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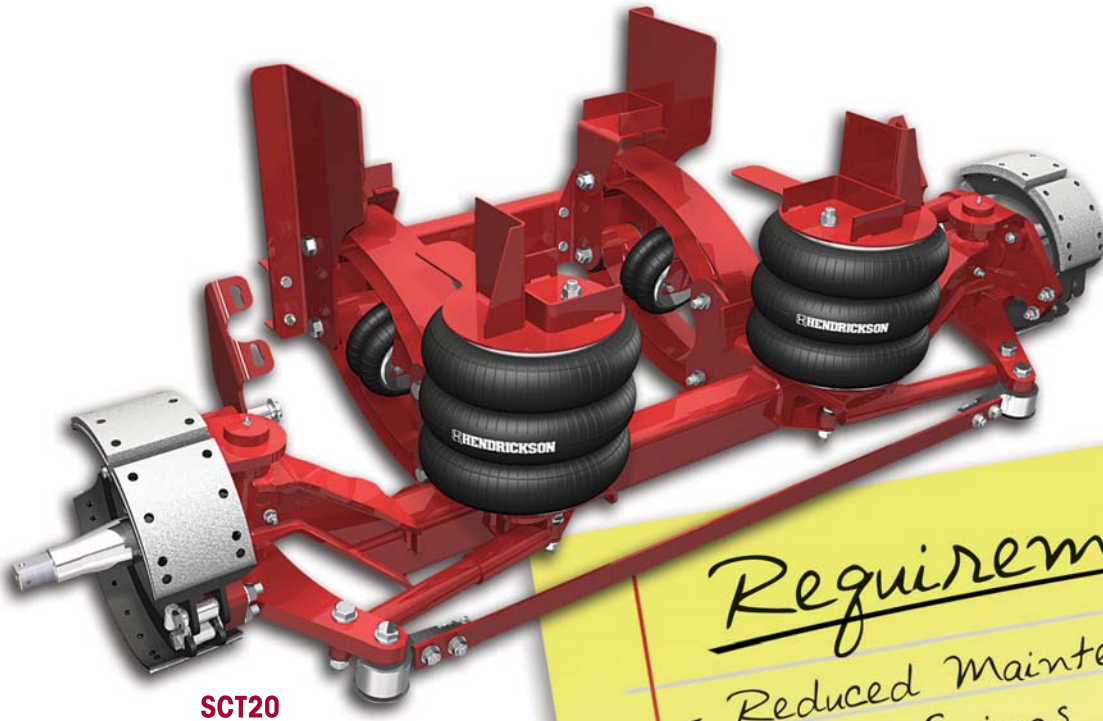
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Letters to the Editor

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The hills are our speed limiters

Today, I received a letter from Blair Lekstrom, Minister of Transportation for British Columbia. Minister Lekstrom informs me that the province will not be legislating speed limiters for commercial vehicles in the province. Minister Lekstrom stated: "Please be assured British Columbia is not planning to legislate the mandatory use of speed limiters. An estimated 43 percent of commercial vehicles operating within our province already have their speed managed voluntarily through speed limiters. As well, Transport Canada has determined that the mountainous topography of our province contributes to 97.2 percent of heavy trucks operating at speeds less than 105 km/h, compared to 40 to 70 percent for other provinces."

As you may know, The North American Truckers Guild (NATG) has been lobbying for two and a half years against speed limiters. I am very proud of our membership for stepping up in our campaign and they deserve a big pat on the back for a job well done.

Larry Hall,
*President,
North American Truckers Guild, B.C.*

Killing himself by degrees

As a heavy-equipment apprenticeship instructor, I see many areas that need to be improved upon. I recently was talking with an older student who had been encouraged to go to university while he was in high school.

He now has two degrees and the professors at the university told him he would never find work in those fields. He is now in his second year of apprenticeship and wonders why he was encouraged to waste so much time and expense when he could

have entered the trades many years ago and been making a good living by now.

I was in the shops myself up until a few years ago when I took the instructor position to try to give back to my trade. I could never get my company to see the value in teaching the new guys to do things properly and a lot of the "journeymen" in the shop would try to protect the knowledge that they had gained over the years by not sharing it.

As far as I can tell the schools need to change their attitude, the parents of the kids need to see the value of being able to work with their hands and heads, the shops need to see the value of making sure all the techs in their shop are as knowledgeable as possible and the journeymen in the shops need to stay current and realize that being a journeyman is also a license to teach young up-and-comers in the trade. There is a huge down turn in the number of mechanics coming due to and ageing workforce and there are not many "good" recruits lined up to take the positions that will be opening up.

Dave Fehr,
*Instructor,
Heavy Equipment Technician
Apprenticeship Program,
Calgary*



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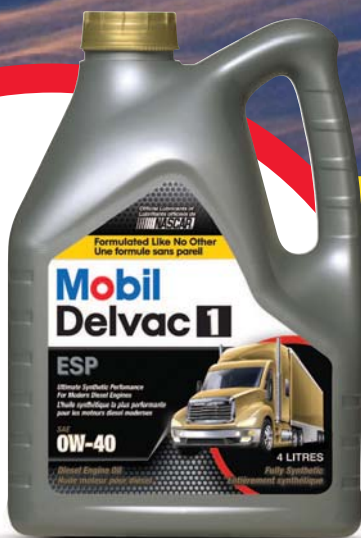


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By Rolf Lockwood



Separation Anxiety

Recent wheel-offs prove that no matter how much progress we've made in averting these disasters, you can never let down your guard.

Somebody complimented me the other day, suggesting I was psychic or something because I'd been writing about wheel security in several of my e-newsletters last fall. And then, lo and behold, two tragic wheel-off incidents in Ontario left a pair of innocent civilians dead in December.

Psychic? No, and the truth is I've penned a story on the subject every couple of years since we first began to understand wheel integrity almost two decades ago. I don't want us to grow complacent, and lately things have changed with the advent of the 'CSA 2010' safety regime. Quite apart from the moral demand that owners keep their trucks safe, the practical need to do so has jumped up the priority ladder a rung or two.

So have we gone back to 1995 when a spate of wheel-off fatalities directed a bright spotlight on our maintenance and inspection practices? No, we haven't, and in fact things have improved significantly. Ontario Ministry of Transportation statistics show that wheel-separation incidents in the province have dropped from 215 in 1997 to 48 last year. Seven fatalities have occurred during that period, including the two in December. National figures aren't available.

Whatever the Canada-wide figures may be, there's no disagreement about the notion that one fatality is too many.

Yet in spite of endless service bulletins and instructional videos and even mandatory training programs, not to mention a draconian Ontario law, the worst still happens.

Why? Simply, truck wheels and fasteners and hubs and bearings and all that are mechanical things, and such things eventually fail. Always. Inevitably.

Some such failures are to an extent predictable and thus preventable but that assumes perfect maintenance and inspection practices and the alignment of all possible stars. Won't, can't happen every time. Which makes Ontario's absolute-liability law quite absurd.

To remind you, the province's Highway Traffic Act provides that when a wheel becomes detached from a commercial vehicle, the operator and owner of the truck are automatically guilty of an offence and can be fined anywhere from \$2,000 to \$50,000. With proof of the wheel detaching, guilt is assigned regardless of whether or not the truck operator or owner can demonstrate due diligence. The law's been challenged in court, but to no avail.

The logic involved here baffles me. There was and there still is no way to guarantee in an absolute way that any mechanical thing won't fail, no matter how good the maintenance, no matter how

rigorous the inspection. So how can there be 'absolute' liability?

There IS an absolute in here, of course, namely that truck owners and drivers will be blamed. Sometimes rightly, I do agree, but certainly not right across the board. And I definitely question the ability of a driver—even the most diligent—to see all the faults that might ultimately cause a wheel separation.

But are there mechanical solutions? Maybe.

An old friend of mine and a man known to many of you, Dave Brennan, questions the very design of the fasteners we routinely use. He's an industry veteran who now sells a wheel-integrity product, the Skirt Nut, created by Ontario fleet operator James Holmes and on the market for a dozen years. I'm not trying to promote his business here, truly, but I think he makes a compelling point—even if it's in his interest to do so.

"If a set of circumstances conspires to create a little torque loss (as little as 15 percent), it is only a matter of 'when' not 'if' a potential disaster will occur."

"The fact is," says Dave, "there is very little either the driver or owner can do to

prevent a wheel-off. If a set of circumstances conspires to create a little torque loss (as little as 15 percent), it is only a matter of 'when' not 'if' a potential disaster will occur."

His product replaces the standard flange nut on hub-piloted disc wheels and it's said to eliminate torque loss. Will it solve all the world's problems? I honestly don't know, but it's well worth a look, as are other simple 'fixes' that just send up a red flag in the event of a fastener malfunction or, in one case, an overheated bearing (you can read about that one, the Hub Alert, in *Eye Catchers* on p. 30).

I won't go into more detail here, saving that for a feature story next month, though you can read more on these simple wheel-integrity products in the November 2nd, 9th and 16th editions of my e-newsletter, **Lockwood's Product Watch**. The URL is too long to print here so I suggest you head to **todaystrucking.com** and search under Product Watch.

So, bottom line, we've improved the statistical picture quite dramatically but we can't let up. It's just that simple. ▲

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

Dispat

BY JASON RHYNO

Time to Serve

Changes to the U.S. hours-of-service rule affect nobody more than those on the frontline: **the driver.**

The highly anticipated announcement regarding changes to the hours-of-service (HOS) rule by the Federal Motor Carrier Safety Administration (FMCSA) came two days before Christmas, when the roads were busy, and people were jamming themselves into shopping malls looking for those last minute gifts.

Despite the busy season, trucking and shipping organizations didn't miss a beat voicing their collective opinions about the changes to the rule, a collective "What the hell is this coal in our stocking?"

"Both the trucking industry and consumers will suffer the impact of reduced productivity and higher costs," said American Trucking Associations (ATA) chairman Dan England. "It is entirely possible that these changes may actually increase truck-involved

crashes by forcing trucks to have more interaction with passenger vehicles," he said.

ATA President and CEO Bill Graves said that the new rule will put more truck traffic on the roadways during morning rush hour, frustrating other motorists and increasing the risk of safety.

"By mandating drivers include two periods between 1:00 a.m. and 5:00 a.m. as part of a 'restart' period, FMCSA is assuring that every day as America is commuting to work, thousands of truck drivers will be joining them," he continued, "creating additional and unnecessary congestion and putting motorists and those professional drivers at greater risk."

The National Association of Manufacturers (NAM) came out against the new rule, too, saying the rule will have a negative impact on manufacturers' supply chains, distribution operations and productivity.



TIME'S NOT ON THEIR SIDE:

Drivers will lose valuable at-home hours.

ches

“Both the trucking industry and consumers will suffer the impact of reduced productivity and higher costs.”

— **Dan England**,
American Trucking Associations (ATA) chairman

NAM President and CEO Jay Timmons said “manufacturers have built their logistical operations based on the current rules and have invested heavily in compliance since their implementation. To change these rules and limit the flexibility of manu-

facturers without sufficient reasoning is a mistake and will impede the ability of manufacturers to invest, grow and create jobs,” he stressed.

Even the various highway safety groups had major qualms with the rule. Advocates for Highway and Auto Safety said that it might resume its challenge of the 11-hour limit on driving.

The Canadian Trucking Alliance [CTA], for its part, also wasn't happy with the rule, particularly the restart provision.

What was lost in all the responses by the various associations, however, was how the new rule would affect the individual driver's day-to-day, and as most will agree, the entire trucking industry depends on how well a driver can drive day in and day out.

Alan Goodhall, a driver for J&R Hall Transportation, has a dedicated run from Ayr, On., to Winnipeg every week. He drives from Winnipeg to Ayr through the U.S. His miles, he said, are split pretty much 50/50 Canada/U.S.

He said that for roughly 80 percent of the time, it looks like drivers are going to meet the requirements of the new rules without having to think about it. “Most drivers out there prefer to sleep at night



BACK TO THE DRIVING BOARD:
Nobody expects this to be the last word in the HOS debate.

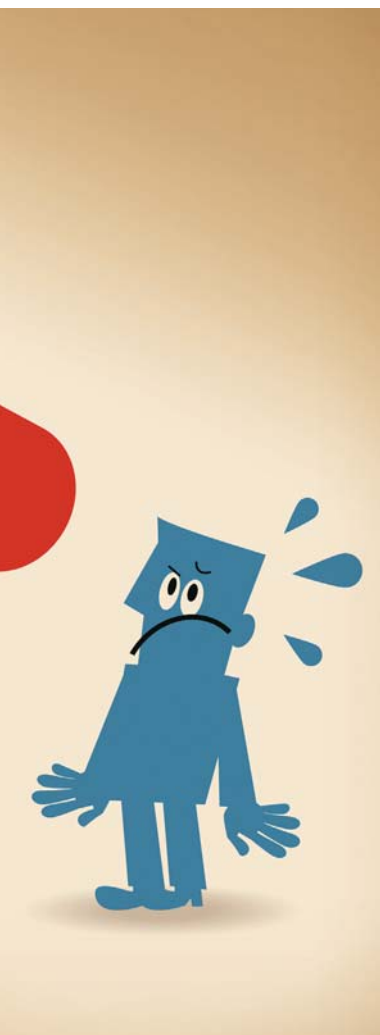
FINAL RULE ON TRUCK DRIVER HOURS OF SERVICE: THE KEY ELEMENTS

Retained Under the New Rule:

- The current 11-hour daily driving limit is retained. FMCSA had raised the possibility for maximum daily driving time to be reduced to 10 hours.
- The maximum driving window will continue to be 14 consecutive hours after coming on duty.
- The 60 hours in seven days and 70-hours in eight days cycles stay the same.

Major Changes:

- The 34-hour restart provision is limited to once per week (every 168 hours) and will require anyone using the provision to include within it two night periods between 1:00 a.m. and 5:00 a.m. of rest.
- Truck drivers will not be allowed to drive after having been on-duty for eight consecutive hours without first taking an off-duty break of at least 30 minutes. Drivers can however take the 30-minute break before eight consecutive hours are up. The break will count against the 14-hour driving window.



NEW VOLVO HONCHO FILLS US IN

Canadian **Ron C. Huibers** was named President of North American Sales & Marketing for Volvo Trucks on New Year's. Shortly thereafter, we caught up with this 15-year Volvo vet and asked him to finish a few sentences for us.



Ron C. Huibers

1) I knew I was destined for trucking when... I was a student. I went to forestry school because I enjoyed machinery, trucks and the outdoors. Luckily for me, I have been able to convert my passion for machinery, trucks and business into a lifelong career meeting great people from all around the world.

2) One thing many truckers are really good at is... being on time. There is no inventory in trucking. Trucking has to be delivered today! Because of truckers' ingenuity, persistence, and dedication, they keep the wheels of commerce turning.

3) One thing many truckers are really bad at is... quickly adapting to new technologies to improve operation and service of the vehicle.

4) An inspirational book I read recently is... Great by Choice by Jim Collins. The book confirms that focus on execution of fundamentals remains the key success factor in business.

5) If I could go on a long-haul trip with anybody living or dead, it would be...

John R. Booth, the Canadian-born lumber industrialist who helped to develop important parts of the Canadian economy and infrastructure. He built an empire that included timber limits, sawmills, pulp and paper operations, railway lines, a steamship company, a hydroelectric utility and a cement company. He could tell me how he inspired people to convert challenges and competitors into opportunities.

6) In the future, owner-operators will... continue to be a key part of trucking because their dedication combined with their entrepreneurial spirit will always find a way to satisfy unique market demands.

7) If I can leave one fingerprint on Volvo Trucks North America, it will be... to have Volvo become even more customer focused and ensure that a customer's experience is satisfying inclusive of the physical product and the ownership and operation experience as a whole.

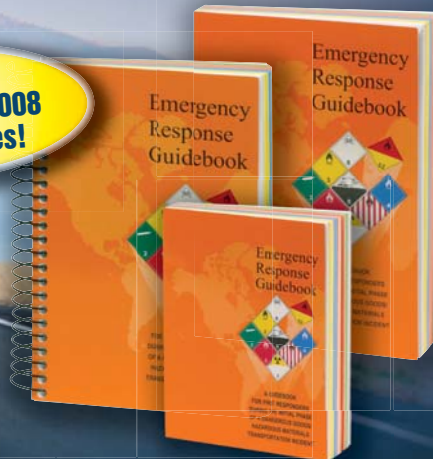
8) Growing up in Canada made me appreciate... our ability to understand cultural diversity and our work ethic that gives us a competitive advantage to do business with people all around the world.

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and drive through the day, so meeting the 1:00 a.m. to 5:00 a.m. provision probably won't be too much of a burden."

But, he asks, what happens if you work primarily nights doing open board work and want to start a reset at 7:00 a.m.? "A driver like that will end up doing a 46-hour reset in order to remain in compliance.

income as he would still be running the same miles. What he will lose, however, is home time.

Time at home is key to managing stress and anxiety, Goodhall said, and less time with the family means an increase in stress and anxiety. "In my opinion, this has a negative impact on driver safety," he said.

operate on U.S. rules in Canada as well, just to insure they are in compliance with both. Ninety-nine percent of the time, Goodhall said, if you are legal to run stateside, you're legal to run in Canada since the rules here are a little more flexible with the longer driving time, on duty time and sleeper berth provisions.

years using an EOBR, I am more fatigued at the end of my work week than I was in the past," Goodhall, a self-professed believer in sleep science, says. "I feel these rules, old and new, have compromised my personal safety to some degree. There are times that I would like to stop for that quick one- or two-hour nap but now I must push through because I will lose that 'drive time'."

It's often hard to hear the voice of drivers through all the noise of politics and vested interest of governments and associations, yet perhaps we need to hear that voice now more than ever.

"Solutions to problems, legislative issues, are developed primarily from the top down and we need to find a way to develop some bottom-up communication," said Goodhall.

"We seem to do a lot of bitching but provide far too little constructive criticism to the front line problems we encounter," he said. Drivers, he added, need to take

responsibility to communicate with their own safety and operations people, as well as senior managers.

"There are a lot of quality people in the industry but they need good information to make good decisions and to represent their drivers effectively.

"Do it consistently and if you find that your own people are not listening to you, then maybe it's time to search for a quality carrier that will. It's a drivers' market after all." ▲

RED FLAGS IN THE SUNSET:

Drivers should express their concerns about safety before it's too late.



That's a problem. When I did open board work running the Canadian west I preferred night driving in winter to avoid traffic volume to better deal with mountain weather and road conditions. If I picked up a U.S. bound load in Vancouver/Calgary/Edmonton, I would now be bound to taking two days off prior to crossing the border when resetting. Glad I don't do that anymore."

In regards to the change in weekly drivable hours, one can imagine that paychecks will take a hit, too, but Goodhall says that in his case, he won't lose any

One of the biggest problems for Canadian drivers will be navigating their way through the red tape. Goodhall, like many drivers, has to be in compliance with both Canadian and U.S. rules on any given day. Goodhall runs an EOBR, which, he says, can't manage all the different rules from two jurisdictions. "You have to be on the ball and aware of all the rules," he said. "Most often it will indicate you are not in compliance when in fact you may very well be. It can get confusing."

Certain Canadian carriers that run mostly in the U.S.

One of the biggest problems for Canadian drivers will be navigating their way through the red tape.

The real problem, however, might not be in the various changes to the rule, but the very act of trying to make one overarching rule for a diverse group with varying responsibilities and demands from customers, Goodhall points out. "A fixed set of rules for everyone just isn't cutting it."

"After running the rules by the book for the last 2.5



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YE OLD LICENCE RENEWAL DEBATE

Why Ontario wants to be the only jurisdiction in North America to re-test driver's when they hit 65, nobody knows, but at least the conversation has been re-opened.

Since 2007, the **OWNER-OPERATOR'S BUSINESS ASSOCIATION OF CANADA (OBAC)** along with the **ONTARIO TRUCKING ASSOCIATION (OTA)** has been urging the MTO to dispense with the practice of forcing safe and experienced senior drivers to complete an entry-level driver's road test as a means of re-qualifying their Class A commercial driver's licence.

After a handful of meetings and a high turnover of ministers, Ontario's Minister of Transportation Bob Chiarelli said that the government agrees "that commercial driver licence renewal can be made less onerous for senior drivers without compromising safety."



Chiarelli has asked his parliamentary assistant, Vic Dhillion, to lead a review to determine what amendments to the renewal requirement are needed and how to implement them.

In the letter, Chiarelli mentioned the following changes:

Regulated fees such that senior commercial drivers pay a reduced road test fee of only \$14 instead of the normal \$75.

Senior commercial drivers may use automatic transmissions for their annual road tests.

The air brake portion of the practical test has been amended so

that senior commercial drivers can use diagrams to describe the process and demonstrate their comprehension of the air brake test.

While both the OTA and OBAC said that the government is taking a step in the right direction, and that they are eager to work with the province, the announcement, as well as the changes listed above, came as a whole lot of nothing for many senior drivers who

"The road test does nothing to test for the things that are associated with aging—that's what the medical does."

Joanne Ritchie, Executive Director of OBAC

are more interesting in seeing the removal of the road test, especially if a driver has a clean driving record and bill of health.

Initially, the MTO proposed that the road test would be required if a driver had at least three demerit points, a collision with driver action other than "proper" or driver condition other than "normal" or a CVOR infraction.

For their part, OBAC proposed road test should be "required only if a driver had at least 5 demerit points and/or other preventable accident cover record infractions," the latter to be determined at a later date.

The road test, said Joanne Ritchie, Executive Director of OBAC, does nothing to test for the things that are associated with aging—that's what the medical does.

Plus, there's the added cost of the driver having to secure a vehicle for the test, and the time off work.

NEXT STEPS? Keep the dialog going. In the meantime, however OBAC has asked the Ministry to put an immediate moratorium on the road test requirement of re-testing process until the new legislation comes into effect.

"It can be done quickly," Ritchie said. "But it's really important for drivers to get after their MPPs," she advised. It doesn't matter how old or how young or how long your MPP has been in office, she stressed, just go after the ones who want to stay in office.



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Contrans Acquires Dry-Bulk Trucking Business

Contrans Group Inc. announced that it has acquired **Wilburn Archer Trucking**, located in Norwood, Ontario. Since 1994, the dry-bulk trucking business has been providing specialized transportation services using pneumatic tanks and hopper trailers. The acquisition is estimated to produce annual revenue of approximately \$14 million.

"There are relatively few opportunities to acquire dry bulk trucking businesses in Ontario," stated Contrans' Chairman and CEO Stan Dunford. "We look forward to working with the Archer customers, staff and drivers."

J.J. Keller and Associates Names New CEO

J.J. Keller and Associates has named **James J. Keller** as the company's CEO, succeeding his brother Robert L. Keller, effective January 1, 2012.

Jim Keller joined the firm full-time in 1968, and has worked in a variety of positions before becoming the company's president in 2006. He has a background in graphic arts and printing, and is a certified Master Printer.

Robert Keller will continue as chairman. Both Robert and James are second-generation leaders, groomed throughout the ranks of the family business. J. J. Keller & Associates, Inc. is a safety and regulatory compliance products provider. They also like dogsled racing.

BCTA Names Trace Acres as VP

The **British Columbia Trucking Association (BCTA)** announced that **Trace Acres**, formerly Director of Corporate Communications & Public Affairs at the BC Automobile Association (BCAA), has assumed the role of Vice President of BCTA.

Acres will be responsible for all BCTA communications policies and advocacy on behalf of the trucking industry.

Acres brings considerable experience to BCTA, following over a decade of service as a director at BCAA; six years as Manager of Communications & Media Relations for TransLink and BC Transit; and five years as Manager of Communications for the Vancouver Port Corporation.

Mack & Volvo Make Key Appointments



Kevin Flaherty has been named President of North American Sales and Marketing for **Mack Trucks, Inc.**, and will be responsible for the company's North American commercial division.

Flaherty has been with the company for 38 years, and has held the Senior Vice President role for Canada and the U.S. since 2001. The announcement came at the same time as Ron Huibers was named to head up the sales and marketing department of Mack's sister company Volvo. (See "New Volvo Honcho, pg. 12")

Trailer Deal Clenched

Polar Tank Trailer LLC of Minnesota and the **International Associations of Machinists and Aerospace Workers (IAM)** union have reached an agreement on a new five-year labor contract.

The agreement was ratified just in time for Christmas through a majority vote by IAM members at Polar's manufacturing facility in Opole, MN.

logbook

march 2012

4-7

Truckload Carriers Association 2011 Annual Meeting

Gaylord Palms Kissimmee, FL United States. Some of North America's largest truckload fleet managers meet to discuss the issues of the day, including more than a handful of prominent Canadian carriers.

Contact: 703-838-1950

Website: truckload.org

6-8

The Work Truck Show 2012

Indiana Convention Center, Indianapolis. Held in conjunction with the National Truck Equipment Association annual convention, the event includes dozens of educational sessions and the latest work truck equipment from Classes 1-8.

Contact: 1-800-441-6832

Website: ntea.com/worktruckshow

22-24

Mid America Trucking Show

Kentucky Exposition Center, Louisville Kentucky. Biggest truck show in the U.S.A. All major suppliers thousands of small ones; a giant show-and-shine; demonstrations and new product announcements.

Website: truckingshow.com

april 19-21

Truck World 2012

International Centre Toronto. Truck World is THE trucking event of the year. Thousand of visitors will roam the miles of aisles and see countless innovations, products and potential customers. Plus Free Parking!

Contact: 1-877-682-7469 ext. 247

Website: truckworld.ca



19-21

Vocational Truck & Equipment Expo

International Centre, Toronto. Truck World, in conjunction with the Canadian Transportation Equipment Association (CTEA) presents this special focus on medium-duty vocational trucks, equipment, chassis, bodies and services.

Contact: 1-877-682-7469 ext. 247

Website: truckworld.ca

Go Online
for more events, visit
todaystrucking.com



SITED ON THE WEB

FMCSA Exec Gets 18 Months, Fined and Fired for Taking Bribes

According to the Wall Street Journal, a former field officer with the **Federal Motor Carrier Safety Administration** (FMCSA) has been sentenced to 18 months for taking bribes from a consultant working with some Canadian trucking companies.

The report says James Wood, 45, must also repay the estimated \$41,300 he received from the consultants in payment for postponing safety audits and ensuring the companies passed inspections. The offences took place between 2008 and 2011.

MORE @ <http://bit.ly/rTEWbc>

Daimler Truck Group Gets New Little Buddies

Daimler Truck Group North America LLC (DTNA) is helping children see the world through the eyes of professional truck drivers.

Freightliner, Western Star, and Detroit brand equipment — all components of DTNA — are supporting Trucker Buddy for the next three years.

The Trucker Buddy program helps to educate and mentor schoolchildren via a pen pal relationship between professional truck drivers and children in grades K-8 as supervised by their teachers.

Drivers share news about their travels with their class, and students' skills in reading, writing, geography, mathematics, social studies, and history are enhanced and learning is made fun.

MORE @ <http://bit.ly/vZcolt>

Top Banana Denies Chiquita's Call for Tarsands Boycott

The brass at **Chiquita** say they aren't really calling for a boycott of Tarsands oil. That comes despite in a document sent to a U.S.-based environmental activist group, Chiquita stated its goal is to direct transportation providers to "avoid, where possible" fuels from "tar sands." The statement went on to say it hopes to eventually "eliminate" the use of Canadian fuel with oil sands content. In response, the CEO of the Canadian Trucking Alliance (CTA) David Bradley expressed concern over reports that Chiquita was planning an embargo of oil sands fuel, saying the directive ignored the "environmental realities" and the "national energy security implications" and that such a ban would be virtually impossible for motor carriers to comply with if put into practice.

MORE @ <http://bit.ly/uXQoxe>

A Little Trucking Bird Told Me...



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Todaystrucking Today's Trucking

Rest stops in Canada: we don't need 'more' of it cause there's none to begin with, says Rolf Lockwood. Pick up our January issue for more.

1 hour ago

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No mandating of speed limiters for #truckers in British Columbia, reports Truckers Guild ow.ly/8kiW7

2 hours ago

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Class 8 truck orders bounce back ow.ly/8jr19

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RT @cantruck: #AmberAlert for 2 missing Timmons, ON kids cancelled. Kara and Aiden found safe and sound

5 Jan

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RT @ctvtoronto: BREAKING: Amber Alert issued for two children in Timmins, Ont. #AmberAlert ow.ly/8iXcC

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Contrans acquires dry-bulk #trucking business, expects \$14 million in annual revenue from deal ow.ly/8j8IS

5 Jan

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Anybody know of any #engineering students? @freightliner truck design contest ow.ly/8j6UF \$20k #scholarship + internship

5 Jan

MORE @ twitter.com/todaystrucking

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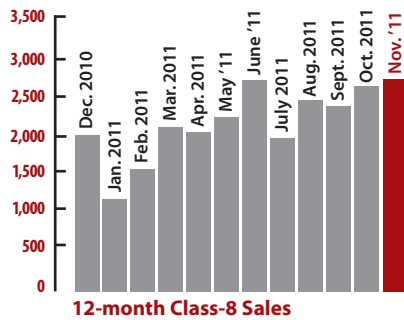
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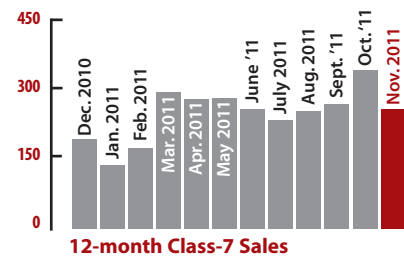
Canada – Truck Sales Index

November 2011

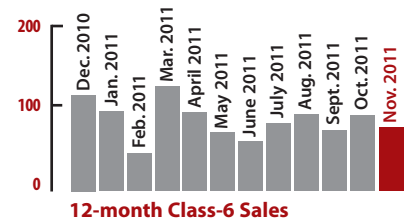
CLASS 8	This Month	YTD '11	YTD '10	Share '11	Share '10
Freightliner	713	5945	3868	25.4%	22.2%
International	461	4702	4266	20.1%	24.5%
Kenworth	546	4696	3352	20.0%	19.2%
Peterbilt	320	2610	1926	11.1%	11.0%
Volvo	303	2462	1762	10.5%	10.1%
Western Star	151	1520	1067	6.5%	6.1%
Mack	169	1515	1062	6.5%	6.1%
TOTAL	2663	23,450	17,303	100.0%	100.0%



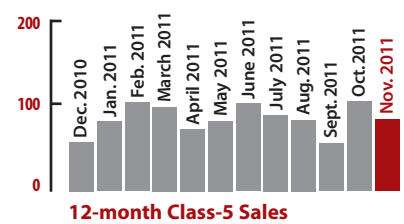
CLASS 7	This Month	YTD '11	YTD '10	Share '11	Share '10
International	61	1062	717	39.1%	38.4%
Kenworth	73	498	326	18.3%	17.4%
Freightliner	70	489	340	18.0%	18.2%
Hino Canada	19	347	220	12.8%	11.8%
Peterbilt	28	320	249	11.8%	13.3%
TOTAL	251	2716	1852	100.0%	100.0%



CLASS 6	This Month	YTD '11	YTD '10	Share '11	Share '10
Hino Canada	23	333	169	39.5%	28.4%
International	9	303	270	35.9%	45.4%
Freightliner	46	195	110	23.1%	18.5%
Peterbilt	0	12	34	1.4%	5.7%
TOTAL	78	843	583	100.0%	100.0%



CLASS 5	This Month	YTD '11	YTD '10	Share '11	Share '10
Hino Canada	38	470	434	51.4%	68.7%
International	44	395	125	43.2%	19.8%
Freightliner	0	26	13	2.8%	2.1%
Kenworth	1	20	39	2.2%	6.2%
Peterbilt	0	3	9	0.3%	1.4%
TOTAL	83	914	620	100.0%	100.0%



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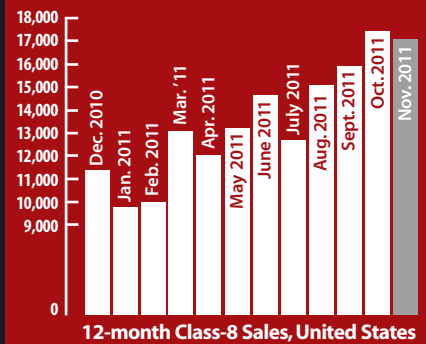


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U.S. – Retail Truck Sales

CLASS 8	This Month	YTD '11	Share '11
Freightliner	4872	46,815	31.1%
International	3208	32,126	21.4%
Peterbilt	2602	21,256	14.1%
Kenworth	2355	19,503	13.0%
Volvo	2539	17,679	11.8%
Mack	1270	11,208	7.5%
Western Star	171	1812	1.2%
Other	3	19	0.0%
TOTAL	17,020	150,419	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	31	116	14	28	405	85	17	7	4	6	713
International	21	61	17	21	215	96	17	5	0	8	461
Kenworth	70	243	21	24	101	71	16	0	0	0	546
Peterbilt	38	105	32	30	34	60	18	3	0	0	320
Volvo	15	10	27	41	158	41	2	9	0	0	303
Western Star	36	52	3	2	32	22	4	0	0	0	151
Mack	4	32	20	3	75	17	6	2	0	10	169
TOTAL	215	619	134	149	1020	392	80	26	4	24	2663
YTD 2011	1946	4947	1052	1379	8309	4232	959	416	53	157	23,450

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.
Sterling ceased production in 2009 and has been removed from the truck sales listing.

Street Smarts

INSIDE:

- 23 Your personal safety circle
- 25 Can our supply chain survive?

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

TEAM GEORGETOWN: The company-supplied winter jackets foster camaraderie, professionalism and warmth.



Steve's Kids

drivers Words to work by, from crane-hauling expert

Steve Attard: "Trucking has a strong future, if you do it right."

By Peter Carter

The 2007 Freightliner Argosy cab-over that Kyle Attard pilots all over Ontario is equipped with an electrically controlled stair that extends out from under the cab when the driver is entering or exiting the cab but tucks neatly away underneath when he's driving.

And when Attard, a staff driver for Georgetown, ON.-based S&S Transport

leaps up the steps to start a trip, he does so with the deer-like agility of an 18 year old.

Because he is one.

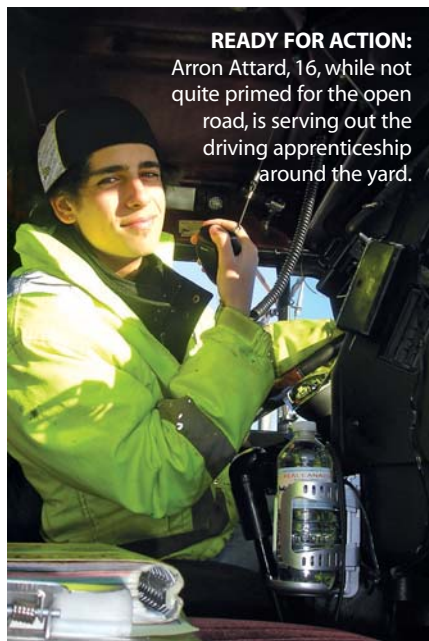
His father Steve owns the company, and his 16-year-old brother Arron and 13-year-old sister Kate can also drive, but the two younger Attards limit their driving to shunting around company property for now.

However, 18-year-old Kyle is a wholly qualified, insured and CDL-wielding staff truck driver.

S&S also tilts toward the other end of the age spectrum, too. Sometimes Kyle's grandfather Paul, 66, takes an S&S truck on the road if the need arises.

Paul Attard migrated to Canada from Malta and began trucking in 1967.

His son, Steve was born here and after he finished high school he started as a laborer for Dominion Bridge. In his off hours, though, he earned his stripes as a trucker by buying his first truck and owner-operating around Southern Ontario.



READY FOR ACTION: Arron Attard, 16, while not quite primed for the open road, is serving out the driving apprenticeship around the yard.



RISING SON: Kyle Attard, 18, has proven himself fully capable of being a professional driver.



TEENAGE TRUCKER: Like so many older truck drivers before her, Kate Attard, at a ripe old 13, already knows how to move rigs safely.

Making the most of contacts in the steel business, he eventually started trucking full time, specializing in cranes, which now comprise about 90 percent of S&S's freight.

"You hear a lot of people saying the trucking business is horrible, but we love it. We know it has a strong future if you do it right," Attard Jr. told *Today's Trucking* during a recent visit to the company property outside Georgetown, just northwest of Toronto.

The real estate actually looks like the Jolly Green Giant's personal Erector Set, with countless crane towers, cranes and specialized hauling equipment scattered across the yard. And on one particularly sunny day in December when a *Today's Trucking's* photographer showed up, the entire crew was on hand because it was too windy to be erecting cranes.

A typical crane can tower 20 storeys and take 37 truckloads to deliver, plus

three days to set up. A single unit can require more than a million pounds of counterweight delivered to the site.

Currently, Attard runs nine trucks, including some brokers. S&S very recently took delivery of five brand new Mack Pinnacles powered by Mack's MP8 Series engine with 505 hp and 1,760 lbs ft of torque.

Clearly willing to invest in his customers, in late December Attard treated all his customers and some clients to a Christmas party at the Nottawasaga Inn near Barrie, ON. And he didn't take chances with safety on this project, either. S&S ponied up nearly 100 hotel rooms so party goers wouldn't have to drive home afterwards. ▲

IN HIS OWN WORDS

The thing is, you have to keep people aware of what you're doing, especially people like your insurance company. They should know your every step."

"I can work as hard as I want but it's our drivers who are our salesmen."

"We pay our drivers well which cuts our profit margins down but in the long run it makes for longevity and success."

"We're always trying to fine-tune trucking for our customers. If they have 10 loads but we can move it in five or six, we will do it."

"BOTTOM LINE: all companies in this industry are hurting; profit margins are lower, so it's up to us to cut costs and save our customers money in transportation."

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10 Tips For Out-of-the-cab Safety

safety Photocopy and post these do's and don'ts on your drivers' board. They might just save your hide. By Guy H. Broderick

As professional drivers we know we are ultimately responsible for our own safety in the workplace. It is important to remember that our workplaces not only consist of the trucks themselves but also each and every environment that we enter throughout our workday, including warehouses, offices and construction sites.

site will help to prevent a possible foot injury. Most drivers will stand beside their truck or trailer when it is being loaded. Have you ever wondered what might happen if that lift-truck load came too close to your feet or if a piece of a broken pallet shot right into your foot? You will have a much better chance of walking away uninjured with

Here are a few **safety tips** you should remember when on a worksite.

- 1** Always wear proper footwear. The CSA Green Patch on a boot is your best friend.
- 2** Wear a high-visibility vest. Carry one with you at all times.
- 3** Be aware of any fire exits that might have to be used in case of an emergency.
- 4** Always be aware of any traffic that might not see you walking in the

7 If you are in an environment where safety glasses are needed, wear them. Regular eyeglasses will not protect you if you are near, for example, an air-nail gun that is being used to brace in reels of cable. This also applies if you are walking through any kind of manufacturing facility. Tiny metal particles can float in the air and cause severe eye damage if you do not protect them.

8 Hearing protection. The following paragraph is taken from the Canada Labour Code (SOR 86/304) on hearing protection. 7.8 (1) At every work place where an employee may be exposed to an A-weighted sound pressure level greater than 87dBA, the employer shall, at conspicuous locations within the work place, post and keep posted signs warning of a potentially hazardous level of sound in the work place.

Employers provide hearing protection for their employees; you should follow the rules too.

9 Never take a short cut through a warehouse or walk in an unlit area. You are not aware of the surroundings and you could trip and possibly hurt yourself and others.

10 Be aware of the equipment that is operating around you; never have your back towards a lift truck operator. ▲

“Tiny metal particles can float in the air and cause severe eye damage.”



KEEP YOUR EYES PEELED: Some job-site hazards come with warning signs; others slip under your radar screen.

What is the first thing you see when you enter these environments? The big safety signs. And guess what? These signs are posted for you as well as the people working on the site. And they're not suggestions or hints, they are orders, to be followed.

Safety footwear on a job-

steel-toed boots than running shoes or sandals.

A hard hat will also prevent material that is falling off a lift truck from crushing your skull.

In addition to wearing proper safety wear, always be aware of your personal safety circle. In other words, know your surroundings.

warehouse. Make other equipment operators aware of your presence.

5 Always stand to one side when you are loading a trailer.

6 Not all material-handling equipment has mirrors. Always let the operator know where you are.

Writer Guy H. Broderick is a Driver –Trainer with Apps Transport Group, Brampton.

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Isuzu trucks deliver performance:

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- Isuzu diesel engines employ clean diesel technology and are *B-20 Bio-Diesel compatible
- The Isuzu N-Series Vortec™ gasoline engine is available optionally as CNG/LPG alternative fuel capable

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**Use of B20 Bio-Diesel fuel must be approved by ICTA engineering.*

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The high cost of low prices

The abundance that Canadians enjoy in their stores is a fragile luxury indeed.

By Jim Mickey

Although it has delivered us a lifestyle and comforts beyond imagination, the North American consuming society may be wearing thin and the next phase may not be pretty.

Recently, the natural evolution of the consumer goods market has seen massive and permanent shifts in manufacturing and distribution such as the world had never contemplated. Big-box retailers have refined and perfected the notion of ever-falling prices and reliable availability to the nth degree.

The legacy of Sam Walton will live on as helping to deliver a marvelous standard of living to his customers through great access to very affordable goods. North American shelves know no seasonality. It is always springtime for produce in the marketplace.

Everyone can delight in knowing that next week, things will be cheaper than they were this week. Folks can rest assured what they want or need will always be on the shelf when they go shopping. Life has never been so abundant or so affordable. However, it may well be a fool's paradise with a bad aftertaste.

The relative bargain was created by reducing the cost of the goods both at the point of production and along the way of the distribution channel. In many cases, there was free money to be had by rationalization and modernization of the system, but in some cases the savings came by brute force.

The concentration of buying power and the very effective focused approach in the quest to squeeze all the costs out of all component parts of the goods delivered results of an impressive nature, but the process left some debris along the way.

appalling. Angst is palpable, the backlash inevitable.

Today's average truck driver is paid less than he or she was paid 20 years ago. He regularly works more hours without pay than any profession anywhere. He endures unsanitary and

the same amount of work simply due to inexperience and turnover.

Compound that with new regulations to limit the number of hours any driver can work in a week, and clearly we need more drivers at the exact same time we don't have anything much to offer to keep the ones that are exiting each year.

The only conclusion to be drawn is that our supply chain is fragile and will endure some significant jolts before it has the ability to re-jig itself.

The only reason it is not already a daily challenge is the effect of the consumer slowdown from the economic crisis brought about by Wall Street in 2009, as the resulting capacity glut of drivers has kept the issue at bay.

As spending resumes and time passes, it is reasonable to expect empty shelves due to the shortage of drivers to bring the goods to the store and rising costs due to increases in pay to those doing the work. In time, the industry will respond and all will be well, but it will be a good long while in the process and life will never again be as good as it has been to date.

The price of a bargain may indeed prove to be very steep. ▲

Jim Mickey is Co-owner and President (Administration) of Surrey-based Coastal Pacific Xpress. This column originally appeared in the Vancouver Sun.



PEERLESS & PARLOUS:
Walmart has set the bar high but can it be maintained?

Some of the savings may well prove to be short-lived, as the sustainability of the men and women who toil to make it all happen is not at all certain or predictable.

One very fragile element is the truck driver and his organization. Without a reliable and stable trucker, no one can rest easy. And today's trucker is anything but happy. The work is hard and getting harder.

Daily hurdles are getting larger. Lack of respect is everywhere and spreading. Pay is awful and worsening. Working conditions are

unsafe conditions as a matter of course.

Regulations, correctly but misguidedly attempting to address fatigue and safety, miss the mark and just throw more hurdles in the way of making a living.

And a great deal of the low cost of goods for sale can be attributed to the cheap trucking in the business. With new entrants only coming from other countries and with attractiveness of the occupation at an all-time low, the industry can only expect to need more bodies to do

BY DAVID GODKIN

A CANADIAN FIRST: that's what they're calling a new program that pays heavy equipment operators and trucking companies to lower their carbon emissions. The Carbon Offset Aggregation Co-operative (COAC), which is domiciled in B.C. but operating nation-wide and representing 23 companies so far, says it can cut the millions of liters of diesel that members burn each year by 10 to 20 percent through on-board monitoring systems and improved driver behavior.

For every ton of emissions they don't spew into the air, companies will be paid between \$12 and \$13, payback that Co-op CEO George Stedford says should be welcome news to Canada's giant forestry and transportation industries.

"For every thousand liters of diesel used there's about three tons of greenhouse gases. And because everything in harvesting has to be hauled that means there's lots of trucks out there that will benefit."

Mary Anne Arcand, executive director of B.C.'s Central Interior Logging Association, says one of her members owns approximately 30 trucks and 26 pieces of equipment and burns 4.5 million liters of diesel a year. He's aiming for a 20-percent reduction, which would mean 900,000 liters each year for a savings of more than \$1 million, plus a "bonus" of \$32,400 in carbon-offset credits. The carbon co-op logo on his trucks also raises his environmental profile, putting him in line for more contract work. "Now he's looking at bidding on pipeline clearing and the Site C hydro dam and he'll be a preferred contractor because he's actively doing something to reduce his [carbon] footprint."

Arcand is the first to admit that aftermarket, on-board monitoring devices that measure idle rate, speed, braking, and shifting practices aren't cheap. The co-op is making it easier for trucking companies by bundling those aftermarket technologies together for maximum fuel reduction and by financing the upfront costs (approximately \$4,500).



Bundles of Savings

How transport outfits can pool their resources to save their resources.

The co-op also assists trucking companies by interpreting data collected by those on-board monitoring systems.

"In the beginning we'll use exception reports, so if a driver who uses an average of 400 liters a day suddenly uses 425 liters then we'll know something significant changed on that truck."

Is the driver new? Did he take a different route in tougher terrain? Those are just two of the possible answers to increased fuel consumption, says Arcand.

Monitoring systems also tell a lot about driver behavior. For example, idling a truck for one hour consumes four liters of diesel fuel and is equal to two hours of operating engine wear. By reducing idling time you increase engine life, lower maintenance costs and produce fewer greenhouse gas emissions.

Arcand, like Stedford, is acting as an evangelist for the cause, meeting trucking and industry officials across Canada and into the U.S. to grow the project.



IDLING THREATS: Overhaul Ventures of Prince George, BC, is one of the early adapters of the carbon-offset program.

Coastal Pacific Xpress (CPX) in Surrey, B.C. was so convinced about the financial rewards in saving fuel it implemented a program that ties a driver's idling habits, acceleration, braking and gear shifting directly to bonus pay. It's something CPX's director of governance and Compliance Kevin Johnson says really pays off for drivers.

"But if they're idling the truck too long or going too fast or not shifting correctly then that impacts them financially and they don't have as much opportunity to earn as much money. It's been extremely effective."

Whether you drive your own truck or hire others, measurable fuel savings require genuine commitment, says Johnson. Here are some things to watch out for:

1. Hard braking. Hard braking wastes fuel because of the time it takes to return to normal speed.

2. Stress speed control. Imagine you have an egg under the throttle, says CPX's Johnson. "You can probably move 2 to 300 RPM just with slight pressure in the throttle."

3. Practise progressive shifting. New engines are designed to be shifted at much lower rpms than the engines of yester year.

4. Pay attention to your tires. Monitor tire-inflation rates and respect the manufacturer's specs.

5. Avoid excessive warm ups. At one time you idled a truck up to its running temperature before pulling a load. And

certainly you're not going to get into a cold truck and immediately pull a load. But as soon as your oil and water temperatures rise and air pressure builds, you're good to go. In fact trucks warm up better when moving.

6. Don't forget the truck itself. When purchasing new, spec for lower weight equipment and low roll resistant tires. These will save you a bundle in fuel costs and protect the environment.

7. Trailer side skirts provide genuine fuel and environmental savings.

8. Upgrade your refrigerated units. Newer state-of-the-art trailers have better insulating properties and better seals on the doors, which make them much more fuel efficient than older units.

9. Don't over spec your engine. You don't need a 500 HP diesel engine just to heat your bunk. Where applications allow, use run a smaller diesel engine.

10. Maintenance is key. "It's amazing how clean those new engines are," says Johnson. "But they still require oil and air filter changes, etc. It's all part of a good maintenance program to extend the life of the vehicle. Adds Johnson: "Owner-operators should be highly invested in this because they pay for their own fuel. It not only helps save the environment, it makes good business sense, too. ▲"

QUEBECKERS TAKE ON ANOTHER FUEL KILLER

The **Quebec Trucking Association** (QTA) has endorsed traffic surcharges. Rest assured other people across the country will soon follow suit.

Some delivery companies in the Greater Montreal Area have started charging customers for congestion-related delays and QTA president Marc Cadieux told television news the surcharges are justified because companies cannot absorb the costs of traffic jams. "The jams cost delivery companies extra fuel and man hours," he said. "When the [daily driving] limit has been reached, trucks are forced to return to base with their undelivered merchandise so another driver can take the wheel." According to Parti Quebecois transport critic Nicolas Girard, the traffic jams add an estimated \$1.4 billion to the cost of doing business in Quebec.



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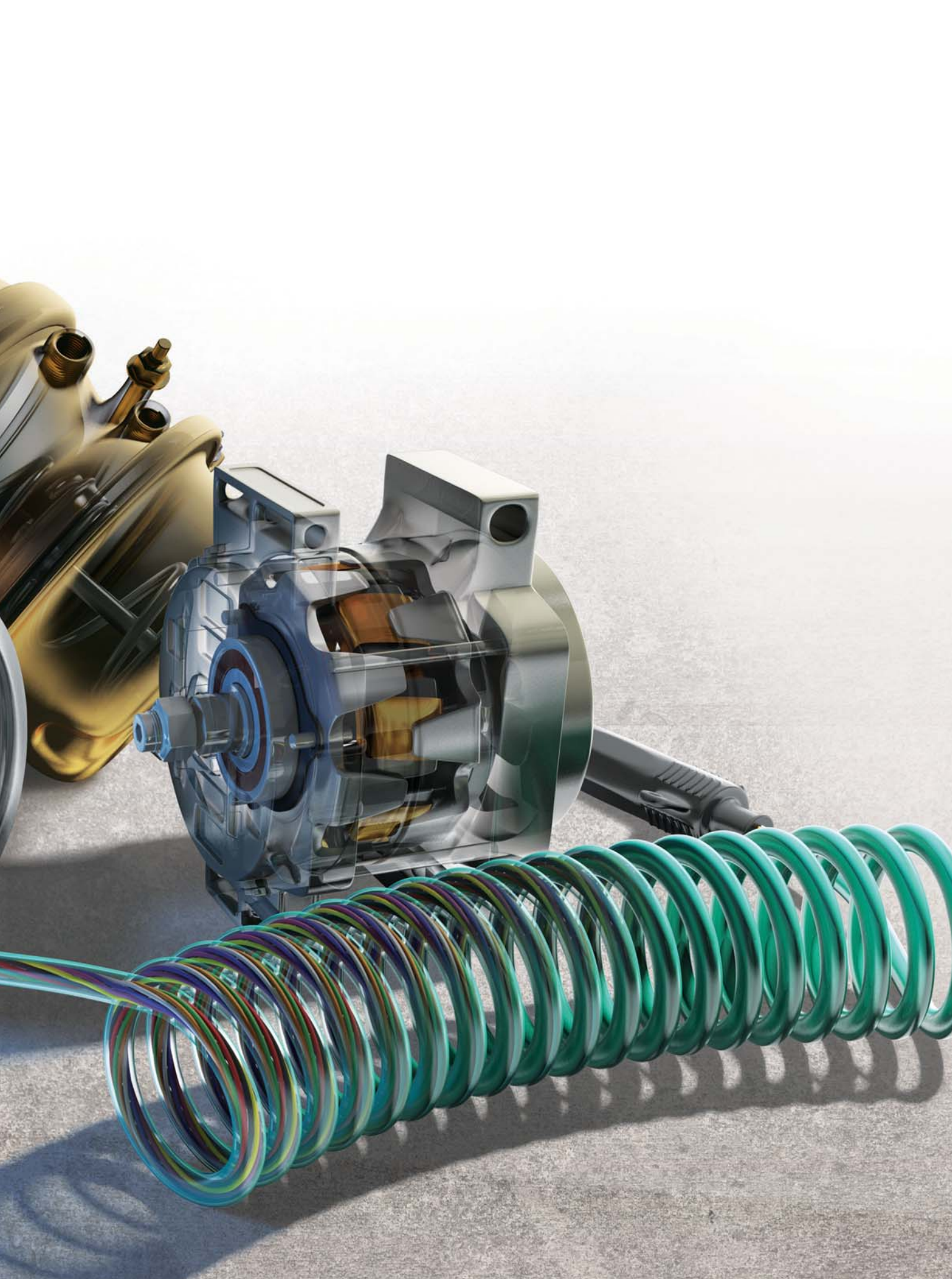
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Eye Catchers

BY ROLF LOCKWOOD

Ten products that grabbed this writer's attention last year.

Trucking is chock full of equipment junkies like yours truly. Gearheads. Not much gets us going quite as much as a well designed... um, thing. But when that 'thing' also serves its purpose effectively, then we're into a different realm entirely. And if it's also innovative, we're talking some variation on the heavenly theme.

So against that backdrop here's a group of **10 products that caught my eye last year**. It's a decidedly personal selection, not in the least arbitrary, and I can tell you it was tough to whittle things down to just 10. The number could easily have been 110, but we have only so much space to play with.

Actually, one of these 10 isn't a thing at all, rather a truck-maker's decision about a particular piece of hardware. A significant decision, I would argue.

Anyway, once more into the breach...

THE LIST



CATERPILLAR'S CT660 VOCATIONAL truck has to top the list, though I'm not doing this in any particular order. After a ton of speculation as to what we might actually see, the end result was pretty cool. I finally got the chance to drive one, albeit in a limited way, this past fall.

The truck does appear to live up to its 'premium' billing. Fit and finish seem impeccable, and the aluminum-alloy cab, derived from the International Paystar but not really bearing much resemblance to it at all inside, is a comfortable place.

Cat says everything above the frame is new, but even some chassis components were re-designed and replaced. The pitman arms, for instance, are unique to the CT660, and the steering system at large is new.

What impressed me most overall was attention to detail in design terms.

VOLVO OFFERS BETTER FUEL EFFICIENCY, claiming a three-percent gain, with a simple but interesting engine/transmission programming strategy. The XE13—denoting 'exceptional efficiency'—powertrain package lowers engine rpm at a given road speed, a concept the company calls "downspeeding". It combines the I-Shift automated manual transmission and a Volvo engine with modified software, allowing the engine to cruise at just 1,150 rpm at 65 mph, which is about 200 rpm less than the industry norm.

The XE13 package is rated for a GCW up to 80,000 lb and includes, as well as the proprietary software, a Volvo D13 engine with 425 hp and 1750 lb ft of torque; Volvo I-Shift overdrive transmission with a 0.78:1 ratio; and axle ratios of 2.64 to 2.69.



PETERBILT MADE AIR-DISC BRAKES standard fare on all its class 8 models. It was a first, a bold move, and I figure somebody had to start this. Air discs offer the shortest stopping distances possible today and they also trim weight.

Drivers uniformly love the extra stopping power discs provide, not to mention their fade resistance. As I wrote last April, I really do believe that this is a path we have to follow, as our European counterparts have done so comprehensively.



HINO'S CABOVER IS BACK by way of two new class 4 and 5 trucks, the 155 and 195, one of which will also be available as a hybrid diesel/electric version, designated the 195h. Hino suggests a remarkable payback period of under five years for the hybrid in typical P&D applications.

There's been a lot of activity on the medium-duty front this past year, but I mention this one because it's Hino's first foray into hybrids on this continent and because 60 percent of that gizmolgy comes directly from the Toyota Prius. That keeps the price down, the company says, and thus makes for an easier sale. To go beyond class 5 would require more expensive powertrain bits and batteries.

The smaller truck is also available as the 155h hybrid, but only in the U.S.



ANCRA'S TRAILER DECKING system, called 'Lift-A-Deck II' is said to boost load averages by as much as 30 percent while cutting cargo-damage claims by nearly half. That performance claim is said to be based on real-world results. The company developed the estimates from proprietary studies and analysis of carriers



that have installed the Lift-A-Deck II system. It's said to make any standard van trailer more productive by enabling it to carry 10 to 30-percent more cargo while keeping it more stable and secure.

CARRIER'S APX REEFER CONTROL offers a bigger, brighter display, simplified user interface, and an expanded range of applications. It's claimed to be the first in the industry to use distributed electronics. The new display module with an illuminated information dashboard is said to be easy to read at a distance while offering push-button simplicity with fewer keystrokes. It displays five lines of information instead of the usual one. The APX control system's newest app, Virtual Tech, is diagnostic software that



runs continuously in the background, monitoring the TRU to help to avert system problems.

APX takes what was formerly housed in a single large metal control box and, with increased efficiency claimed, splits it into compact, sealed sub-components including the display module, the main microprocessor module, and a power-control module, among others.

DTNA'S VIRTUAL TECHNICIAN is a remote engine diagnostic system, developed in concert with Zonar, that's now standard on Freightliners and Western Stars equipped with Detroit Diesel engines.

It's unique, delivering real-time vehicle system analysis through remote tracking. We're getting close to 'prognostics' here because the program develops what Daimler Trucks North America calls "insights" as to the truck's condition. The system gathers data based on engine diagnostic codes from all manner of existing sensors, then analyzes them and creates a series of reports and recommended remedial actions.

The advantages are obvious in terms of maintenance planning and service scheduling, with attendant gains in uptime. Diagnostic time in the shop can also be radically reduced, among other benefits. All this is possible because of all the paraphernalia required to meet EPA 2010 emissions mandates.

SIMPLE HUB-HEAT SENSORS from Spectra Products offer an easy and inexpensive early-warning system that will alert you to above-normal wheel-end operating temperatures. The Hub Alert thermo-sensitive area, hermetically sealed against moisture, oil, grease, fuels, solvents, water and steam, is a sensor decal that will turn black when the hub/hubcap surface has reached the critical temperature. Maintenance staff and drivers are thus alerted to the need for inspection. A new heat-sensing label is applied once the issue has been resolved.



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SmartTruck's UT-6 trailer undertray system

AERODYNAMIC GAINS UNDERNEATH the trailer are offered by SmartTruck. There's been a ton of activity surrounding trailer aerodynamics this past year, with new side skirts from new players coming out of the woodwork. Some of them are very noteworthy indeed, but this second generation of SmartTruck's UT-6 trailer undertray system seems especially so to me. It's said to be more durable, more versatile, and faster to install while still delivering a claimed fuel-efficiency gain of more than 10 percent.

SmartTruck's new Canadian distributor is Winnipeg's Northern Aerodynamic Solutions.

FINALLY, A UNIQUE TRAILER, the 'Capacity' flatbed from Alutrec in Quebec. I might have left this one off the list because I first saw it in 2010 in prototype form at our Truck World show in Toronto, but it wasn't formally introduced until last fall. First units should be off the production line by the time you read this.

It's the world's first aluminum 'monocoque' trailer. That means it's all of a piece—no parallel beams, no crossmembers, no flooring planks. It doesn't so much have a frame as a 'hull'. And rather than hanging boxes and racks off the trailer sides, there's a slide-out drawer at the rear for the stuff that such boxes usually carry.

It's said to be 1,500 lb lighter than the company's standard trailer and, at just 6950 lb, Alutrec says it's 2,500 lb less than the average aluminum trailer in its category. It's also 7.5 in. lower.

With its uncluttered and thus aerodynamically efficient underbelly plus its low weight, Alutrec says the trailer can save quite a bit of fuel. It says SAE-regimen tests performed by F.P. Innovations on its Quebec test track have confirmed fuel savings of between 6 and 9 percent.

At the same time, structural resistance is increased by 900 percent and the trailer's concentrated load rating has remained a comfortable 60,000 lb in 4 ft.

On the service front, all air lines and electrical wiring are routed and secured inside the hull, which should mean maintenance savings. Plus, Alutrec says the Capacity has an astonishing 1000 fewer parts than a traditional trailer. ▲



'Capacity' flatbed from Alutrec



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EVEN SMOOTHER RUNNING:
Reformulated oils will help improve fuel economy too.

Split Personality

engine oil *Oils for 2016 and beyond may come in two different jugs, one for new engines, one for legacy models.*

By Jim Park

Got room in the shop for another oil storage tank? With work now underway on a new oil classification designed to address the EPA/NHTSA 2014 and 2018 fuel economy and emissions mandates, fleets may need to keep two types of engine oil in inventory to meet the lubrication requirements of legacy and next-generation diesels.

The current category, API CJ-4, has been with us for more than five years, and much has changed in the engine/emissions world since it was introduced. Engine technology is different, the hardware is different in some cases, and with the likelihood of an upswing in the use of biodiesel and other renewable fuels, engine makers say a new type of heavy-duty engine oil is required to meet the new operating reality.

Last June, The Engine Manufacturers Association (EMA), formally asked The American Petroleum Institute (API) and Diesel Engine Oil Advisory Panel (DEOPA) to develop the new oil category, PC-11 (Proposed Category 11). In November, API's Lubricant's Groups gave the go-ahead to begin work on PC-11. The EMA hopes to see PC-11 oils in the marketplace by January 2016.

Because the new oils will have to serve a very broad base of engine technologies, PC-11 will likely hit the market as two new oils, PC-11 "legacy" and PC-11 "new." The former will be backward compatible with earlier heavy-duty categories such as the



current API CJ-4 engine oils, while the latter will be formulated to address engine makers' needs relative to the newest fuel economy and emissions mandates.

The need to split the category arises for two reasons, says Dan Arcy, OEM Technical Manager with Shell, and the chair of the group that confirmed the need for a new heavy-duty oil category.

"Reducing parasitic loads in the engine

was a key part of EMA's request for a new oil category," Arcy says. "They want an oil with a fuel economy benefit, so they're looking for a lower viscosity oil. We're going to see product like 5W-30 and 10W-30 being the primary OE recommendations instead of the current 40-weight engine oils."

The problem for the oil producers and owners of current engines is that 30-

weight oils may very well be not backward compatible with older model engines.

"Just to clarify, it's not like there's a line in the sand here. Some of the engine makers indicated the lighter oils may be fine in the certain older engine generations, others weren't yet sure," Arcy says. "It's not for me to say who said what because, frankly, that will be a competitive card the OEs will play sometime in the future. But I can say that oils formulated for tomorrow's fuel economy rules may not be backwards compatible."

An engine oil's ability to impact fuel economy is directly related to its high-temperature/high-shear (HTHS) performance. Lower viscosity, or "thinner" oils reduce parasitic losses, but at elevated temperatures, thinner oils become, well, even thinner. At that point, you risk the loss of shear strength, or the oil's ability to maintain a film of lubrication between moving metal parts. That's not a trade off one makes lightly.

Another factor in the development of PC-11 is renewable fuels—biodiesel in particular. It's in service today at B5 or less, and much of it meets ASTM and the D975 specification. But at higher concentrations—B20 or higher—we have seen some fuel dilution of the engine oil taking place, Arcy says.

"Some of the heavier materials in the biodiesel can dilute engine oil and cause it to lose viscosity," he says. "We're looking at this long term, and we recognize that the greater use of low-carbon fuels could become part of the overall GHG reduction strategy. We're just taking a long-view of all the potential implications."

Brad Williamson, Daimler's Manager of Engine and Component Marketing, says they are still evaluating biofuels in higher concentrations, but says using alternative fuels should not be affected by the use of different oils.

"The issue is the creation of other by-products from alternative fuels and how those will be compatible with current and future oils," he says.

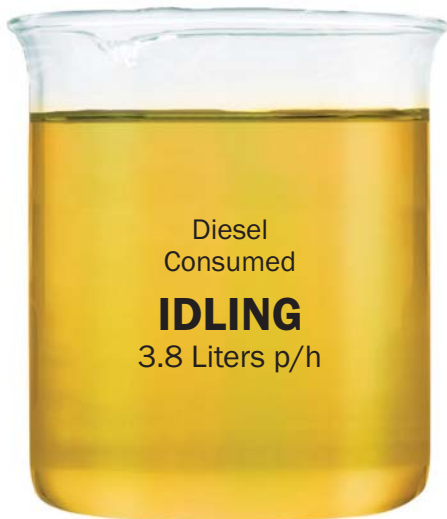
COST BENEFIT ANALYSIS

It's still way too soon to put a dollar value on a jug of PC-11 oil, but if the OEs are correct in their estimates, they could produce efficiency gains in the order of one to two

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NEW ENGINE, NEW OIL

In August 2011, U.S. President Obama introduced a package of fuel efficiency standards for heavy trucks, and he gave truck and engine manufacturers a variety of options to meet his fuel economy goals. Among the options, apparently, is a low-viscosity engine oil formulation designed to improve fuel economy by lowering internal friction.

The current oil formulation, API CJ-4, hit the market formulated for the needs of EPA-'07 engines. Engine technology and materials have changed since then, and will likely evolve further as we move toward the 2018 model-year GHG reduction targets. So the need for new lubes is evident. But nobody wants to go through an oil category overhaul every few years, so API, EMA, and others are trying to develop a formula that will take them at least to 2018, and hopefully sometime beyond.



And since much rides on engine oil—think warranty, B50 life, customer satisfaction etc.—getting the formulation right is a high priority. EMA's performance parameters include improved engine protection from aeration, improved oxidation performance, and improved scuffing wear protection.

New tests will need to be developed, including a piston/liner scuffing test and a shear stability test, and tests for other criteria will need to be upgraded. Once out of the labs, the oils will need time in the field to prove themselves.

At this point, it's totally clear that two categories of oil will be required. It depends how successful the oil wizards are in the coming months.

"The oil industry needs to create new chemistry to provide the right protection level while using the desired lower weight oil for GHG 2016," stresses Daimler's Brad Williamson. "If they can do this; there's no need for two tiers. If not, using this new lighter weight engine oil could potentially cause lubrication problems in older engines. The two-tier structure would provide the correct oil for vintage engines."

percent (various OEs have suggested as much during off-the-record hallway conversations, but won't commit to a figure at this early stage). But at what cost to the user? Arcy says we'll probably see higher concentrations of synthetic oil in the new formula, and that's typically more expensive than mineral oil.

"Synthetics will play a role on the development of 5W-30 oils for trucks," Arcy says. "Full or partial we're not sure, but it will be on the table in meeting the engine makers' requests."

As for cost, it will probably be sold on the value proposition. We don't know what the oil will cost, but we can predict what it might save. A one-percent reduction in fuel consumption on a typical truck will save about 200 gallons of fuel a year. At four bucks a gallon, give or

take, there's \$800 on the table.

So if PC-11 does result in a two-tiered standard, requiring fleets to maintain an inventory of two types of oil, there will be additional cost there. But beyond an extra storage tank, and larger labels for the product, what are the implications of using a low-viscosity oil in a legacy engine?

"Still too early to tell," says Arcy, who will be chairing the team developing the new oil. The team will consist of three representatives each from API, the American Chemistry Council and the Engine and Truck Manufacturers Association. PC-11 will be a significant undertaking for the industry, but it's still early days. We're not going to see this new oil on the market for several years, so don't be losing any sleep over it—or start banking on the savings—just yet. ▲

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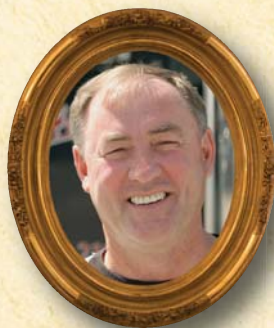
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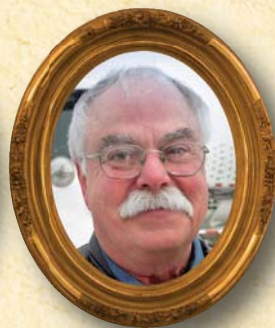
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SPECIAL EVENT

Big Trailer Solutions

trailer tips Real-world advice for keeping your vans and flatbeds longer. By Tom Berg and Peter Carter

Everything has a life span but some things die sooner than they used to. For trailers, shortened life spans can be blamed on corrosion caused by aggressive anti-icing chemicals spread on pavements. But abuse by those who work around them is also a factor.

Trailer manufacturers occasionally tout long-life packages. Last March at the Mid-America Trucking Show (MATS), Dorsey talked about a 10-year warranty for its Lifeguard 5000 refrigerated van. Vanguard's vans use only galvanized steel in key areas including landing gear, rear door frames and underride guards.

At the ConExpo construction show, several builders showed trailers whose underside components were made of galvanized steel.

Manac offers a package of galvanized components on dump and flatbed trailers for about \$800—cheap insurance against corrosion.

Great Dane's commitment to finding ways to combat equipment deterioration associated with corrosion resulted in the introduction of something they call CorroGuard undercoating. It's an impact-resistant barrier designed to withstand de-icing chemicals, as well as road debris, climate fluctuations, and ice and snow.

Corrosion damage has become a major subject of discussion at recent meetings of the American Trucking Associations' (ATA) Technology & Maintenance Council (TMC).

Out of the resulting sessions comes advice for coping with it.

Thoughtful analysis of the equipment problems that come from any hauling operation show what deteriorates and breaks, and the specs for the next batch of vehicles can be created accordingly. **Ray Gambrell** is current chairman of TMC and Director of Maintenance for Truck It, a small fleet in Cottontown, Tennessee. He shares the following tips:

- LED lights and sealed wiring harnesses. And the harnesses are in sections. That way if one part gets damaged, you can replace it in sections rather than try to replace the whole harness.

"Once corrosion gets into the harness, I'll guarantee that in less than 90 days

- Specially treated steel on flatbeds. Because steel corrodes easily, Gambrell says the upper coupler is dipped in an undercoating substance before assembly. At Gambrell's direction, Fontaine, which built his last group of trailers, installed galvanized steel crossmembers instead of painted steel.

- Zinc-coating on glad hands and other steel parts. "If they're damaged, you can sand into this and then repaint," he said of the zinc chromate. And though he believes in hot-dip galvanizing and would order the trailer's entire rear end in galva-



TOEING THE LINE: Northern Canadian winter highways can be particularly nasty to your trailers.



after you've repaired it, you'll have it in [the shop] again. Electricity has a wicking effect on copper that draws corrosion in. If we used silver that wouldn't be a problem but we can't afford that."

nized steel, Gambrell notes that sanding and welding can damage its zinc layer and render it open to rusting.

- Joining forces with other truckers. Gambrell says a trailer builder might not be set up for anticorrosion processes, but you can have more clout if you attach an order to somebody else's. (This tactic works well if a fleet manager is in touch with others in the trucking community through provincial trucking associations or the TMC.) Sometimes the trailer manufacturer will tell the manager about another order that's similar to what he wants and be willing to consolidate the two.

PHOTO: Don Graham



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Carl Tapp who recently retired as vice president, maintenance, for PAM Transport, of Tontitown Arkansas, offers these trailer-preservation tips:

- Phillips nose box for the 7-way electrical connector, with 20-amp circuit breakers and threaded studs for ring terminals on the wiring harness to secure wiring connections. “When going down the road, the connections can vibrate loose, but won’t if you use studs and nuts instead of push-on connectors.”

- Rear impact guard assembled with cadmium-plated bolts and built to Canadian spec. An extra K-brace in the center strengthens the guard if it’s not released by a dock lock, and the trailer is moved forward.

- Roof panels of aluminum (instead of plastic, which tend to crack). “In mono-coque construction, the roof is a big part of the trailer’s strength.”

- Side liners of full-height recycled plastic panels (rather than plywood). “They don’t snag the freight, they stay clean, and we’re helping the environment using recycled material,” Tapp said. “They’re easy to replace, but we’ve rarely had to replace one, unless the trailer had been wrecked.”

- Side scuff liner of laminated hardwood (“It lasts better than anything”), 12-in.

high along the floor, to bear up against moving pallets.

- Forward scuff liner of 7-gauge steel, 12-in. high, welded to the upper coupler, to withstand forklift battering.

- Tire inflation systems to preserve the life of tires.

- License plate mounted inside a rear wing-plate bracket so it can’t be hit, with a white LED licence-plate light. ▲

NEWS THAT’LL FLOOR YOU

There’s not much sense calling a dry van “dry” if there’s moisture under the floor.

Water can be a killer.

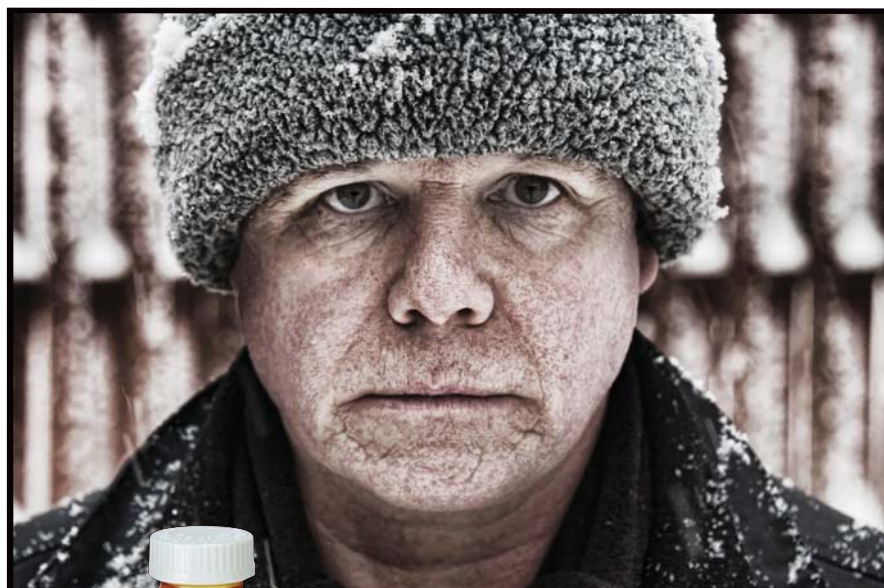
That’s why Canadian trailer-flooring company **PROLAM** is making such headway with big fleets such as Coca-Cola, Bison, Midland and Penske, to name a few of Prolam’s champions.

Prolam’s killer app? Laminated floors with zig-zag joints and special protective coatings under and on top of the surfaces.

Prolam’s **PuR Hot-Melt** is a polyurethane plastic layer applied to the “bottom” of the floor which acts as a permanent barrier to protect the wood and glue lines against rain, snow and chemicals.

Waxin—(a.k.a. paraffin-dipped)— is Prolam’s newer innovation, designed to create a virtually waterproof top barrier of protection for hardwood floors. Waxin penetrates the wood fibers and does not degrade from forklift traffic like top coats such as polyurethane.

A Prolam floor can be spec’d by any sized fleet and can be installed by all trailer OEMs.



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PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

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



STARTING BATTERY

A 4-YEAR WARRANTY ON TROJAN'S TRANSPOWER ST1000

TROJAN BATTERY now offers a 4-year warranty on its TransPower ST1000 starting AGM battery for trucks (and buses).

It's a sealed, maintenance-free AGM 31 starting battery. Several design features contribute to high cranking power and longevity, like the high-density paste formulation that's said to optimize density, porosity and surface area, achieving a balance of power and durability.

Its heavy-duty plate design is thicker than standard starting battery plates, the company says, adding that it helps deliver

nearly double the battery life of a standard flooded starting battery. The plate design also tolerates extreme weather conditions.

The battery is packaged in a thick-walled, durable polypropylene case that's rigid to keep the battery's internal components compressed. This protects the plates from damage caused by shock and vibration, the company says. The case is also resilient against engine oil, gasoline, and road chemicals like salt and magnesium chloride.

See www.trojanbattery.com

LIGHTING CATALOGUE

PETERSON'S 2012 MASTER CATALOGUE IS THE BIGGEST YET

Peterson Manufacturing says its master catalogue for 2012 holds more than 276 pages of vehicle safety lighting products and accessories.

Its color-coded format and new quick-reference icons are said to make locating items and comparing major features quick and easy. Peterson says the catalogue showcases the widest, deepest product line in the company's history.

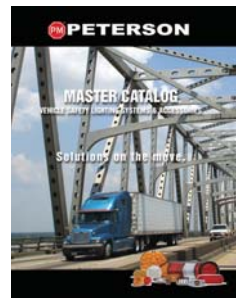
More than 700 brand new items are in there, including re-designed and expanded 4-in. round and 6-in. oval lamps; re-designed 2- and 2.5-in. LED models; and over 20 new models of 'Great White' LED interior, dome and utility lights.

As well there's an expanded electrical accessories section showing new wiring, switch, and terminal assortments.

You'll also find Peterson's new warranty statement plus details of a new LED limited lifetime warranty.

To order print copies or the CD-Rom version, call 1-816-765-2000 or email pmsales@pmlights.com.

See www.pmlights.com



EMERGENCY RESPONSE GUIDE

J. J. KELLER OFFERS 2012 EMERGENCY RESPONSE GUIDEBOOK AT 2008 PRICES
The 2012 Emergency Response Guidebook (ERG) from **J. J. Keller** is expected to be available in early 2012, and copies can be reserved now at 2008 edition prices.

The ERG is the premier source for information needed to respond immediately to a transportation incident involving hazardous materials. Transporters, police, firefighters, and other emergency

services personnel use the ERG as a quick way to identify the hazardous materials and get response information to protect themselves and the general public.

The 2012 ERG will replace the 2008 edition and reflect the latest guidelines for proper emergency response to a hazmat incident.

Reserve it now and receive 2008 edition prices, plus priority processing, as soon as the new ERG is available for shipment.

It's offered in multiple formats, including soft-bound, spiral-bound, and CD-ROM.

To see descriptions of all the formats, plus quantity pricing, visit www.jjkeller.com/51390.

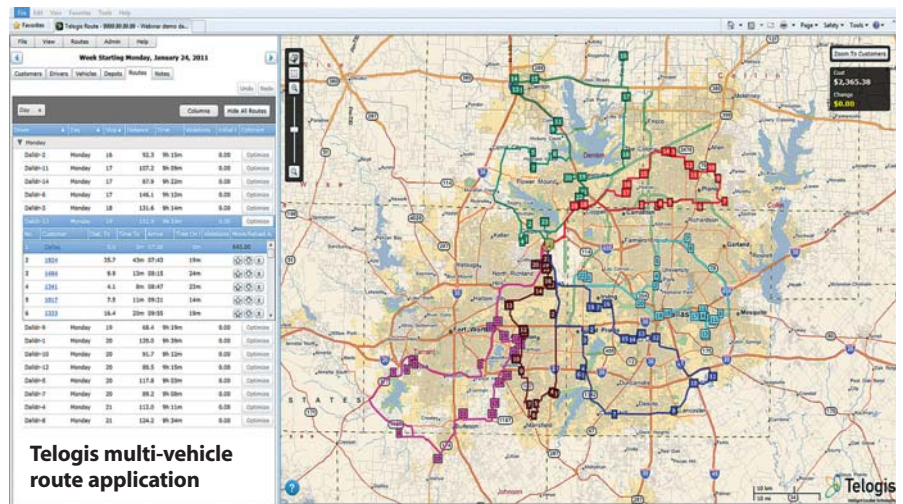
ELECTRICAL DIAGNOSTICS

EXP-1000HD FROM MIDTRONICS IS AN EXPANDABLE ANALYZER

The EXP-1000HD analyzer from **Midtronics**, created specifically for the heavy-duty fleet market, uses new battery-testing technology and was designed for maximum flexibility.

Features include battery-pack testing; multiple-battery routines for up to six batteries; special commercial battery algorithms for Group 31 batteries; and application-specific test parameters for system and cable-drop testing.

There's also a DMM function for advanced diagnostics and enhanced communications capabilities; an advanced user interface; and program management tools



There's also an IR printer option and a data card reader/writer for future upgrades. Program management tools include a user ID system to help drive and manage product use.

Applications include 6- and 12-volt HD-commercial, automotive, and marine battery testing (including AGM batteries) plus 12- and 24-volt charging-system diagnostics.

See www.midtronics.com

WEB-BASED ROUTING

NEW ROUTE-OPTIMIZATION TOOL WITH RELEASE OF TELOGIS ROUTE 3.0

The **Telogis** 'Software-as-a-Service' (SaaS) multi-vehicle route-optimization application is said to provide routing efficiency and flexibility with new, patent-pending 'Advanced Territories' capabilities.

Telogis says it allows companies to give geographic-centric routes to drivers without limiting routing options to those boundaries.

"Other routing tools on the market require the customer to create hard-lined geographic borders that limit routes to being sequenced within those boundaries," claims Newth Morris, president of Telogis Route. "This approach is very time-consuming, often requires an on-site expert, does not take into account dynamic variables such as holidays, business hours and customer requests, does not support frequency-based service visits and results in extremely inefficient routes. With Telogis Route 3.0 we're able to loosen those geographic constraints to ensure the most intelligent and cost-efficient routing scenarios while also taking into account all of the other variables that drivers and customers encounter each day."

Built off the infrastructure of the Telogis Cloud, the new version is said to offer both response speed and functionality. Being web-based, Telogis Route 3.0 is easy to deploy across decentralized organizations without the added cost of new infrastructure such as server hardware.

It's offered as a subscription-based service and requires no dedicated on-site personnel. The system allows users to track costs for created routes and even provides an 'immediate feedback on costs' feature that provides an instant evaluation of routes based on fixed and variable costs, fuel costs, labour costs, and other variables that affect the bottom line.

See www.telogis.com





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WINGMAN FACTORY OPTION

KENWORTH T800 ADDS BENDIX WINGMAN WITH ACB AS FACTORY OPTION

Kenworth's T800 now offers the optional Bendix Wingman ACB (Active Cruise with Braking) as a factory-order option, as it has been on T660 and T700 models.

Using a radar sensor mounted to the vehicle's front, Wingman ACB helps provide impact, following-distance, and stationary-object alerts. They're always available, whether or not cruise control is engaged.

When turned on, the system will also actively intervene to help the driver maintain a set following distance behind a forward vehicle by reducing throttle, engaging the engine retarder or, if necessary, applying the foundation brakes. The driver maintains control and can add additional braking or steering inputs to help avoid or minimize a collision situation.

The Wingman ACB system offers audible and visual stationary-object alerts to the driver as the vehicle nears a stationary object like a car, a steel drum, or some other metallic obstruction blocking the lane, though it won't automatically decelerate the truck on approach. The alerts work in rain, snow, smoke, fog, or at night. They give the driver up to three seconds warning before a potential impact.

See www.kenworth.com and www.bendix.com

LOAD SECUREMENT

UTILITY'S OPTIONAL SECUREMENT SYSTEM IS FOR ALL CARGO, COILS NOW INCLUDED

Utility Trailer Manufacturing says the Adjustable Load Securement System (ALSS) option for its flatbed trailers is now available for all types of hauls, now including coils.

The ALSS option was introduced earlier for flatbed, dropdeck, Tautliner curtainsided trailers, and the Conestoga 2. It's now ready for coils when ordered with the optional J-hook tie-down plate

'stops'. They prevent fore-and-aft movement of the plates which is essential for proper coil securement.

Utility's ALSS provides an additional tie-down location for load securement over and above winches, side rail and pipe spools. Traditional tie-down devices such as chains, cables, and web straps can be connected to the moveable J-hook plates. The new system

features a working load limit rating of 6500 lb per tie-down plate, which matches the current rating for the heavy-duty aluminum pipe spool on Utility's 4000A flatbed.

An optional storage system can be mounted to a trailer's main frame beam and can hold up to 12 J-hook tie-down plates.

See www.utilitytrailer.com

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Product Watch

LIFT-AXLE CONTROL

WHEEL MONITOR SYSTEM MONITORS LOAD, LIFTS AUTOMATICALLY

The Proviso Plus P200M from **Wheel Monitor** is an electronic control system for lifting auxiliary axles when they're not needed. It monitors the load and lifts the axle automatically when the vehicle is lightly loaded or empty. Easy computer setup is said to mean it's quick to install.

It's designed specifically for trucks with mechanical suspensions. It will control air pressure in the lift-axle suspension to achieve axle-load equalization.

Standard functions include automatic lifting of the self-steer axle when reversing and/or when the truck is empty. Under 60 km/h, while the truck's loaded, users can lift the axle manually using the four-way flashers. Strain sensors are installed safely inside the frame rails—protected from road debris and weather—to monitor the axle-load weight. This allows the system to work for all mechanical suspensions.



For Ontario buyers, it's useful to know that all functions are compliant with SPIF 4 regulations.

It comes as a "low cost" kit with stainless-steel enclosure and pneumatics built in. Users can also buy the module only and supply their own pneumatics and box.

See www.wheelmonitor.com

SOLUS AERODYNAMICS

A NEW PLAYER ON THE AERO TRAILER SCENE

Solus Solutions and Technologies has introduced 10 EPA- and CARB-certified aerodynamic products for trailers, including seven 'split skirt' configurations, wheel-cavity covers, an outboard



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wakeboard, thrust fairing, and a 'flip tail'. The wakeboard and thrust fairing can be integrated into a trailer as original equipment or as part of one of three packages that offer claimed fuel savings from 3.4 to 4.9 percent.

The split skirts have an aft panel that moves with the tandem axle for best performance but can also move independently to allow for maintenance and safety checks. The design allows for customization based on a user's particular need, accommodating reefer, tank, and



flatbed trailers of any length, doubles included, as well spare tires and tool boxes. Solus says there are no modifications required for landing gear access or reefer fuel tanks.

The skirts provide 8 in. of static ground clearance and 20 in. of total ground clearance while weighing less than 200 lb, the company says. Length varies between 18 to 24 ft with the aft panel remaining constant at 6 ft and the gap ranging from 0 to 4 ft as required. Three of the these skirt configurations are said to provide greater than 5 percent savings while the other four manage to top 4%—and combined with the wheel-cavity cover they'll hit 5 percent too, according to the manufacturer.

The wheel-cavity cover itself is for use on both tractor and trailer, incorporating a large-diameter access hole in the center to provide unlimited visual and physical wheel access for maintenance and safety checks. It's said to offer a 1.3 percent fuel saving.

www.solusinc.com

DISPATCH SYSTEM

PROPHESY LAUNCHES EIGHT VIDEO DEMONSTRATIONS ON WEB-BASED DISPATCHING

Prophesy Transportation Solutions

has released a series of eight short video demonstrations featuring different sections of the web-based, pay as you go, Prophesy OnDemand dispatch tool, which is geared toward smaller trucking companies and brokers. The videos give viewers an inside look at the software's features and allow them to find more

information or make a direct purchase at the Prophesy eStore.

The aim is a self-service experience as would-be buyers evaluate the system online, with staff available to help them decide if OnDemand is the right fit.

The videos cover key segments of its functionality, including: dispatch; accounting; rating; LTL and cross-docking; reporting; Track & Trace, EDI and ACE; mileage and routing; and IFTA fuel tax.

Prophesy OnDemand is a fully automated, web-based dispatch system, available on a 'pay as you go' basis. Called "easy to use," it requires an Internet connection and minimal set up, with no expensive hardware or software to purchase or upgrade.

See www.mile.com and www.prophesyondemand.com/demos

TRACKING SYSTEM

JUMPTRACK PROOF-OF-DELIVERY SYSTEM USES SMARTPHONES, TABLETS

JumpTech's JumpTrack smartphone-based tracking and proof-of-delivery system uses low-cost Android or Apple devices assigned to each route driver. Unlike bulky and more expensive legacy terminal systems, this is said to be simple, efficient and affordable based on the company's "proven" cloud services and robust back-end servers.

With the JumpTrack mobile app installed on Android/Apple smartphones or tablets, end users can sign for deliveries simply using their fingertip and all the back-end tracking is handled seamlessly via the cloud. This simple proof-of-delivery system sends detailed delivery information

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of January 10, 2012 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	143.4	0.0	125.4
VANCOUVER *	134.9	3.0	94.1
VICTORIA	129.4	1.0	94.3
PRINCE GEORGE	129.9	-0.3	98.3
KAMLOOPS	130.9	0.0	99.3
KELOWNA	133.9	-0.3	102.1
FORT ST. JOHN	133.9	-6.7	102.1
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	119.9	0.0	101.2
RED DEER	125.2	0.7	106.3
EDMONTON	118.2	-1.7	99.6
LETHBRIDGE	120.9	-0.5	102.1
LLOYDMINSTER	126.9	0.0	107.9
REGINA *	124.9	-1.0	100.0
SASKATOON	126.5	-1.0	101.5
PRINCE ALBERT	128.4	0.0	103.3
WINNIPEG *	121.9	-2.6	100.6
BRANDON	118.9	0.0	97.7
TORONTO *	131.2	-0.4	97.8
OTTAWA	132.9	1.3	99.3
KINGSTON	129.9	0.0	96.7
PETERBOROUGH	129.9	-0.3	96.7
WINDSOR	125.7	0.8	92.9
LONDON	127.9	-0.7	94.9
SUDBURY	132.9	2.0	99.3
SAULT STE MARIE	130.4	0.9	97.1
THUNDER BAY	131.4	-0.1	98.0
NORTH BAY	130.5	-0.3	97.2
TIMMINS	134.6	2.7	100.8
HAMILTON	126.8	-1.0	93.9
ST. CATHARINES	126.2	-0.3	93.4
MONTRÉAL *	138.4	2.3	98.2
QUÉBEC	136.6	1.7	96.6
SHERBROOKE	134.9	2.0	95.1
GASPÉ	134.4	1.0	98.5
CHICOUTIMI	132.9	0.0	97.2
RIMOUSKI	133.4	0.0	95.7
TROIS RIVIÈRES	133.9	0.0	94.3
DRUMMONDVILLE	140.9	7.0	100.3
VAL D'OR	132.4	0.2	96.8
SAINT JOHN *	133.9	1.0	95.3
FREDERICTON	134.2	1.0	95.6
MONCTON	134.7	1.4	96.0
BATHURST	136.5	1.2	97.6
EDMUNDSTON	135.3	0.8	96.6
MIRAMICHI	135.6	1.0	96.8
CAMPBELLTON	135.7	1.0	96.9
SUSSEX	133.7	0.5	95.1
WOODSTOCK	137.8	1.1	98.7
HALIFAX *	133.5	5.0	96.7
SYDNEY	136.6	5.2	99.4
YARMOUTH	135.7	3.7	98.6
TRURO	134.2	4.9	97.3
KENTVILLE	135.2	5.2	98.2
NEW GLASGOW	135.7	5.0	98.6
CHARLOTTETOWN *	124.5	0.0	94.4
ST JOHN'S *	137.1	1.1	100.8
GANDER	133.5	1.0	97.6
LABRADOR CITY	142.4	1.0	105.5
CORNER BROOK	138.3	1.6	101.8
CANADA AVERAGE (V)	129.0	0.6	98.4

V-Volume Weighted

(+/-) indicates price variations from previous week.

Diesel includes both full-serve and self-serve prices.

The Canada average price is based on the relative weights of 10 cities (*)

www.espar.com



Simple. Quick. Effective.

The screenshot displays the TruckandTrailer.ca website interface. At the top, the logo reads "Truck and Trailer.ca" with the tagline "Canada's #1 Source for Buying or Selling Heavy Trucks and Trailers". Navigation links include HOME, SELL, FIND A DEALER, PRODUCTS & SERVICES, INDUSTRY NEWS, and a QUICK SEARCH bar. The main content area is divided into sections for "BUY Trucks (4,449)" and "Trailer (3,181)", each with filters for New/Used status, Application, Make, and Where. A "SELL" and "FIND A DEALER" section is also present. A "SEARCH" section allows for Make/Model and Where searches. A "Featured Dealer Site" for KID is highlighted. Below, there are several news articles under "NewsFIRST", including "ON/OFF-ROAD TIRES" and "SUSPENSION OPTIONS". A "FEATURED INVENTORY" section shows various truck models. Social media links and a "Need Help?" contact section are also visible.

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automatically to JumpTech's servers and each customer's backend systems.

The cost per truck with JumpTrack is 80 percent less than traditional terminal solutions, the company claims.

The JumpTrack app is available free on the Android Market and the Apple App Store for all iPhone, iPod Touch, and iPad devices running iOS 4.0 or later. The proof-of-delivery service costs US\$75 per truck per month.

See <https://market.android.com/details?id=com.jumptech.jumpapp> and <http://itunes.apple.com/us/app/jumpapp/id459210658?ls=1&mt=8>.
www.jumptech.com

ROLLING MECHANIC'S STOOL

THE TAIL BONE MECHANIC'S SEAT ROLLS OVER AIR HOSES, CORDS, AND DEBRIS. Creators of 'The Bone' mechanic's creeper, **Dale Adams Enterprises** now offers The Tail Bone, a unique rolling mechanic's stool. Made with 5-in. wheels, it's said to roll easily over cords, air hoses and debris with no tipping or flipping. Its unique bucket seat and tripod base provides a naturally stable working platform that's claimed to be the most durable in its class.

The Tail Bone makes working on lower areas of vehicles more manageable, particularly on rough floor surfaces with cracks and debris. And because it turns with the user, the legs stay out of the way for greater comfort and reduced back and knee pain.

The Tail Bone and its bigger sister product, The Tail Bone Rough Rider, employ a tripod design using high-strength polypropylene copolymer, which is impervious to most solvents. The Tail Bone has a 130-lb rating per wheel and a



seat height of 12 in. The Tail Bone Rough Rider has a 250-lb rating per wheel and a seat height of 13 in., making it a better option for outdoor use. Both have a 350-lb weight capacity and a limited warranty.

The Tail Bone carries an MSRP of US\$152.95 while The Tail Bone Rough Rider's MSRP is US\$179.95. They're both available at WizardDistribution and ProductNewsChannel.

See www.wizarddistribution.com, www.productnewschannel.com, and www.bonecreeper.com

SALT, SAND SPREADERS

TWO TRUCK-POWERED ELECTRIC MODELS FROM HINIKER

Hiniker Company's dual-motor electric salt and sand spreader is said to allow accurate and convenient tailoring of material application rates. Powered by the truck's 12-volt electrical system, it provides individually variable speed control for both the conveyor and the spinner. The two electric motors run quietly, the company says, making them unobtrusive in residential and office applications.

The spreaders also feature blast control for quick, extra-dense applications and a reverse switch to clear jams quickly. Two stainless-steel electric spreader models are available: the 6.5-ft model 635 and the 8-ft model 835.

Standard hopper capacities are 1.50 cu. yd. for model 635 and 1.80 cu. yd. for

model 835. A tip-up spinner assembly makes unloading unused material easy, says Hiniker, and provides easy trailer hitch access.

See www.hiniker.com

MAPPING AND DISPATCHING

NEW CAPABILITIES INCLUDE IMPROVED CONTROL OF DISPATCHING, EASE OF USE. Software designer and developer **Carrier Logistics** has launched its FACTSmap version 2.0, said to offer dispatchers increased routing optimization capabilities and ease of use, for its FACTS transportation software suite.

Current customers who have the FACTS total freight-management system with the optional FACTSmap 1.0 module are entitled to a free upgrade. The new version offers many enhancements like the ability to provide ETA alerts for shipments that have been delayed. There are real-time alerts when traffic jams occur, enabling trucks to take an alternate route to avoid delays.

Users also have increased flexibility to manage dispatching and operations at multiple terminals instead of just one. As well, there's the ability to switch pickups and deliveries from one driver to another by a click of the mouse.

Geo-coding enables dispatchers to re-direct shipments headed to the wrong location, avoiding late deliveries.

See www.carrierlogistics.com ▲

YOU CAN'T GET THERE FROM HERE

Know Where This Whistle (pig) Stop Is?



← Every month, we print a photo of a landmark visible from a major artery and the first 10 readers to i.d it get a fabulous **Today's Trucking** cap. Last time, we took you to picturesque Tweed, Ont., where sculptor Paul Shier's white wolf stands on guard in honor of Canadians who've lost their lives in Afghanistan.

This month's statue is somewhat off the beaten path. Still, we predict—without a shadow of a doubt—that lots of you will recognize the critter. If you think you know where this photo was taken, call Jason Rhyno at:



January Answer:
Paul Shier's white wolf,
Tweed, Ont.

CAN'T GET THERE FROM HERE

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COMPANY NAME _____

COMPANY ADDRESS _____

CITY _____ PROV. _____ POSTAL CODE _____

TEL () _____ FAX () _____

E-MAIL _____

1 HOW MANY VEHICLES ARE BASED AT (OR CONTROLLED FROM) THIS LOCATION? PLEASE INDICATE QUANTITIES BY TYPE

TRUCKS _____ TRUCK TRACTORS _____

TRAILERS _____ BUSES _____

OFF ROAD VEHICLES _____

2 ARE ANY OF THESE VEHICLES ...

- A. In any of the following Gross Vehicle Weight Classes?**
- Class 8: 33,001 lbs. GVW & Over Yes No
- Class 7: 26,001 to 33,000 GVW Yes No
- Class 6: 19,501 to 26,000 GVW Yes No
- Class 3, 4, or 5: 10,001 to 19,500 GVW Yes No
- Class 1 or 2: Under 10,000 lbs. GVW Yes No
- B. Refrigerated** Yes No

3 DO YOU HAVE MAINTENANCE SHOP FACILITIES AT THIS LOCATION? How many mechanics here? YES NO

4 INDICATE YOUR PRIMARY TYPE OF BUSINESS: Check ONE category only.

- (A) For-hire (Common & Contract Trucking)
- (B) Lease-Rental
- (C) Food & Beverage Production/Distribution
- (D) Farming
- (E) Government (Fed., Prov., Local)
- (F) Public Utility (electric, gas, telephone)
- (G) Construction/Mining/Sand & Gravel
- (H) Petroleum/Dry Bulk/Chemicals/Tank
- (I) Manufacturing/Processing
- (J) Retail/Wholesale/Delivery
- (K) Logging/Lumber
- (L) Bus Transportation
- (M) Moving & Storage
- (N) Waste Management
- (O) Other

5 DO YOU SPECIFY, SELECT OR APPROVE THE PURCHASE FOR ANY OF THE FOLLOWING? Check ALL that apply.

A. New vehicles & components

- 01 Trucks, Tractors
- 02 Trailers
- 03 Powertrain components (engines, transmissions, axles)
- 04 Vehicle systems (brakes, lighting, suspensions, cooling, electrical)
- 05 Tires, Wheels (new or replacement)
- 06 Vehicle appearance (paints, markings - new or replacement)

B. Replacement Components, Parts & Supplies

- 07 Replacement parts (filters, electrical, engine parts, brakes, suspensions, exhaust)
- 08 Major replacement components (engine, transmissions, exhaust)
- 09 Oils, Additives & Lubricants
- 10 Shop equipment and tools

C. Fleet Products & Services

- 11 Equipment Leasing
- 12 Computers, Software
- 13 Financial services, Insurance
- 14 Fleet management services (fuel reporting, permits, taxes)

- D. 15 None of the above**

*** PLEASE BE SURE TO COMPLETELY ANSWER ALL QUESTIONS IF YOU ARE A TRUCK OPERATOR**

*** NON-TRUCK OPERATORS USE BOX BELOW ONLY**

TO BE COMPLETED BY NON-TRUCK OPERATORS ONLY!!!

What best describes your basic business as it relates to truck/bus fleets? (Check Only ONE)

- MANUFACTURER (including factory branches) of trucks, buses, trailers, bodies, components, parts, supplies or equipment.
- NEW VEHICLE DEALER/trucks, tractors, trailers.
- HEAVY DUTY WHOLESALER/ components, parts, supplies or equipment.
- INDEPENDENT FLEET SERVICE/REPAIR SPECIALIST
- OTHER (Specify) _____



By Peter Carter

Facing the Music

Why meeting eye-to-eye and ear-to-ear pays off for everyone.

Here's something you didn't know before now. The most popular music that guys play when they're trying out new electric guitars at Steve's Music in downtown Toronto is the opening few notes of "Sweet Child of Mine."

The intros to "Crazy Train" and Deep Purple's "Smoke on the Water" are also very popular. (Good ole "Smoke" turns 40 this year, btw.)

Steve's, in case you've never been, is a musical carnival of a store. With outlets in Toronto, Montreal and Ottawa, Steve's instrumental inventory is breathtaking; guitars and drums everywhere, and a very knowledgeable staff that encourages customers of all skill levels to try out the gear.

When you enter a Steve's, you get musically assaulted by screaming Telecasters and crashing cymbals, as customers show off their skills on the fancy equipment. It's noisy, but really fun.

Jeanette Dowling is a Steve's staffer and a professional musician. Among her unofficial duties at Steve's is secretly keeping a list of which riffs get played most. No reason. Just because.

I learned about her list when I dropped in to buy some strings.

I told Jeanette I thought "Smoke" would be numero-uno. I figured everybody could play it.

"Isn't," I asked, "Sweet Child' harder than 'Smoke on the Water?'"
"Not," she laughed, "the way they play it around here."

(Dowling, who tours with several bands including Danny Laj and the Looks, says she's writing a song about Steve's called "Everybody's Got to Start Somewhere But Why Does It Have to Be Here?")

I asked Jeanette if she's familiar with that other Deep Purple hit, "Space Truckin'." It could, I thought, be the theme song of a new Canadian trucking company, based in Conquest, SK. The company's named after the song.

Space Truckin' Ltd., does mostly oilfield work; and business, Sara Graham of Space Truckin' told me, is blazing. And that's of course music to anybody's ears.

She also mentioned that Space Truckin' is in the market for

new iron and she and her partner/husband Don plan to attend Truck World, in Toronto, in April. "A major snow-storm would be the only reason we wouldn't be there," Sara said. Which is music to my ears.

One reason is, the company that produces Truck World, Newcom Business Media, also publishes this magazine. If Truck World's a success my boss is happy, and if my boss is happy, well, you get the picture.

But more importantly, if you're me—i.e., a magazine editor who loves meeting the folks who read your publication—then Truck World is one of the highlights of the year.

Truck World (April 19 to April 21 at Toronto's International Centre) brings readers like Sara and Don Graham right to our doorstep.

We editors hang around the show and meet you—our readers—and we find out what gets you up in the morning. Nothing contributes to a magazine's success as much as that kind of contact with the people we write it for.

Of course you can always contact us through Twitter, Facebook, LinkedIn, phone or—as Associate Editor Jason Rhyno put it—"good

ole-fashioned email." But body language speaks much louder than words.

Here's something that cost me a year in journalism school but you get for nothing: If you have to find out stuff about somebody, you get 80 percent more information face-to-face than if you talk to them on the phone.

I know it works with stories. So it probably works with sales, too. Up close, you can read people. Sara and Don Graham know they'll do better business in person at Truck World than on the phone.

Need more proof that seeing is believing?

Twenty paragraphs ago, you read about what Steve's Music sounds like.

Come to Truck World. Take a side trip to visit Steve's. Hear for yourself. You won't forget it. Just don't blame me if you never want to hear the opening notes of "Sweet Child of Mine" again. ▲



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