Registration Now Open <http://tinyurl.com/ptyvf7u>

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Extreme Trucking

This might be a bit longer than expected but so are the trucks that it's about. Plus it's worth every second.

<https://www.facebook.com/TodaysTrucking?ref=hl>



Neck 'n' Neck Competition

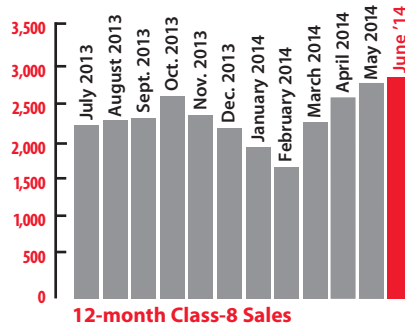
Two ways to transport giraffes; The correct way and the other way. This came to us from our good friend **Tom Jackman** in St. John's NFLD, who updated us on a recent a giraffe-transporting truck accident in South Africa.



Canada – Truck Sales Index

June 2014

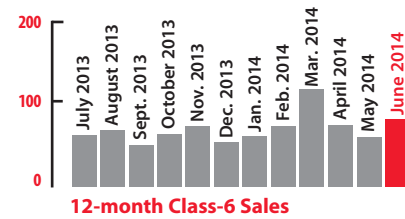
CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	686	3272	3583	23.5%	25.8%
Volvo	576	2306	1618	16.6%	11.6%
Kenworth	407	2242	2552	16.1%	18.4%
Peterbilt	304	1891	1954	13.6%	14.1%
International	382	1873	1937	13.5%	13.9%
Mack	217	1201	1070	8.6%	7.7%
Western Star	228	1132	1188	8.1%	8.5%
TOTAL	2800	13,917	13,902	100.0%	100.0%



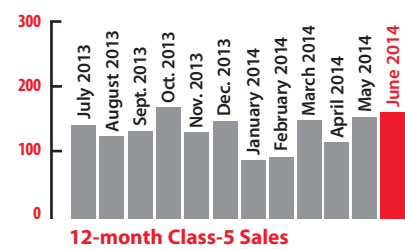
CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	71	451	401	26.9%	26.3%
International	98	404	349	24.1%	22.9%
Kenworth	45	297	293	17.7%	19.2%
Peterbilt	33	290	264	17.3%	17.3%
Hino Canada	52	236	217	14.1%	14.2%
TOTAL	299	1678	1524	100.0%	100.0%



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	28	163	144	38.4%	38.2%
Hino Canada	32	148	130	34.8%	34.5%
International	10	114	92	26.8%	24.4%
Peterbilt	0	0	11	0.0%	2.9%
TOTAL	70	425	377	100.0%	100.0%



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino Canada	109	480	509	64.5%	62.8%
International	30	198	229	26.6%	28.2%
Mitsubishi Fuso	13	56	62	7.5%	7.6%
Kenworth	1	7	0	0.9%	0.0%
Freightliner	1	3	8	0.4%	1.0%
Peterbilt	0	0	3	0.0%	0.4%
TOTAL	154	744	811	100.0%	100.0%



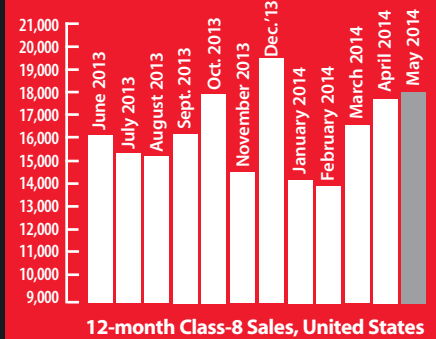
www.easterncanada.cummins.com

www.westerncanada.cummins.com

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

U.S. – Retail Truck Sales*

CLASS 8	May 2014	YTD '14	Share '14
Freightliner	6301	28,536	35.5%
International	2335	12,297	15.3%
Kenworth	2528	10,893	13.6%
Peterbilt	2368	10,614	13.2%
Volvo	2464	10,233	12.7%
Mack	1673	6490	8.1%
Western Star	316	1234	1.5%
Other	5	16	0.0%
TOTAL	17,990	80,313	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	77	142	18	27	299	72	34	7	0	10	686
Volvo	51	41	20	31	305	72	29	27	0	0	576
Kenworth	63	178	22	0	57	70	17	0	0	0	407
Peterbilt	38	96	24	36	55	38	13	4	0	0	304
International	13	44	7	14	245	48	8	1	0	2	382
Mack	16	45	13	23	82	19	6	8	5	0	217
Western Star	24	69	7	11	50	51	7	9	0	0	228
TOTAL	282	615	111	142	1093	370	114	56	5	12	2800
YTD 2014	1445	3285	713	654	4899	2133	500	214	14	60	13,917

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.

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Heard on the Street

Navistar taps Eaton Remans

Navistar has chosen Eaton as the new supplier of heavy-duty reman transmissions. "It should definitely help our dealers increase and enhance their aftermarket business," said **John Pens**, product manager, drivetrain components for Navistar. Deliveries to Navistar's roughly 350 North American dealers started July 1 and are mostly of Eaton Flex Reman transmissions.



Two for Tow

C.A.Towing's **Chris Baker** and his shotgun-riding partner **Nicole Fournier** prettied up this camo Western Star at the Fergus, ON., Truck Show in late July. The 2015 Show is scheduled for July 24 to 26.

Happy Birthday, Pete!

Peterbilt is celebrating its big **75th anniversary** at the Fairgrounds in Stockton, CA, Saturday, Oct.25, with a huge party and a Peterbilt-only truck show featuring up to 400 new and historic trucks, memorabilia, vendors and a charity raffle for a classic 1976 Model 359.

And the company has much to celebrate. In July, Pete's parent company Paccar announced a nine-percent increase in profit in the second quarter of 2014 and the company is building a new distribution center in Bellevue, WA.



Ferro Leaves FMCSA

American Federal Motor Carrier Administration (FMCSA) top official **Anne Ferro** has stepped down. She has served as Administrator since 2009.

Penske Fights Crime

Penske Logistics has teamed up with **CargoNet**, a cargo theft-prevention and recovery service, to improve its freight security methods for customers on the receiving end of its supply chain. Penske's Director of Loss Prevention, **Aaron Henderson**, commented: "We joined CargoNet to better identify areas that require additional security and when a theft does take place we're able to move quickly to recover the assets."

Fontaine Goes To Play in The Yard

Fontaine Fifth Wheel Group has announced the creation of new division, **Fontaine Coupling Solutions**, a company solely for the yard truck market. President **Terry Mennen**, who formerly operated as vice president for Fontaine Fifth Wheel since 2007, will head the startup company.



Moves To Trailcon

After working a combined 31 years in operations management for Atripco Delivery Service and All-Ontario Transport Ltd., **Paul Merryweather** is now **Trailcon Leasing's** VP service and operations.



Celebrating 40 years in Canada!

From humble beginnings in 1974 to the prominent Canadian manufacturer of light and medium trucks it is today, 2014 marks **Hino's 40th year in Canada.**

Originally based in Burnaby, British Columbia, Hino today is well entrenched within the Canadian marketplace with a coast-to-coast network of 49 dealers, a Canadian assembly plant in Woodstock, Ontario, and its head office and Parts Distribution Centre located in Mississauga, Ontario. Now more than ever, Hino is positioned to deliver Total Support to all its customers.

Thank you for 40 great years of trusting Hino to deliver.

HINO's DNA: Quality, Durability and Reliability



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Street Smarts

INSIDE:

28 A very welcome truckstop

31 Uncle Sam wants your \$

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

MONTREAL SPRING: There's more than 300 good reasons to visit ExpoCam in April.



Photo: © Tim Norton

ExpoCam Can

Why you should start making plans now to be in Montreal in April

Nothing beats face-to-face business. Here's proof:

Last April, at **Truck World 2014** in Toronto, David Tychniewicz of Turk Enterprises from St. Andrew MB., met Margarett Szamotulska, the director of business development at Tico Canada. She sells shunt trucks. And while Tychniewicz didn't attend Truck World intending to buy a shunt truck, he and Szamotulska got talking and he said, "I'd do anything for good perogies."

She said, "even buy one of my trucks?"

And he said "yup."

The business day ended and next morning, back at the show, Szamotulska presented Tychniewicz with five dozen

freshly baked perogies, and he bought one of her trucks.

The deal never would have happened had the pair not met in person.

And that's why people attend trade shows.

Tibor Shanto, a sales consultant familiar to many in the Canadian trucking industry, agrees that trade shows are great places to get business done.

"One of the most effective opportunities for sales people to initiate and build relationships with existing and potential new clients are trade shows and conferences," he says.

"People are looking for fresh ideas, up and coming trends, and to learn what is

working for their peers and competitors.

While the sale may not take place at a given event, it is a great place to meet people, understand their objectives, and initiate discussions to be continued after the event."

Another trade-show and sales vet is Bob Atkinson, who for the past 20 years has traipsed back and forth across Canada on behalf of the Canadian tie-down manufacturer CTS Cargo.

Atkinson is such a personal-approach kind of guy he doesn't even have an email address.

Furthermore, the very reason he works with CTS is that many years ago, before he was with the Scarborough, ON-based tie-down company he was at a trade show when he was offered a job in the tie-down business.

"I've always been fond of something I

NEW NORTHERN ONTARIO TRUCKSTOP FILLS HUGE GAP

Good news for everybody who has to travel through Northern Ontario: There's a new 'sort of' truck stop at Pass Lake (Shuniah, ON.) along Highway 17/11, about 20 miles east of Thunder Bay.

Okay, it's not exactly new; it was an Ultramar in the 1980s and then it became an Esso. It's still being run by the same owners—Ron and Carol Parcher—and the building still looks about the same, but there's a new marquee and name on it and a lot of construction going on.

At great expense and to their credit, the Parchers are giving the place a major facelift. They're installing an ambitious, much-improved parking area for trucks; up to 10 paved acres, as well as premium services for the drivers.

One caveat: This facility is privately owned and not a Flying J franchise. Some services that a regular J will provide will not be available at Pass Lake.

Still. Hallelujah!

Considering what few services are currently available along Highway 17 between Sault Ste. Marie to Thunder Bay or along Highway 11 from Kapuskasing, (which is where the nearest Flying J is heading east) this place is truly a godsend!

I was on my way to Edmonton instead of my usual trip into the USA when I happened to notice the new billboard and thought I'd check it out. I bought some much-needed fuel then introduced myself to the Parchers as a contributor to *Today's Trucking* and I was promptly given the 25-cent tour...as well as a free coffee! And a good coffee it was.

Trust me: I'm a trucker. I was thoroughly impressed with his tour and vision for the place. Driving Northern Ontario doesn't look so onerous or bleak anymore.

As I mentioned, Archer plans on accommodating regular tractor trailers as well as LCVs. There are half a dozen fuel pumps under a canopy for fueling and they're definitely not the kind of pumps you find at card locks. Inside, you'll find an adequately stocked c-store that will expand and improve with time and demand. There will also be the expected coffee bar with various flavors and roasts usually found at all Pilot's and J's.

Two sets of washrooms serve both the restaurant and the general patrons. The restaurant seats up to 130.

There are five showers for drivers upstairs and they've all been upgraded. The drivers' lounge—with actual lounge chairs—has been expanded and is roomier. Soon there will be a large flat-screen TV installed along with some arcade games.

Archer told me that he is considering re-opening the five or six sleeping quarters that are situated upstairs for drivers who want to get a good night's sleep, away from the truck, or for drivers with passengers and no room in their cab to share. This would be great for teams that need to shut down together but find the confining space of a truck cab too restrictive for two people to share for 10 or more hours.

It truly is an excellent location for drivers who are making a delivery into Thunder Bay but don't want to go in until close to their appointment time. As there is so little by way of suitable parking in town, and what there is is quickly occupied, Pass Lake Flying J is an excellent option. For further information, their phone number is 807-977-2121 and their e-mail address is passlaketruckstop@tbaytel.net. Tell them Alf sent ya!

— Alf Meyer



heard years ago," Atkinson says. "Dofasco Steel's motto was 'Our product is steel but our strength is our people.'

"And that's how we run our place; before we talk business we catch up on family and what's happening in our customers' lives. It makes business much more civilized."

This coming April, people from across the continent will gather in Montreal at ExpoCam, and organizers expect it to be the best Montreal Truck Show yet.

"We were thrilled with the last show's attendance," said Joan Wilson, manager of ExpoCam. "We had 11-percent more attendees than in 2011 and the 2015 show will be even bigger. We're excited to return to Place Bonaventure and to see everyone there again."

More than 15,000 trucking industry members and 300 exhibitors attended ExpoCam 2013.


ExpoCam is presented by Newcom Business Media, which publishes this magazine, and it will take place on April 16, 17, 18, 2015.

Some of the features include:

- **200,000 square feet** of trucks, trailers, equipment, tools, technology and services for the trucking industry;
- **More than 5,000 parking spaces**, access to two nearby subway stations and the VIA Rail train station;
- **300+ exhibitors**, special events and contests;
- Watch as one of Canada's most outstanding owner-operators or company drivers gets named **HighwayStar of the Year**;
- **Hat day**, an ExpoCam tradition. Be one of the first 2,000 visitors on Saturday and get a free trucking hat, compliments of ExpoCam exhibitors.

The 2015 show will also feature a Recruitment Pavilion, giving drivers both experienced and new the chance to cherry-pick from among the many fleets out to lure new recruits.

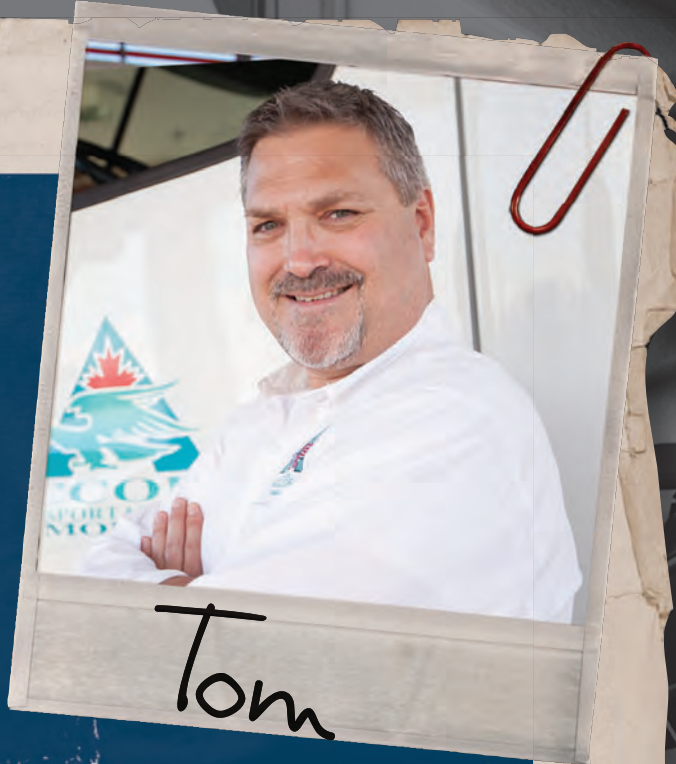
The Recruitment Pavilion was a great success at **Truck World 2014**.

For a fun online recap of Truck World 2014, check tinyurl.com/nyclwgy. 

For more information on ExpoCam 2015, visit expocam.ca.

**“IT’S THE PEOPLE
THAT BRING ME BACK.
THEY KNOW MY FLEET AND HOW TO
KEEP IT ON THE ROAD.”**

TOM HOWARD
REGIONAL MANAGER, ACCORD TRANSPORTATION INC.



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THAT WORKS AS HARD AS YOU.**



2290 Reasons To Get Your Paperwork Done

Taxes *You truck into the States? The IRS has you in its crosshairs.*

By Frank Casciaro and Holly Haber

“Pay immediately or we may seize your property.” This is the message the American Internal Revenue Service (IRS) is increasingly sending to Canadian and Mexican trucking companies who have been late to file Form 2290, the Heavy Highway Vehicle Use Tax Return—regardless of how much or how little is owing.

Why is the IRS stepping up its efforts to collect now even though Form 2290 has been in force for years? The United States Highway Trust Fund, which is used to maintain and build new roads, is quickly being depleted. It is usually funded by revenues from


motor fuel tax. However, due to increased fuel efficiency and relatively stable fuel prices over the last few years, these funds have been steadily decreasing.

Enter the IRS and Form 2290, which is being used to replenish the Highway Trust Fund. The aggressive enforcement of Form 2290 specifically impacts vehicles owned by Canadian and Mexican trucking companies that cross the U.S. border and use the federal highways. Non-compliant drivers could be turned away at the border by Customs officials who may start checking electronically whether or not Form 2290 has been filed and all fees have been paid.

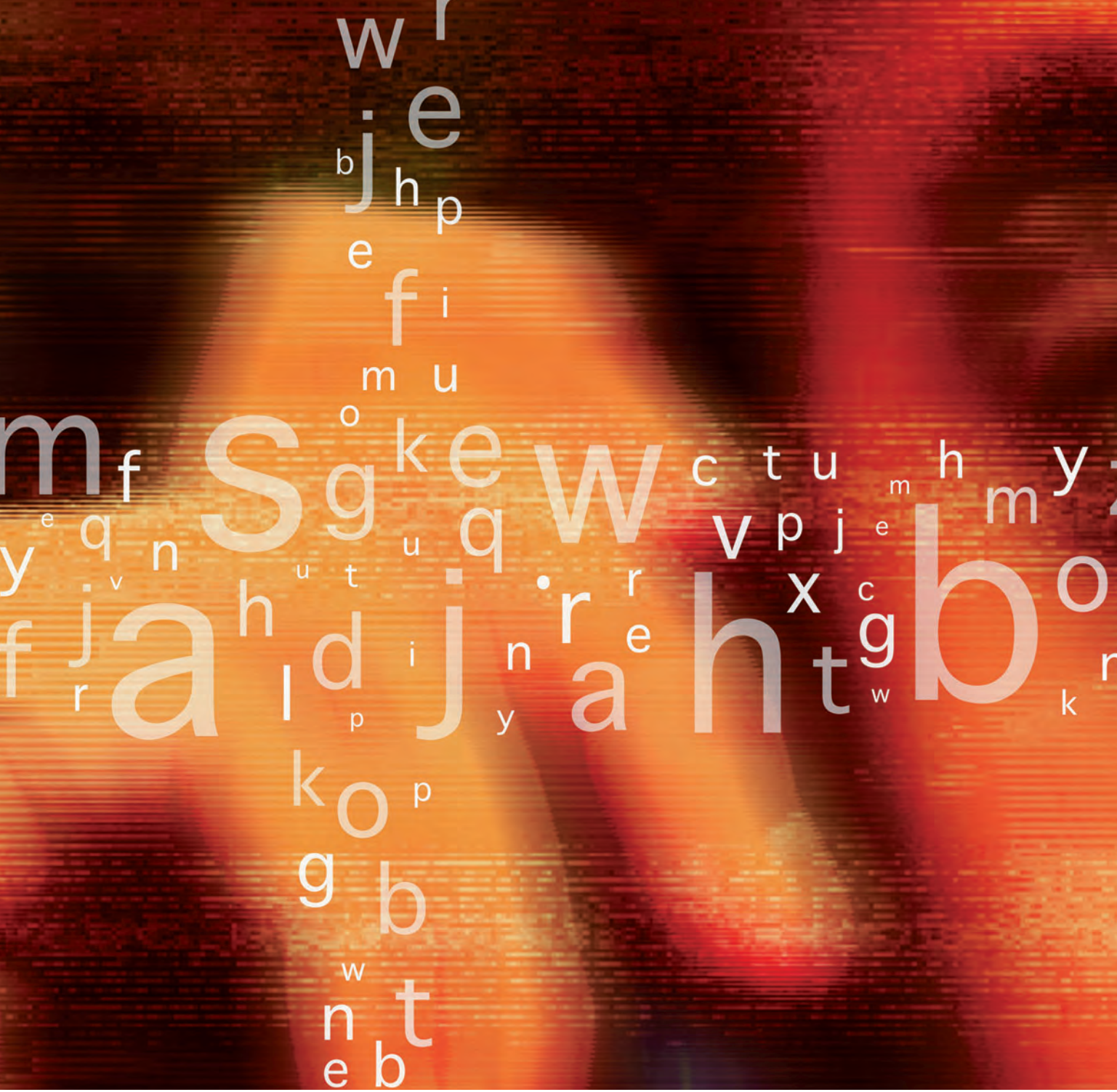
Here’s what you need to know:

- The Heavy Highway Vehicle Use Tax is a federal U.S. tax levied on any motor vehicle that weighs 55,000 lb or more and travels 5,000 miles or more annually on public highways in the United States.
- The tax generally is required to be paid by the person who the vehicle is registered under State, Canadian, or Mexican law at the time of its first use in the United States.
- The tax rate ranges between \$100 and \$550 per vehicle depending on its taxable gross weight. Cargo is not included, however semitrailers and trailers are.

- When a trucking company buys a vehicle and registers it in their home province, they have until the last day of the following month to file and pay the tax ascribed by Form 2290.
- Trucking companies need to file Form 2290 along with Schedule 1 listing each vehicle by vehicle ID number to which the tax applies, as well as the fee. The IRS will send back a stamped Schedule 1 form which drivers are required to present to Customs officials upon entry to the U.S. This serves as their proof of payment.
- Any company reporting more than 25 vehicles is required to file electronically.
- If vehicles are estimated to travel less than 5,000 miles in a given year they still should be listed on Schedule 1 as a suspended vehicle, however they will not be subject to the tax. If tax is paid on a vehicle that doesn’t end up traveling 5,000 miles, a credit can be applied for. If the opposite is true, the filer would have to go back and revise their filing.

- The tax is imposed annually for each one-year period beginning on July 1.
- You must have a U.S. Employer Identification Number to file Form 2290; you cannot use your Canadian Social Insurance Number or your U.S. Social Security Number.
- The IRS provides direction on how to file at www.irs.gov/Businesses/Small-Businesses-&Self-Employed/Trucking-Tax-Center. 

Frank Casciaro is a manager and **Holly Haber** a tax specialist in Fuller Landau’s Transportation Practice group. Casciaro can be reached at fcasciaro@fullerlandau.com. Haber at hhaber@fullerlandau.com.



Accents M

How to understand truckers who speak English with a thick accent. Really.

BY TEONA BAETU AND PETER CARTER

One of Canadian trucking's most masterful salesmen, Bob Magloughlen, who passed away this past March, knew how to bridge the language gap.

In his later years, Magloughlen worked as a consultant to Dan Einwechter, president and CEO of Challenger Motor Freight, disposing of trucks that reached the end of their first life in the fleet.

He used his communications savoir faire to sell trucks in places as far away as Libya and Russia, where his name "Mr. Magloughlen" could be more than a mouthful. Ditto for his customers here, many of whom were new Canadians.

So, on his business card, he was simply "Mr. Bob."

No sense making things more confusing than necessary.

It's no secret that Canada is a multicultural hub and that truck driving—perhaps more than any other industry—is a popular choice for many immigrants.

Drivers born in Russia have to take orders from Punjabi dispatchers and Jamaican-born diesel techs are supposed to understand parts-sales reps from Mexico. They all speak English, but none of them talk the same way.

The misunderstandings lead to frustration and inefficiency. Money as well as tempers get lost. Sometimes, it's amazing any information gets passed along whatsoever, never mind that most of it ends up being accurate.

So because we know everybody would benefit if we all understood each other better, we've come up with the following tips to make communicating with foreign clients or immigrant drivers easier. Some are dead obvious but, like exercise, not easy to get around to. Others—the high-tech ones—might have simply never occurred to you before.

1 Ask. "People who have accents, know it. But they get tired of being asked to repeat themselves," says Paul Gruber, a speech language pathologist and founder of Pronunciation Workshop, a service that helps people with their English pronunciation. (Gruber's video courses go for about \$229 and he offers live training, too).

Gruber says: "A nice, diplomatic way to ask for the information again is to restate what they said and ask them if that was correct. If it was not, ask them to say it in a different way or spell it out. Chances are, if you didn't get a word or cluster of words the first time, you won't the second time either, so they need to use different words."

2 Try to recognize major problem areas. 'R's, 'W's, 'V's and 'Th's are four major accent issue areas. "Someone from India would say: 'I provide services.' They don't pronounce the 'V's the same way as a North American speaker," Gruber says. Be patient. The human ear automatically catches and adjusts to differences in

Made Easy

Accents Made Easy

sound to help us understand accented speech. "If you're aware that Indian speakers, for example, won't pronounce 'V's like you're accustomed to hearing, then you could fill in the blanks and figure out what they're saying when you're not hearing those 'V's," he says.

3 Google. Google Translate can be your best friend. Its list of translation services grows by the day and so does the quality of the translation. With most smartphones, you can type what you want to say in any language and the other person can hear it spoken. They can type back to you, too.

4 Speak slowly. Use simple sentences. And try to avoid phrases that mean something to you but nothing to a new English speaker. To you, "Just givin' her" might mean going as fast as you can, but to a new English speaker?? Who knows? (See "Why English is So Stinking Hard," on the next page.)

5 Manage expectations and know what you're listening for. Human communication depends on the ability to navigate the difference between the words spoken and what you're expecting to hear, say University of Toronto researchers Marieke van Heugten and Elizabeth K. Johnson. For example, the word 'ball' produced by an Australian English speaker might sound more like 'bowl' than 'ball' to an American English speaker's ears, and the Canadian pronunciation of the word 'about' may sound more like 'a boot' to an American listener," van Heugten and Johnson say.

Gruber adds: "In essence, to understand one another, we need more than to just speak the same language; listeners need to know enough about the other person's speaking style to accurately interpret what is being said."

6 Practise listening and trust yourself. Think about how many different kinds of voices and in how many conditions you can already understand English.

NASCAR fans can recognize what the announcer's saying over the roar of the racers and they can also tell whether they hear a baby crying or laughing.

"Listeners are not only able to recognize words in noisy speech, but they do so

Don't misinterpret silence for arrogance or ineptness.

despite variations in talker, speaking rate, and dialect. Human listeners can also quickly adapt their perceptual categories to accommodate variation among speakers

[accents, in other words]," say researchers Jessica Mayea, Richard Aslinb and Michael Tanenhaus.

If you work with, say, a lot of Eastern Europeans, scientists say some of the adaptation happens naturally.

What they found in their audio trials was that at first, people struggled to understand the modified or "accented" version. But when they listened to the "accented" version a second time, they recognized and understood far more of the words.

So if you work with many Punjabi or Eastern European truck drivers or customers, you could listen to tapes or watch movies to train your ears to better understand that accent.

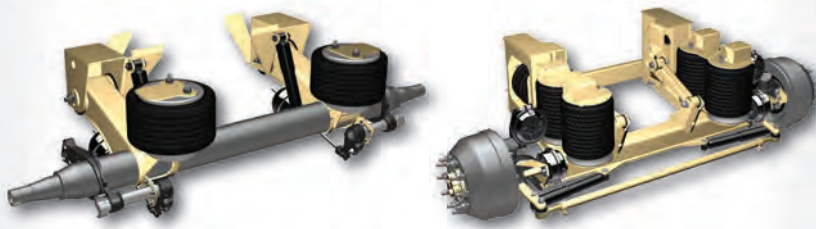
7 Assume nothing. Don't misinterpret silence for arrogance or ineptness. Non-native speakers are probably shy and they will also appear to agree with you just go get a conversation over with. But mostly they'll just stay quiet. It doesn't mean they don't like you.

8 Use technology. Hi-tech trucks mean fewer misunderstandings.

Companies such as PeopleNet and Shaw Tracking both produce software and hardware that, frankly, remove the need for person-to-person conversations from your ops. Truck builders are outfitting fleets with onboard maintenance systems that report problems digitally, which means you won't have a driver with a thick Polish accent trying to describe the noise his brakes are making to a service guy from Barbados.

GPS also means drivers don't have to ask for directions. And that makes the world a safer place. **TT**

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Accents Made Easy



MISS UNDERSTOOD:

Today's Trucking's Associate Editor Teona Baetu knows what it's like to survive in foreign-language land.

ENGLISH IS SO STINKING HARD

I was 12, recently arrived from Romania, and just starting to learn English. I distinctly remember one of my many failed attempts to befriend my new classmate, the popular Zoë.

Me: "Hi. How are you?"

Zoë: "I'm good, how are you?" (She meant she's well. But she said good.)

Me: "I'm gooder than before."

Zoë: "Ew. Are you kidding me? It's better. Not gooder. That's not a word. Learn to speak English."

She then flipped her gorgeous blonde hair and away she went. (To a new English learner, she could have "go-ed.")

After all, isn't past tense created by adding "ed?")

English is full of inconsistencies, synonyms and irregularities. Also, native English speakers tend to use a lot of familiar phrases and clichés that would make a learner's head spin. (Imagine hearing that phrase—make your head spin—the first time. You would think somebody's head has detached.)

If you deal with a lot of English as a second language folks, try to keep it simple. And clear. You'll be doing everybody a favor. And I bet you toonies to timbits that Zoë would want to be my friend now that I have this cool job at *Today's Trucking*.



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TRUCK OF THE MONTH CLUB

ANDY & IRENE'S PLUM MIST MACK

SEPTEMBER'S TRUCK OF THE MONTH HAS AMASSED MORE THAN 100 TROPHIES AND ALMOST 40 YEARS OF FAMILY TRUCKING MEMORIES. AND IT'S NOT BLACK.

Andy Zary of Saskatoon has owned this **1959 B61LT** since 1968. When he bought it from Chuck Fitzgerald of Edmonton it was a day cab with one million miles on the odometer. Zary put the truck to work through Saskatchewan and Alberta pulling a flat bed.

In 1974, Zary decided the rig needed a rebuild. He repowered it with a ENDT-673-C Mack; tweaking the motor to 300 hp. He also lengthened the frame to 235 in. and added a 54-in. sleeper. And kept it on the road.

By 1980, the Mack had travelled 2.3 million miles.

Nineteen eighty-two was time for another upgrade. That meant:

- an air-over-spring front axle;
- a rebuilt rear axle;
- a 64-in. standup sleeper;
- tinted and etched windows;
- 16 chrome gauges;
- chrome and stainless steel engine components;
- chrome and stainless step boxes, light panels, full length deck plate, rear fender brackets, rear light panel, stainless steel air-line box.

Saskatoon Welding custom-fabricated all the stainless work. Cliff Johnson of 5 Star Truck Collision in Saskatoon painted the truck with "Endura" paint, from Edmonton.

A.L. Zary Transport Inc., ran from 1963 until 1999. In 2000, Zary and his wife Irene started showing the Mack throughout North America and by 2013 they had accumulated more than 100 trophies.

On March 16, 2009, Irene Zary passed away. And you can't talk to Andy for more than 15 seconds without her name entering the conversation.

"Irene and I worked together for 36 years," Zary says. "I would be out driving and she ran the show—dispatching, doing the books, everything—from home. "When we expanded to six trucks, she said 'you're coming home,' and that's exactly what I did."

Zary was born in Alvena SK, in 1933.

He left the family farm when he was 17 and moved to Sioux Lookout, ON., to take a job cutting pulp wood. From there, he tried Toronto, Saskatoon and eventually Kitimat, where he met Irene. They have two children, Randy and Laura, and a granddaughter Ebonie.

"So," I asked Zary, "Was your granddaughter named ebony after the color of this truck?"

"The truck," he responded, "is not black.

"It's my color."



When they were refinishing the Mack in 1982, Zary painstakingly worked with the paint supplier, blending purples and black until he arrived at what he calls "plum mist."

"I don't know what it's really called, but it changes depending on what time of day you're looking at it. It's dark purple at night and black in the sunlight."

That's the same precision he and Irene took to their trucking operation. "When our guys pulled into a yard, people would know it was us. They'd come down and look at our equipment.

"Our drivers were always very neat and our equipment was always clean." Although he's soft-spoken and very polite, Zary is one of those people who commands instant respect.

Commented one trucker who met Zary recently: "He's very well liked, by everyone. He's so nice you're almost afraid of disappointing him.

"Everybody wants to meet him."

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

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



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



MESSAGING FOR THE **MASSES**

Back in the day when a row of pay-phones was the first thing you saw upon walking into a truck stop, mobile communications solutions cost a small fortune. Satellite tracking was a luxury few fleets could afford and many could live comfortably without. All any trucking company really needed was an 800 number and a fax machine.

For something close to the cost of a fax machine, fleets of any size can now go toe-to-toe with big shooters in trucking.

The basic but expensive satellite tracking systems of the pay-phone era have given way to complete suites of fully integrated

Mobile communications and fleet management solutions are no longer just for the big guys.

— BY JIM PARK —

fleet management software and infrastructure that automate most day-to-day operational functions. The person who used to answer the phone can now practically run the company.

“On-board communications are so prevalent now because of the advantages that accrue to the business,” says Grant Fraser, director of Support Services, Shaw Tracking. “In fact, it’s almost mandatory now because of

competitive pressures and increasing customer demand.”

Quite simply it’s no longer an option, but it seems many smaller fleets and owner-operators still think these systems are too expensive and only for the large carriers.





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Messaging for the Masses

According to Jamie Williams, president of PeopleNet Canada, you can put a full-featured on-board communications system into a truck for much less than a driver would pay just for a cell phone.

“It used to be expensive, but now, all in, you can have a system with full functionality for less than 60 dollars a month,” he says. “Many fleets are now looking at moving to electronic logging, and we think that will be the tipping point. Once they realize the e-log is just a small part of a comprehensive system with a whole suite of services, it’ll be a case of why stop there. For about the same cost as an e-log and cell phone with a decent data plan, they can have a lot of other reporting and management capability.”

Robin Doherty, president of Verigo Incorporated, a company that produces software for electronic logging devices and driver’s vehicle inspection reports, estimates that only 25 percent of fleets in Canada are fully invested in electronic fleet management systems.

“Electronic logging devices will change all that,” he says. “They will drive a lot more connectivity, and I think once those smaller fleets and owner-operators realize the potential of the technology they won’t be long embracing the rest.”

There’s functionality at the end of the wire that can relieve management burdens and other physical tasks, such as trip planning, log auditing, fuel tax calculations, etc., stuff the owners and managers of many small fleets are still doing by hand or paying a third party to execute. The question is not how much does the system cost, but what can it do for my business?

There’s still a perception that systems like those from Shaw Tracking, PeopleNet and others are more comprehensive and complex than a small

fleet needs, but Williams says that’s no longer the case.

“Many smaller operators just haven’t looked closely enough at such systems to understand all they can do for them,” he says.

“The other barrier can be the perceived complexity of the system. There’s an impression that you need some kind of back-office management system to make this work,” Williams says. “So to clarify: number one; it’s not as expensive as they probably think it is. Number two; they can work through our PeopleNet Fleet Manager or our web-based system and that will give them everything they need to operate the business. And number three; it’s usually not more than the fleet needs, not

when you consider our system will automate so many operational functions. It can reduce the workload of a small fleet manager considerably.”

And speaking of perceptions, Shaw’s Fraser tells us that the average fleet size in his stable of customers is 40. His smallest customer has four trucks.

“While our largest customer has a couple of thousand trucks, the technology we offer that fleet delivers the same functionality to the four-truck fleet,” he says. “Small fleets can use the same applications that the larger ones use, and that really levels the playing field.”


Favorite Features

With all that Canada’s two mobile communications leaders offer, basic messaging and truck positioning are still the prevalent applications, Fraser says, followed by telematics capabilities.


“The unit functions like a modem when it comes to getting information off the truck and back to the office,” he points out. “We can tie into a number of third-party systems, such as tire pressure



“Small fleets can use the same applications that the larger ones use, and that really levels the playing field.”



Diesel Price Watch



CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	143.9	-2.5	125.8
VANCOUVER *	146.6	0.9	101.9
VICTORIA	138.5	-0.2	101.7
PRINCE GEORGE	139.2	-0.1	105.9
KAMLOOPS	136.5	-0.1	103.3
KELOWNA	136.4	0.2	103.2
FORT ST. JOHN	145.1	-0.2	111.5
YELLOWKNIFE	144.9	0.0	124.9
CALGARY *	120.9	0.2	102.1
RED DEER	122.3	1.0	103.5
EDMONTON	119.0	0.0	100.3
LETHBRIDGE	124.9	0.3	106.0
LOYDMINSTER	136.2	0.0	116.7
REGINA *	126.7	1.8	101.6
SASKATOON	127.9	-0.8	102.8
PRINCE ALBERT	128.9	-2.0	103.8
WINNIPEG *	126.7	0.0	102.7
BRANDON	127.4	-0.9	103.3
TORONTO *	127.5	0.0	94.5
OTTAWA	131.2	0.6	97.8
KINGSTON	130.4	1.5	97.1
PETERBOROUGH	127.4	0.9	94.4
WINDSOR	127.2	-0.1	94.3
LONDON	128.4	-0.5	95.3
SUDBURY	129.1	0.1	95.9
SAULT STE MARIE	131.7	0.3	98.2
THUNDER BAY	135.3	0.1	101.5
NORTH BAY	128.9	-0.2	95.8
TIMMINS	132.6	0.0	99.0
HAMILTON	129.8	-1.4	96.6
ST. CATHARINES	129.6	2.0	96.4
MONTREAL *	136.1	-0.1	94.2
QUÉBEC	135.7	0.2	93.9
SHERBROOKE	135.2	0.8	93.3
GASPÉ	136.4	-0.5	98.3
CHICOUTIMI	132.4	-0.3	94.8
RIMOUSKI	135.7	-0.5	95.7
TROIS RIVIÈRES	135.4	0.0	93.6
DRUMMONDVILLE	134.9	0.0	93.1
VAL D'OR	133.9	0.0	96.1
SAINT JOHN *	134.5	-0.4	95.8
FREDERICTON	135.1	-0.1	96.3
MONCTON	135.4	1.3	96.6
BATHURST	137.0	0.0	98.0
EDMUNDSTON	135.7	-0.1	96.9
MIRAMICHI	136.6	0.0	97.7
CAMPBELLTON	135.7	0.0	96.9
SUSSEX	133.7	-0.5	95.1
WOODSTOCK	137.3	-0.1	98.3
HALIFAX *	131.4	0.0	94.8
SYDNEY	135.1	0.0	98.1
YARMOUTH	134.2	-9.0	97.3
TRURO	133.1	-0.1	96.4
KENTVILLE	132.2	0.0	95.6
NEW GLASGOW	134.3	1.1	97.4
CHARLOTTETOWN *	137.0	0.0	96.0
ST. JOHN'S *	136.8	0.0	100.6
GANDER	136.3	0.0	100.1
LABRADOR CITY	149.5	-0.6	111.8
CORNER BROOK	137.5	0.0	101.2
CANADA AVERAGE (V)	130.1	0.3	98.2

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Messaging for the Masses

management systems, engine diagnostic systems and safety systems like electronic stability and lane departure warning systems. We send the alerts the truck produces right to the safety manager's desk or cell phone."

Fraser says once a critical safety alert is triggered, the system collects and

stores a seven-minute trap of any safety-related event so it can be reviewed by safety personnel.

Fleets can also set up and maintain a library of documents and company manuals and make them available to drivers, so the days of revising and updating driver operations and policy manuals and even

permit books are over. Drivers can use the devices to browse websites within the company intranet, like vacation schedules and other interoffice memos, newsletters, etc. Fraser notes there's an onboard printer option as well.

"The beauty of the architecture is everything is loaded on the computer from the start and over the air we activate the attributes you want," Fraser says. "For example, if a customer wanted to start off with us and their main focus was on-board navigation to cut down out-of-route miles, they could implement that first and a year from now implement log books or roll stability. They can have everything all at once or cascade the roll-out as it suits them. Certainly, the ROI will depend on their needs, but you won't be paying for functionality you don't want or need."

Five Trucks or Less

Do owner-operators need a fleet management system? Need might be too strong a word, but there are certainly advantages to having one.

"Think in terms of all the background tasks an owner-operator is still responsible for, like fuel tax reporting, maintenance records, etc.," Williams says. "That all takes time at the end of the month. We can automate much of that."

And as a management tool or benchmarking function, the automated record-keeping allows even a single-truck operator to compare performance trip to trip or month to month.

"Owner-operators need to focus on cost, too," Fraser says. "There's a fuel program built into the application where drivers are score-carded. Small fleets can work with the drivers who aren't driving as efficiently as possible -- or reward the drivers who are doing everything right. The owner-operator can review his or her own performance."

Customers can choose what driver behaviors or attributes they want to reward and which they may want to deduct points on. For example, idle time, on-time deliveries, HOS compliance, etc. These are all safety and operationally critical functions, and require monitoring.

And all that applies to small fleets or big fleets. **TT**



BRING YOUR OWN DEVICE

Quite apart from having a wired, integrated platform on the truck, many fleets are now taking advantage of a myriad of applications written for truckers for use on a smartphone. From e-logs (not the same as an officially defined automatic on-board recording device or an electronic on-board recorder), vehicle inspection reports, routing and navigation to proof of delivery capture and more, there's an app for almost everything truckers need.

There's scalable integration here too, with some app capable of well-integrated cross-platform functionality, while others are limited to a few specified functions.

In addition to Shaw Tracking and PeopleNet, mobile apps are available from names like Sylectus, NexTraQ, Telogis, GPS Insight, XRS, Zonar, Paragon and more. Some of these specialize in LTL, local delivery and service fleets as opposed to long-haul trucking and some started out as routing applications, or in Zonar's case, an automated DVIR app. Each has evolved into a standalone product or a suite of applications, all functional on a smartphone or some other portable device.

"There are now over 40 different vendors that have at least 10,000 units in our space," says Ryan Barnett, director of market development at XRS. "Prices for some devices, like tablets, have just plummeted, which opens up so many more interface possibilities. We can run on over 55 different consumer-based hand-held devices, some costing not much more than \$50."

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*Lost 15 lbs on his diet, but having a slice
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51 Lockwood's Products

59 You Can't Get There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



5 Great Stockroom Tips

How to avoid headaches; make more money and buy parts wisely. (Maybe a little VMI is exactly what your accountant ordered.)

By Denise Rondini

Trucks are on the road much longer than they used to be, and that translates into a greater demand and investment in parts, service, and ongoing maintenance, according to Paul Tuomi, director of dealer and fleet parts sales for Daimler Trucks North America.

This makes parts-purchasing decisions more important than ever, because purchasing the wrong part, paying too much for a part, or choosing the wrong supplier can have significant consequences.

"You need to have consistency [in your parts purchasing] out of the cradle or heading into the grave," says Jim Pennig, vice president of business development for Vipar Heavy Duty. "By this I mean you need quality replacement parts purchased

at regular intervals from a reputable point of distribution."

The lowest price for a part is not always the best choice. Factors other than price need to be considered when making parts purchasing decisions.

For instance, lower-priced brake friction may appear to be a bargain, but if it wears prematurely, causes early drum wear, and you have to replace it more frequently, "the parts and labor cost will quickly out run any initial piece parts saving," says Aaron Bickford, aftermarket business unit director, drivetrain, Meritor.

Mike Cueto, director of parts sales and marketing for Velocity Vehicle Group, says fleets "make a big deal out of the price of parts, but parts only represent 15

percent of their operating budget."

He adds, "You can buy something for \$10 and it's only going to last a year, or you can buy something for \$20 that's going to last three years. You're better off spending the \$20."

Following are five areas to consider when buying parts for your fleet.

Life Cycle Matters

Whether you choose to stay with the original brand or go with an aftermarket part, purchasing parts properly does not mean buying the least expensive one. It also does not necessarily mean buying the most expensive.

Tim Bauer, aftermarket business unit, director, undercarriage products at Meritor, says fleets must identify suppliers that have a variety of quality/price levels to offer them without sacrificing safety.

"Having a good, better, and best product offering allows fleets to maintain their vehicles properly while balancing the cost of the total maintenance of the fleet throughout the life of the vehicle", Bauer says.

In Gear

For instance, consider brake life. “When proper brake components are purchased and installed, there can be a savings of hundreds of dollars over the life cycle of the truck due to longer brake life and time between required maintenance,” says John Thompson, sales manager, commercial vehicle NAFTA, at TMD Friction.

However, parts choices may differ based on vehicle age.

“If you look at somebody who is trading a truck every three to five years, they are going to use [original equipment parts] wherever possible,” says Mark Terry, general manager, truck and bus at Yancey Bros. Co., a Georgia-based dealer and parts supplier. “But as we get into the second owner—anybody who is downstream of that initial trade—there is a tremendous opportunity for the all-makes side of

the business. And if someone buys a truck and keeps it for 10 or 12 years, we see a point where, in their mind, the value proposition from the aftermarket part exceeds the price premium they would pay to the OEM or Tier 1 supplier.”

Reman’s Role

Remanufactured parts are one component of a successful parts purchasing strategy. The decision to use reman parts is fleet-specific, according to David Schultz, director of marketing, Bendix Commercial Vehicle Systems. “Factors that come into play are vocation, what they are using their vehicles for, the expectation of their vehicle’s performance, the longevity, and so on.”

At the same time, Bendix’s Jerry Conroy, senior director, aftermarket sales, recommends that fleets “consider who the remanufacturer is, because different suppliers have different capabilities.”

Using brake shoes as an example, TMD’s Thompson says to make sure shoes are coined: placed in a die and pressed at very high tonnage to bring them back to their original, factory shape.

“Some reliners only remove and replace lining,” he explains. “This is not the best starting place for a brake reliner, as the high forces involved in braking will ‘stretch’ or distort the shoe in normal operating conditions.”

The Internet as a Tool

The Internet provides another avenue for purchasing parts, or at least for researching parts and suppliers before making a purchase.

“One of the most useful ways the fleet can use the Internet is getting information about different products, and being able to compare similar types of widgets from a form and fit, and function standpoint,” says Bendix’s Conroy.

Hard-to-find and legacy parts are also good candidates for Internet purchasing.

Vendor Managed Inventory

Once you have inventory, it has to be managed properly. Many suppliers are now offering to take that headache away from fleets by managing inventory (VMI) for them.

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Done correctly, VMI takes excess working capital out of the supply chain, making the supply of parts more reliable with less inventory and hence less capital.

VMI improves the overall breadth, depth, and fill rates to end users by using daily demand to predict future demand and replenish sales on a more consistent timeline, Meritor's Bauer explains.

Joe Laux, CEO at Wisconsin-based

Freightliner dealer group River States Truck and Trailer, says another benefit of managed inventory is that it reduces obsolescence. "A dealer may run five to 10 percent obsolescence within a 12-month period, but fleets may have 50 percent obsolescence." Having your parts supplier manage inventory can help control obsolescence.

John Wisdom, marketing technology manager, Paccar Parts, agrees. "The unfor-

tunate thing that happens with a lot of the fleets is they become parts collectors because they buy a part and then it just sits on the shelf. That is money that is not being put to good use.

"You have to know why you are buying it, and then a good inventory control system will help you see you really don't necessarily have a need for that particular part, but maybe you have a need for other parts you should have in stock."

VMI systems should not just be allowed to run on autopilot. Parts ordering plans need to be reviewed in context of what is happening with the fleet.

"For example, if someone using VMI has a significant business win or loss, the algorithm will not know," Bickford says. "If there is exponential growth of a product for some reason, the system will not pick up on the step change in demand as quickly as demand grows. This is why you must have competent people at the supplier and the customer engaged in managing the process."

Ted Rose, vice president of customer support at Virginia-based Truck Enterprises Inc., says dealer managed inventory in theory is a great idea. "But if you didn't have a person on the fleet side who is committed to it, it doesn't work. You can put all the electronics you want in play, but it comes back to a warm body to make it work."

Consigned inventory is another option some parts distributors offer. The benefits include having replacement products on the shelf at all times and only paying for the part that are used at the time of restocking.

"The challenges usually involve consistent tracking and replacement of parts used in a timely and efficient manner," says Vipar HD's Pennig. "Products that involve core-credits can be very difficult to keep accurate count of. Consigned inventory is becoming less common as Internet and e-commerce ordering/purchasing gains acceptance."

VMI is just one example of how the services offered by your supplier need to be considered alongside other parts-buying considerations.

River States' Laux says the number one driver of parts purchasing should be availability. "The cost of a truck being down is estimated at somewhere between \$500 and \$750 a day. If you are able to procure

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that part the same day, fix the truck and get the truck back up on the road, there is a real value added."

According to Yancey Bros.' Terry, most customers tend to focus on the right part, at the right price, right away.

"When you start looking at why a fleet should buy from you vs. somebody else, it starts with, how good your people are on the counter. Are they able to identify what you need, source it, and then give it to you at a competitive price?" Terry says. Other things to look at, he says, include delivery, as well as how a supplier handles cores for remanufactured parts.

"If you provide a solution and you are fair and competitive in your price, if you offer some things like consignment or delivery and you have got a good approach to how you manage cores on behalf of the customer, those are some things that have got to transcend the price you are paying for the part," Terry says.

Truck Enterprises' Rose advises fleets that when a supplier comes in and says he is going to sell you a part for \$10 less, "make sure you are armed with the right questions. How about the training? Do

"Choosing the right parts supplier and building a strong relationship with them is paramount to running an efficient fleet."

they come on site if you have your own techs and help train them and get them up to speed? If you really want to have all the rest of this quality and service, then there is a cost to that. If you want outside sales people coming to see you

and helping you through things, if you want tech and spec [advice] from one of our folks to make sure that you get the right product, it is going to cost you."

Wade advises fleets—whether it's a single location or a multi-location fleet—to form relationships with their parts suppliers. "Whether it is a dealer, or an independent or a buying group, it does not matter," Wade says. "What really matters is that you develop that relationship, because anybody will sell you an AA part on Wednesday at noon. You want the guy who will bust his butt to find you an obscure part on Saturday morning or Sunday night because you have a truck down."

Choosing the right parts supplier and building a strong relationship with them is paramount to running an efficient fleet, according to DTNA's Tuomi. "Not only can a reputable supplier help choose the right parts for fleets, but they can also alert customers of new parts, maintenance, or savings programs that will help to lower the total cost of ownership down the road."

When choosing a supplier, Velocity's

Cueto says it's all about uptime. "Fleets need to pick a parts supplier that is going to give them the maximum amount of uptime. They need to keep the trucks on the road. If they save \$5 on a \$100 part but that part fails, it isn't worth it because they lose \$700 when they are down." **TT**

By **Denise Rondini** is the Aftermarket Editor of *Heavy Duty Trucking Magazine*.

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VOLVO EXPANDS TELEMATICS

VOLVO TRUCKS HAS INTRODUCED FLEET-MANAGEMENT SERVICES BY TELOGIS TO COMPLEMENT ITS REMOTE DIAGNOSTICS CONNECTED VEHICLE PLATFORM

Volvo Trucks is complementing its Remote Diagnostics connected-vehicle platform with the introduction of fleet-management services by **Telogis**, a provider of cloud-based location-intelligence software. The truck maker's integrated connected-vehicle hardware, standard on new trucks with Volvo power, allows carriers to use Telogis Fleet as well as its compliance and navigation applications while eliminating the hardware purchases and installation costs usually associated with fleet-management systems.

Actionable information delivered through the Telogis platform is said to help carriers control costs, increase safety and hours-of-service compliance, and improve customer service.

Volvo and Telogis will offer three fleet-management packages, all currently available for order—Telogis Fleet, Telogis Compliance and Navigation, and a bundled option that provides the full suite. All are enhanced by the addition of Volvo-specific vehicle data, providing fleet managers and operators with an inside look at driver/vehicle performance and history. The services will be available during the



third quarter of 2014 for the more than 60,000 Volvo trucks already equipped with Volvo's connected vehicle hardware.

Fleets can eliminate paper logs and more easily manage and meet government mandates with hours-of-service, Driver Vehicle Inspection

NATURAL GAS FOR SEVERE-DUTY RIGS

The Cummins Westport ISX12 G engine will soon be a factory-installed option for Freightliner's model 114SD

FREIGHTLINER TRUCKS has announced that the Cummins Westport ISX12 G heavy-duty natural gas engine will be available as a factory-installed option for the 114SD severe-duty truck model in 2015.

The 114SD/ISX12 G combination aims at demanding jobs such as mixer, crane, and sewer vac. The 12-liter natural gas engine features ratings up to 400 hp and 1450 lb ft of torque, and operates on compressed natural gas (CNG) or liquefied natural gas (LNG). Factory-installed back-of-cab-mounted CNG tanks are available in 60 and 75 diesel-gallon-equivalent (DGE) configurations.

The 114SD has been available with natural gas with the nine-liter Cummins Westport ISL G engine since 2011.

Built on Freightliner's severe-duty platform, the versatile 114SD features a chassis engineered for ease of body upfit and is available with a wide range of vocational rear suspensions and frame options up to 4.4 million RBM.

A heavy-duty frame, steel-reinforced aluminum cab, and flexible specs make the 114SD ideal for the toughest jobs, the company says.

Since 2008, Freightliner Trucks has sold more than 3500 natural gas-powered trucks and tractors.

See www.FreightlinerTrucks.com

ZF'S MODULAR TRANSMISSION

The **TraXon** transmission from Germany's **ZF** is a pretty cool piece of work, which we may well see over here before too long, though no truck-maker has bitten yet. We're told that the installation engineering has been done for at least one North American truck.

The basic transmission, a completely new design as of a year or so ago, can be coupled with five drive modules to create five different ways to move torque from engine to wheels: a single or twin-plate clutch; a dual-clutch system; a hybrid electric motor; an engine-dependent PTO; and even a torque-converter clutch (from left to right in the accompanying picture). On the face of it, brilliant.

Plus there's another trick: the "revolutionary" PreVision GPS shifting strategy which anticipates terrain changes and saves fuel thanks to a GPS connection and an interface to navigation data, both linked to

the gearbox. Among other things, it prevents gearshifts that may be unnecessary—for example when a conventional transmission control unit shifts up a gear before an uphill gradient or a narrow bend, only to shift down to a lower gear shortly afterwards.

The Mercedes-Benz Future Truck 2025 sports something called 'Predictive Powertrain Control' which is likely the same ZF product.

The basic transmission is very compact, holding a splitter group, main group, and range-change group, as well as two countershafts and one main shaft. ZF says the TraXon is a benchmark in terms of the power-to-weight ratio: it's good for torque values "considerably above" 2200 lb ft so it's useable in markets where gross vehicle weights of 60 tons are the norm.

It comes with either 12 or 16 speeds—both available in direct and overdrive versions—and a total of four reverse gears as an

option, two being standard. Those extra reverse gears would be popular at highway construction sites, for example.

ZF says the TraXon basic transmission sports efficiency of about 99.7 percent in direct drive.

The modular design is obviously where the TraXon shines, in theory making a specialty version more affordable in practice and giving manufacturers and fleet operators flexibility for just about every application. It starts with the single- and twin-plate dry clutch versions, the latter for applications with particularly high torque requirements, but what about the interesting hybrid option?



The TraXon's hybrid module is a first for heavy commercial vehicles. In this configuration an electric motor with 160 hp and 730 lb ft of torque is located in the clutch bell housing, along with a dry clutch, meaning that a variety of traditional hybrid functions can be used in heavy trucks—like the recovery of braking energy, naturally, plus purely electric maneuvering at

low speeds as well as switching off the engine at a standstill (start/stop function), and of course simply adding to the combustion engine's power output. Especially attractive in many applications is that in generator mode the hybrid module can also be integrated into the power supply of other units—for example, trailer refrigeration and cab HVAC systems. And at the very least, electricity hounds in the cab—microwave, etc.—can be kept running even when the diesel engine is shut down.

In future, electric power take-off units are also feasible, which would be attractive on garbage-collection vehicles, for instance, not only saving fuel but reducing noise.

Thanks to the TraXon's modular design, very few changes to the basic transmission are required to use any of the five modules.

See www.zf.com

Reports (DVIR), and more with Telogis Compliance. The Navigation tool delivers truck-specific, real-time road conditions and community-based navigation updates that help to maximize uptime.

Through the hardware that's built into all new Volvo-powered trucks, customers can activate Telogis services over the air. They'll benefit from viewing their entire fleet of vehicles and assets on one dashboard.

Volvo's Remote Diagnostics, standard when the company's own engines are spec'd, provides proactive diagnostics and repair-planning assistance.

See www.volvotrucks.us.com

VOCATIONAL TRUCK OPTIONS

FREIGHTLINER TRUCKS HAS INTRODUCED SEVERAL NEW OPTIONS FOR ITS MEDIUM-DUTY (M2) AND SEVERE-DUTY (SD) TRUCK MODELS

Freightliner Trucks has introduced several new options for its medium-duty (M2) and severe-duty (SD) truck models. They include:

Hood-mounted mirrors for the 108SD and 114SD, said to be ideal for plow applications. Hood-mounted and heated or non-heated, with a tripod-style mirror base.

A new rock guard for 108SD and

114SD models is designed for the harsh environments found in severe-duty applications such as dump, plow, and mixer, the rock guard protects the exposed region of the radiator between the grille and bumper.

Remote start/stop for the M2 106, M2 112, 108SD and 114SD with manual transmissions to benefit fuel economy and performance.

Watson & Chalin lift-axle suspensions are now available on all Freightliner severe-duty trucks. Designed for use with single tires, these suspensions offer durability and maneuverability, and can quickly change ride height.

And an Hendrickson AeroClad 12-in. 'Logger Style' bumper is available for the 122SD, a lightweight chrome affair with cut-outs for a center tow, driving lights, and fog lights.

See www.FreightlinerTrucks.com

NEW ISUZU NPR-XD

WITH A 16,000-LB GVWR, THE NPR-XD DIESEL BRIDGES THE GAP BETWEEN THE NPR-HD AND THE HEAVIER GVWR NQR. **Isuzu Commercial Truck of Canada** has introduced the latest addition to its range of N-Series diesel low-cab-forward trucks, the NPR-XD. With a gross vehicle weight rating of 16,000 lb, it bridges the gap between the NPR-HD, with its GVWR of 14,500 lb, and the 17,950-lb GVWR NQR. The new model was announced as part of the continuing celebration of the 30th anniversary of Isuzu trucks in the U.S. market.

The new diesel model meets a number of vocational applications and requirements that previously might have required moving from an NPR-HD up to the NQR, the company says. Instead, the

NPR-XD offers more payload capacity at "an even more competitive price."

The new truck will be offered in the same cab configurations and wheelbases as the NPR-HD.



The NPR-XD standard cab will be available in 109-, 132.5-, 150-, and 176-in. wheelbases and will provide a body/payload allowance ranging from 9281 to 9490 lb.

The crew cab version will be available in 150- and 176-in. wheelbases and will provide a body/payload allowance

ranging from 8711 to 8779 lb.

All NPR-XDs will offer 19.5-in. wheels, 225/70R-19.5F 12-ply low-rolling-resistance tires, a front gross axle weight rating of 6630 lb, and a rear GAWR of 11,020 lb.

Every NPR-XD will be powered by the Isuzu 4HK1-TC 5.2-liter turbocharged diesel engine. Mated to a six-speed automatic transmission, the motor delivers 215 hp and 452 lb ft of torque at 1850 rpm. The engine carries a B10 durability

of 310,000 miles — meaning that 90 percent of engines should reach that mileage before requiring an overhaul.

As well as the new NPR-XD, the Isuzu diesel truck line now includes the fuel-efficient NPR ECO-MAX, NPR-HD, NQR, and NRR models, with GVWRs ranging from 12,000 to 19,500 lb. Isuzu also offers NPR and NPR-HD models with gasoline engines.

See www.isuzutruck.ca



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



Product Watch

HAULMAXX GETS NEW SPRING

HENDRICKSON'S NEW PROGRESSIVE LOAD SPRING WORKS IN CONCERT WITH THE BOLSTER SPRINGS IN THE PATENTED VARI-RATE SPRING SYSTEM



Hendrickson Truck Commercial Vehicle Systems has introduced the Progressive Load Spring (PLS) for its HAULMAXX vocational rear suspension system. It's an elastomeric spring which works in concert with the bolster springs in Hendrickson's patented Vari-Rate spring system.

The new PLS will improve the suspension system by providing key advancements in ride quality and stability, the company says. It's continuously engaged, thus providing "excellent" unloaded ride performance. As payload increases, the spring further engages and functions together with the rubber bolster springs to provide additional stability. The constant engagement also eliminates the need for shim adjustments for most applications, said to result in reduced maintenance and lowered cost.

See www.hendrickson-intl.com

ROAD CHOICE ADDS PRODUCTS

ROAD CHOICE TRUCK PARTS HAS ADDED FIVE NEW PRODUCT CATEGORIES TO ITS "VALUE PRICED" ALL-MAKES PARTS OFFERING

Road Choice Truck Parts has added five new product categories to its "value priced" all-makes parts offering.

The new products include alterna-



tors, starters, brake drums, clutches, windshields, and wiper blades. Road Choice already offered an extensive array of high-demand parts, including air conditioning, air springs, air/electrical coils, and accessories, brake chambers, exhaust products, lights, shock absorbers, and universal joints.

A **Mack Trucks** brand, it aims to compete with heavy-duty manufacturers' and warehouse distributors' private-brand parts. The products are designed to offer owners of out-of-warranty trucks quality and reliability with parts covered under a minimum one-year warranty.

The recently launched private-label brand has also expanded its distribution footprint in North America to more than 100 authorized retail locations.

See www.roadchoice.com and www.macktrucks.com

OIL PATCH COMPLIANCE

J.J. KELLER NOW OFFERS A 'TEXAS OILFIELD' RULE SET FOR ENCOMPASS WITH E-LOGS, USEABLE ON IPHONE, IPAD, AND ANDROID DEVICES

J. J. Keller's Encompass with E-Logs has released the addition of the 'Texas Oilfield' rule set for use on iPhone, iPad, and Android devices, making hours-of-service compliance easier for the U.S. and Canadian oil and gas industry.

Keller's Apple-certified ELD captures engine data, sending it to the Encompass cloud-based, back-office compliance-management tool. Encompass now integrates with Keller's Training on Demand learning portal, passing driver and training information between the two systems for a more complete fleet-management solution.

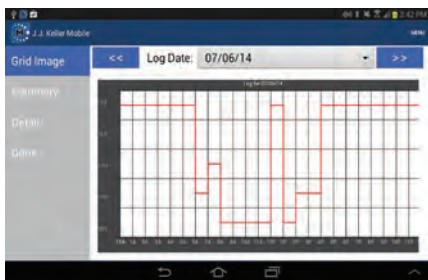
Encompass is a versatile online tool for managing and improving all phases of driver and vehicle compliance and performance, the company says. With an Internet-based dashboard, it delivers a

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real-time view of critical fleet information. An electronic on-board recorder can be added to automate E-Logs, electronic DVIRs, and additional in-cab performance reporting.

There are several different editions of Encompass to choose from, including a stand-alone compliant E-log solution up to a premium system that offers complete compliance- and performance-management capabilities.

See www.kellerencompass.com

LIGHTWEIGHT BODY SIDEWALLS

SUPREME INDUSTRIES SAYS ITS NEW, LIGHTWEIGHT FIBERPANEL TRUCK BODY WALLS SAVE SIGNIFICANT WEIGHT. A new lightweight sidewall design from **Supreme Industries** will allow fleet operators and other delivery truck owners to increase their payload capacity, decreasing their overall operating costs per load. FiberPanel HC, exclusive to Supreme, is now available on the company's van and truck bodies.

Built with a durable, fiberglass-reinforced, gel-coated honeycomb sidewall material, the FiberPanel HC sidewall reduces the overall weight of the truck body. A 14-ft Supreme Signature van body with the new sidewalls and a composite rear roll-up door is said to weigh 288 lb less than a comparably sized truck built with standard fiberglass reinforced plywood (FRP) sidewall materials.

In developing the FiberPanel HC design, Supreme says it built on technology used by the aerospace and automotive industries, as the honeycomb structure is one favored by industries building flat or slightly

curved surfaces that require a high strength-to-weight ratio.

In addition, the polypropylene core does not absorb moisture, keeping the sidewalls safe from water damage, allowing for an extended life, compared to traditional side wall materials.

And, because it provides a rivet-less external surface, the outer sidewall surface remains completely smooth, so the truck owner's branding stands out.

www.supremecorp.com

PETERBILT MODEL 220 IS ROLLING

THE NEW PETERBILT MEDIUM-DUTY CABOVER MODEL 220 IS NOW IN FULL PRODUCTION AT THE COMPANY'S FACILITY IN MEXICO

The new **Peterbilt** medium-duty cabover Model 220—featuring enhancements to performance and durability—is now in full production at the company's COE manufacturing facility in Mexicali, Mexico. The class 6 and 7 truck was introduced earlier this year during the Mid-America Trucking Show.

Peterbilt says drivers will enjoy enhanced maneuverability that shortens the curb-to-curb turning radius by



30 percent and the new, standard electronic braking system (EBS) which brings improved braking performance. The truck's bumper-to-bumper length of 35 ft adds agility while still delivering an extra 45 in. of payload area. The frame-rail system that can be upfitted with bodies ranging from 16 to 28 ft.

The cab features a completely redesigned interior that was engineered, says Peterbilt, to give operators "unparalleled" levels of safety, productivity, and comfort.



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CUMMINS GOES TO ETHANOL

CUMMINS recently surprised the world with its announcement of a spark-ignited 2.8-liter engine that runs on a mix of 85 percent ethanol and 15 percent gasoline, otherwise known as E-85. And it produces a 50 to 80 percent reduction in carbon dioxide emissions compared to a baseline gasoline-powered medium-duty truck, depending on the ethanol's source.

The Cummins ETHOS engine project is jointly funded by Cummins in partnership with the California Energy Commission (CEC).

It's still in development, but more than 1600 km and 1500 hours have been accumulated on the engine over the past two-and-a-half years, demonstrating that this technology is capable of far exceeding the 50 percent CO2 emissions reductions outlined in the project's goals. A final on-road validation testing phase has been underway in the Sacramento, California, area since June and is being managed by Cummins Pacific, the California and Hawaii distributor for Cummins Inc.

Cummins says the engine clearly demonstrates that by combining innovative engine design and combustion approaches with low-carbon alternative fuels, a path to significant reductions in greenhouse gas emissions can be found.

To take full advantage of the favorable combustion attributes and potential of E-85, says the engine maker, it operates at diesel-like cylinder pressures and incorporates advanced spark-ignition technology. It delivers the power (up to 250 hp) and peak torque (up to 450 lb ft) of gasoline and diesel engines nearly twice its 2.8-liter displacement.

Cummins worked with Allison to integrate the latter's 2000 Series transmission for smooth and efficient stop-start operation. It's equipped with hydraulic circulation features to ensure smooth operation and quick vehicle launch during stop-start driving.

Additional partners in the project included Valvoline, which provided NextGen engine oils specifically designed for lower CO2 emissions, and Freightliner Custom Chassis, which provided a prototype MT45 class 5 step-van vehicle.

See www.energy.ca.gov/drive/projects/ARV-10-044.html



Among its key features is the truck's 2500-sq.-in. windshield along with large side windows and multiple-mirror array. They combine to provide drivers with a "panoramic" view and help them navigate the confined and congested areas that these vehicles often operate in.

The new curved dashboard features easy-to-read instrumentation and an interactive, five-in. color display module—the Driver Information Center—that keeps operators abreast of all vital vehicle and engine functions. It also features advice for the driver on ways to improve in areas such as fuel efficiency and efficient brake use.

The new cabs are said to be designed for durability. For instance, the new bumper is manufactured from galvanized steel and the headlamps are protected by a tough Lexan covering. Fog lamps have been integrated into the bumper.

Model 220s are now standard with electronic braking systems for improved braking performance and faster response. They're powered by the PACCAR PX-7 engine with up to 260 hp and 520 lb ft of torque. The standard automatic Allison transmission has a push-button shifter for easy engagement.

See www.peterbilt.com

INTEGRATED FUEL FILTER

FTG OFFERS A FUEL FILTER/WATER SEPARATOR WITH INTEGRAL COOLANT-TYPE FUEL HEATER

FTG, Inc. has announced an expansion to its product line for the mobile, industrial, defence, and energy markets. There's a new diesel fuel filter/water separator with an integral coolant-type fuel heater to help customers brave the challenges of operating in cold climates.

The product line is said to accommodate diesel or biodiesel fuel systems, and FTG says these integrated single units can be easily mounted and serviced.

Models offered include the 424, 525, 6400, and 777 to offer users various configurations for flexibility of installation, filtration efficiency, and flow-rate capacity.

E-mail support@ftginc.com or call 800-734-1988 for free catalog #4004.

FTG, incidentally, stands for Filtration Technology Group.

See www.ftginc.com



ACCESSORIES CATALOG

IOWA80.COM IS SET TO RELEASE ITS NEW TRUCKING ACCESSORIES CATALOG, WITH 84 PAGES AND 275 NEW ITEMS **iowa80.com**, which sells a lot of the trucking accessories bought in North America, will be releasing a brand new 84-page catalog that boasts over 275 new items. New lights, chrome and stainless exterior accessories, interior accessories,

safety and compliance items, and more are included.

The new catalogs will be mailed to existing customers.

There are also over 130,000 items



to browse on-line. If you want a free copy of the catalog, call 1-866-446-9280 or request a catalog online.

See www.iowa80.com

LAPTOP MOUNT ON TOOL BOX

SNAP-ON SYSTEM MAKES IT EASY FOR TECHNICIANS TO PUT THEIR LAPTOP WHERE THEY WANT IT

Finding a spot on some tool-storage units to place a computer or a diagnostic unit can be a challenge, but the new **Snap-on** 'Handle Mount' system (KAMH), lets users place their monitor, keyboard, laptop or tablet exactly where



they want it without interfering with the workspace. These "strong, durable extensions give added versatility to Snap-on tool storage units," the company says.

The system includes a mounting plate and a vertical and horizontal swivel arm. Mounting plates angle through the

entire 90-degree spectrum to create the ideal viewing angle and to avoid visual obstructions. A swivel arm is included, which rotates to a full 360 degrees and has two horizontal pivots to allow many access angles.

Components are made from aircraft-grade machined aluminum with anodized black coating for what's said to be a "very durable" finish.

Optional plates can be affixed to the arm to attach monitors, laptops, tablets, and keyboards.

See www.snapon.com/toolstorage

BUILD YOUR OWN MODEL 579

MAKE THE MODEL 579 OF YOUR DESIRE WITH A NEW CONFIGURATOR TOOL AVAILABLE ONLINE

Pick a color, says **Peterbilt**. Then select a sleeper, or go with a day cab. Fine tune your PACCAR MX-13 engine ratings. You can make the Model 579 of your desire with a new configurator tool

available at www.peterbilt.com.

The new online configurator lets users build their own Model 579 in a fun, immersive way, says Peterbilt. It lets you design and customize your truck virtually, then save and e-mail an image of it, and contact your nearest Peterbilt dealership for more details.

The configurator tool allows users to select, among others, sleepers, interior trim packages, exterior color, axles, aerodynamic fairings, bright options, and performance levels for the MX-13 engine.

At each step of the selection process, the on-screen vehicle image will change to reflect the users' choices.

The configurator tool can be selected from the Web site's home page and on the Model 579 truck page.

See www.peterbilt.com 

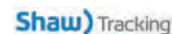


We Deliver Change

"Each month, 850,000 Canadians are assisted by food banks, and over 300,000 of those helped are children and youth. Trucks For Change Network member carriers have delivered over 3 million pounds of donated food through our National Food Share program, helping us to feed families and children in need right across Canada".

Craig McGurn, Manager, National Food Sharing, Food Banks Canada

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The image displays two primary components: a magazine cover and a website interface. The magazine cover, titled "Truck and Trailer", is the October 2014 issue (Vol. 37, No. 10) and is described as "Canada's #1 Source for Heavy Trucks and Trailers". It features a prominent advertisement for LCS Load Covering Solutions Ltd., showcasing various truck models and trailer types such as "STEEL HAULERS", "the LOOK", "SLIDE KIT", "ALCS", and "McMurray". The website screenshot, for "Truck and Trailer.ca", is a Canadian directory for heavy trucks and trailers. It includes a search bar, filters for "BUY" (12,253 items) and "SELL" (13,912 items), and a "FEATURED INVENTORY" section listing models like the 2004 Freightliner, 2008 Freightliner, 1977 Peterbilt, 2009 Volvo, 2013 Isuzu, 2008 Kenworth, and 2014 Mack. The website also features advertisements for "hoty Pressure Washers", "7FL BARGE SALES LIMITED", "LOCKWOOD'S PRODUCT WATCH", and "NewsFIRST".

truckandtrailer.ca
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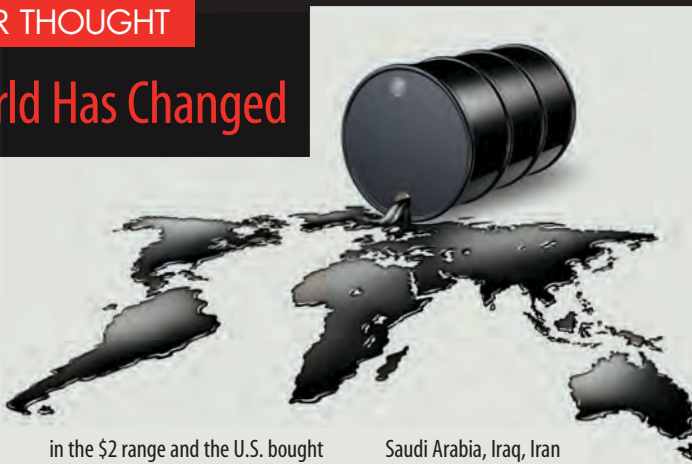
Oh How the World Has Changed

For decades, Canadian drillers for natural gas and crude oil have used fracking to get access to fossil fuels from what is essentially shale rock. Fracking opens up huge reserves of energy.

As recently as 10 years ago the U.S. federal and state authorities kept shale formations off-limits to drillers. However, after much lobbying by drilling companies, the Americans eventually allowed limited access to these areas, and the results have been spectacular.

Fracking has revitalized Texas oil and gas production, which had been falling for years. Fracking has made North Dakota almost the largest producer of crude oil in the U.S. As well, Pennsylvania now has natural-gas wells all across the state.

At one time, crude-oil prices were



in the \$2 range and the U.S. bought crude wherever they could get it.

Then along came OPEC—the trade group in the Middle East that was producing 30 percent of the world's oil. OPEC acted like a monopoly and we saw prices rise to as high as \$140 a barrel. That was in July 2008.

Along came the sub-prime mortgage fiasco. And the price of Texas tea fell to under \$40.

That put OPEC nations into a position where they could dictate much of the U.S.'s policies towards

Saudi Arabia, Iraq, Iran and other OPEC members.

Fracking has changed all that. The Americans have become a net exporter of crude oil and they're no longer beholden towards Middle-East decision makers.

Indeed OPEC announced that for the second month in a row they were reducing their output.

The world has changed. Thank goodness for fracking.

By the end of next year, the U.S. should be producing more crude than Saudi Arabia. Domestic demand will consume much of the production increase but exports will be demanding much of the supply.

Expect the world to be awash with supplies of crude and expect the price to be capped below \$110 a barrel. As well, you can expect Canadian prices to be lower than American.

Even if the Keystone pipeline is approved and operating, the U.S. doesn't need more oil, while the pipeline to the west coast is years away from giving Canada new export markets. The reversal in the eastern pipeline will only stop OPEC oil from entering the markets in Ontario and Quebec.

— **By Bob Tebbutt**

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

It's a small world, after all

Last month's mystery location? The Noden Causeway on Highway 11 southwest of Thunder Bay. First person to guess it correctly? **Tim Hagen** of Renfrew, ON. Second was **Dave Brian** of Oshawa. Then we learned a lesson about how word travels in the trucking industry. The next four correct guessers knew each other: **Beth Brown** and **Paul Brown** of Stratton, ON., **Don Brown** of Fort Frances and a Pinewood, ON-based driver with the delightful name of **Cornelius Fehr**. Don is Paul's uncle and Beth's brother in law. Cornelius works for Paul. All's fair, though. By press time those were the only correct guesses we had. If you're one of the first 10 to correctly identify this month's mystery, you too, can win the same kind of **Today's Trucking Cap** that a bunch of people around Stratton, ON are sporting. If you think you know its whereabouts, contact **Peter Carter** at Peter@newcom.ca or call **416-614-5828**. Don't forget to leave your street address.



August Answer:

Noden Causeway on Highway 11 southwest of Thunder Bay.



YOU CAN'T GET THERE FROM HERE

c/o Today's Trucking Magazine
451 Attwell Drive, Toronto, ON M9W 5C4

Phone: 416-614-5828 • Fax: 416-614-8861
Or email: peter@newcom.ca

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



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Elite Support <i>www.servicessupportnetwork.com</i>	29	Howes Lubricator <i>www.howeslube.com</i>	16	Shaw Tracking <i>www.shawtracking.ca</i>	35
Dana Spicer <i>www.danacv.com/advantek40</i>	40	Imperial Oil <i>www.mobildelvac.ca</i>	8	Shell <i>www.shell.ca</i>	30
Detroit Diesel Engines <i>www.demanddetroit.com</i>	63	International Truck & Engine <i>www.InternationalTrucks.com</i>	47	Today's Trucking <i>www.todaystrucking.com</i>	50, 60
Dynamic Tire <i>www.ironheadrt.com</i>	54	J.D Factors <i>www.jdfactors.com</i>	55	Total Canada <i>www.total-lubricants.ca</i>	41
East Manufacturing <i>www.eastmfg.com</i>	4	Mack Trucks <i>www.macktrucks.com</i>	20	Traction HD Plus <i>www.transcourt.com</i>	46
Espar <i>www.espar.com</i>	49	Michelin <i>www.michelin.ca</i>	6	Transcourt <i>www.transcourt.com</i>	15
ExpoCam Show <i>www.expocam.ca</i>	10-11	PeopleNet Communications <i>www.peoplenetonline.ca</i>	44 (split ad)	Truck & Trailer <i>www.truckandtrailer.ca</i>	58
Freightliner <i>www.freightlinertrucks.com</i>	2-3	Peterbilt <i>www.peterbilt.com</i>	back cover	Trucks for Change Network <i>www.trucksforchange.org</i>	57
GazMetro <i>www.gazmetro.com/transport</i>	43			Vipar Heavy Duty <i>www.vipar.com</i>	48
Goodyear <i>www.goodyeartrucktires.com</i>	19				

COMPANIES IN THE NEWS

A

5 Star Truck Collision	36
A.L. Zary Transport Inc.	36
ACT Research	15
Allen and John Lee Forest Products	18
All-Ontario Transport Ltd.	25
Allison	56
Andy Transport	7
Armour Asset Risk Management	12, 59
Atripco Delivery Service	25

B

Bendix	46
--------	----

C

C.A. Towing	25
CargoNet	25
Challenger Motor Freight	33
Con-Way Truckload	9
Contrans	12
CTS Cargo	27
Cummins	51, 56

D

Daimler Trucks North America	45
Diamond T	18
Dofasco Steel	28

E

Eaton	25
Esso	28
ExpoCam	27

F

Fontaine Coupling Solutions	25
Fontaine Fifth Wheel Group	25
Freightliner	23, 48, 51, 52, 56
FTG Inc.	56
FTR Associates	13, 15
Fuller Landau's Transportation Practice	31

G

GPS Insight	42
-------------	----

H

Hayes	18
Heavy Duty Trucking	49
Hendrickson	53, 54
Hino	23

I

International	23, 25
Iowa80.com	56
Isuzu	53

J

J.J. Keller	54
-------------	----

K

Kenworth	23
----------	----

M

Mack	23, 36, 54
Mercedes-Benz	52
Meritor	45
Mitsubishi-Fuso	23

N

NexTraq	42
Nulogx	12

O

Oshkosh	18
---------	----

P

Paccar Parts	48
Paragon	42
Pass Lake Flying J	28
Penske Logistics	25
PeopleNet	34, 41
Peterbilt	23, 25, 55, 57
Pilot Flying J	28
Pronunciation Workshop	33
PwC Capital Markets Flash	13

R

RBC Captial Markets	13
River States Truck and Trailer	48
Road Choice Truck Parts	54

S

Saskatoon Welding	36
Shaw's Septic Service	62
Shaw Tracking	34, 39
Snap-on	57
Supreme Industries	55
Sylectus	42

T

Telogis	42, 51
The Island FM 100.7	62
Tico	27
TMD Friction	46
Trailcon Leasing	25
TransForce	12
Transport America	9
TraXon	52
Trimac	7
Truck Enterprises Inc.	48
Truck World	27
Turk Enterprises	27

U

U.S. Xpress	9
Ultramar	28

V

Valvoline	56
Velocity Vehicle Group	45
Verigo Incorporated	41
Vipar Heavy Duty	45
Volvo	23, 51

W

Watson & Chalin	52
Western Star	23, 25

X

XRS	42
-----	----

Y

Yancey Bros. Co.	46
------------------	----

Z

ZF	52
Zonar	42



By Peter Carter

Radio Rodeo

How to teach your spouse to love racing trucks and country music.

It was an unrepeatable glorious moment.

Driving north along Highway 11 with my wife of 27 years and 11 months Helena, from Toronto to Notre Dame Du Nord.

It was sunny; the car was purring, traffic was zipping along and the music — which I'll explain a bit more about in a minute — was delivering an ideal soundtrack to our big weekend adventure.

The adventure? Our first visit to *Rodeo Du Camion*. We were going to watch the trucks race up the hill! In Quebec! There'd be crowds of beer-drinking partying French folks! I was pumped.

And thinking: "Helena hasn't the foggiest idea what she's in for."

Also, I thought, "It can't get any better'n this."

But it did. Way better.

At this point, I should mention that there've been a few things about being married to Peter that might have tested Helena's patience.

Among them, my musical taste. And this little trip wasn't merely testing her tolerance, it was putting it on a stretcher and making it scream for mercy.

Because we had, in the CD player, a disc that had arrived in the mail by surprise a day earlier.

My friend Elwin Shaw—of Shaw's Septic Service in Mindemoya, ON., and a loyal reader of *Today's Trucking*—has a regular radio show on the Manitoulin Island radio station 100.7 FM.

Canada Day, Elwin—along with station honcho Mike Abel and Elwin's 20-year-old grandson Patrick—had dedicated a special show to truckers, and that's what Helena and I were listening to.

As Elwin said at the opening of the show; "This tribute is something I've been wanting to do for a long time. Pay tribute to some of the boys who haul goods in this country and worldwide."

Added grandson Patrick: "Our first song goes out to the innumerable truckers who risk their lives to get the job done."

And the music started. Trucker song after glorious trucker song.

Helena would have been within her rights to, say, get out and hitchhike or leastways say something mildly sarcastic but she didn't. She just kept on pretending to read the newspaper.

But about 30 seconds into "Bud The Spud", she leaned over and turned up the volume a little bit. "The student," I thought, "is making progress."

A few songs in—past "Convoy" and "Give Me 40 Acres" the entertainment hit new heights. Rather depths.

Patrick Shaw introduced a piece I'd never heard before, by

saying "there's no songs about honey wagons, so this one will have to do." And out came "Septic Tank Man." Helena's first response: "Does the brow go any lower than this?"

But her second? Laughter. How could it be anything but?

"Call your septic tank man

Call your septic tank man

When it's all backed up and you can't use the can

Call your septic tank man."

The forthcoming *Rodeo du Camion* could only be the icing on this cultural coup.



But still, I sensed it was almost time to relent and tune in a bit of jazz or classical music, just because.

Then as the show was ending—after "18 Wheels and a Dozen Roses" (one of the best trucking songs ever)—Elwin took my "can't get any better'n this" and whacked it clean out of the park.

Elwin started into heartfelt thanks to truckers around the world, for their "valuable, honest reliable service, advice and friendship."

I knew Helena was at the "laying-it-on-a-bit-too-thick" stage... and then...and then... he added, "to the rest of the people I know that help on a daily basis, keeping us informed about trucking, Mr. Peter Carter and his staff at *Today's Trucking* magazine; a heartfelt thanks."

It came as a complete surprise. I laughed and grinned. Mentally high-fived myself! Very nice move Elwin!

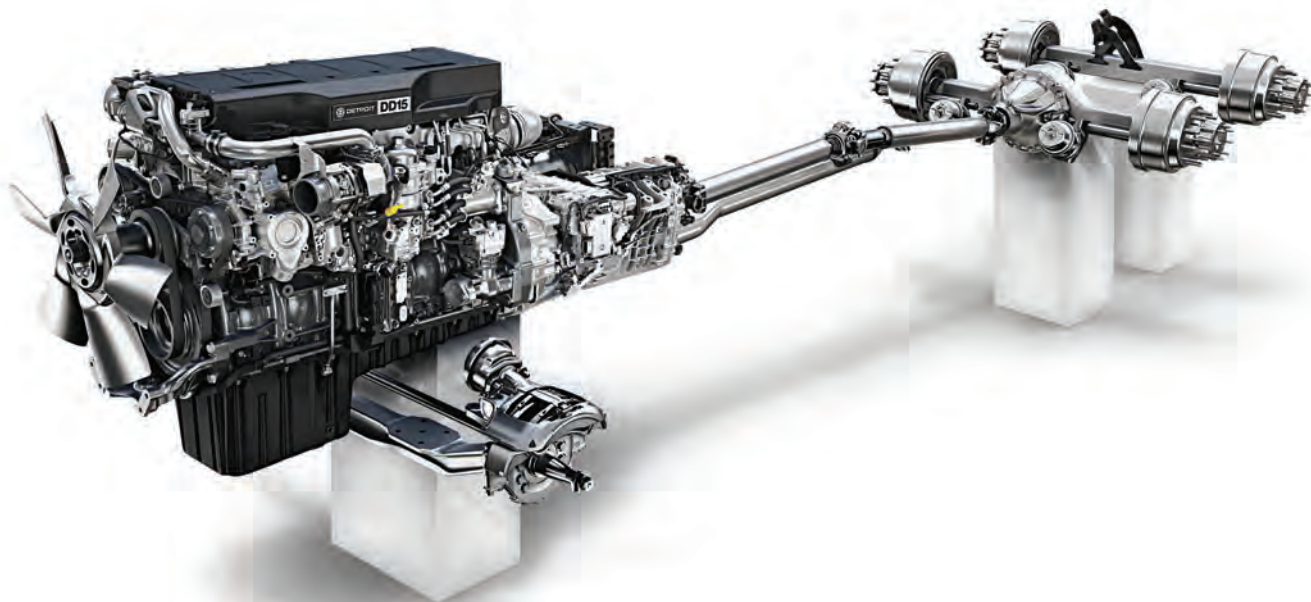
What a great way to kick off our trip to the Rodeo.

I was really touched.

And I'm pretty sure Helena's convinced that both I and my buddy Elwin are, too. Touched, that is.

Which is probably why we get along so well.

We had a grand time in Quebec. **TT**



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