

TRUCK WORLD WISDOM: "Know all your numbers on a daily basis," PG. 29



Swift Founder and guest speaker **Jerry Moyes**

Today's Trucking

The Business Magazine of Canada's Trucking Industry

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OPS TIPS

FROM
CANADA'S
BIGGEST
CARRIERS **PG.12**

THE PROMISE OF PROPANE **PG.32**

ENDING ENGINE WOES **PG.49**



IT'S **TRUCK
WORLD
TIME!** PAGE **29**

April 2012

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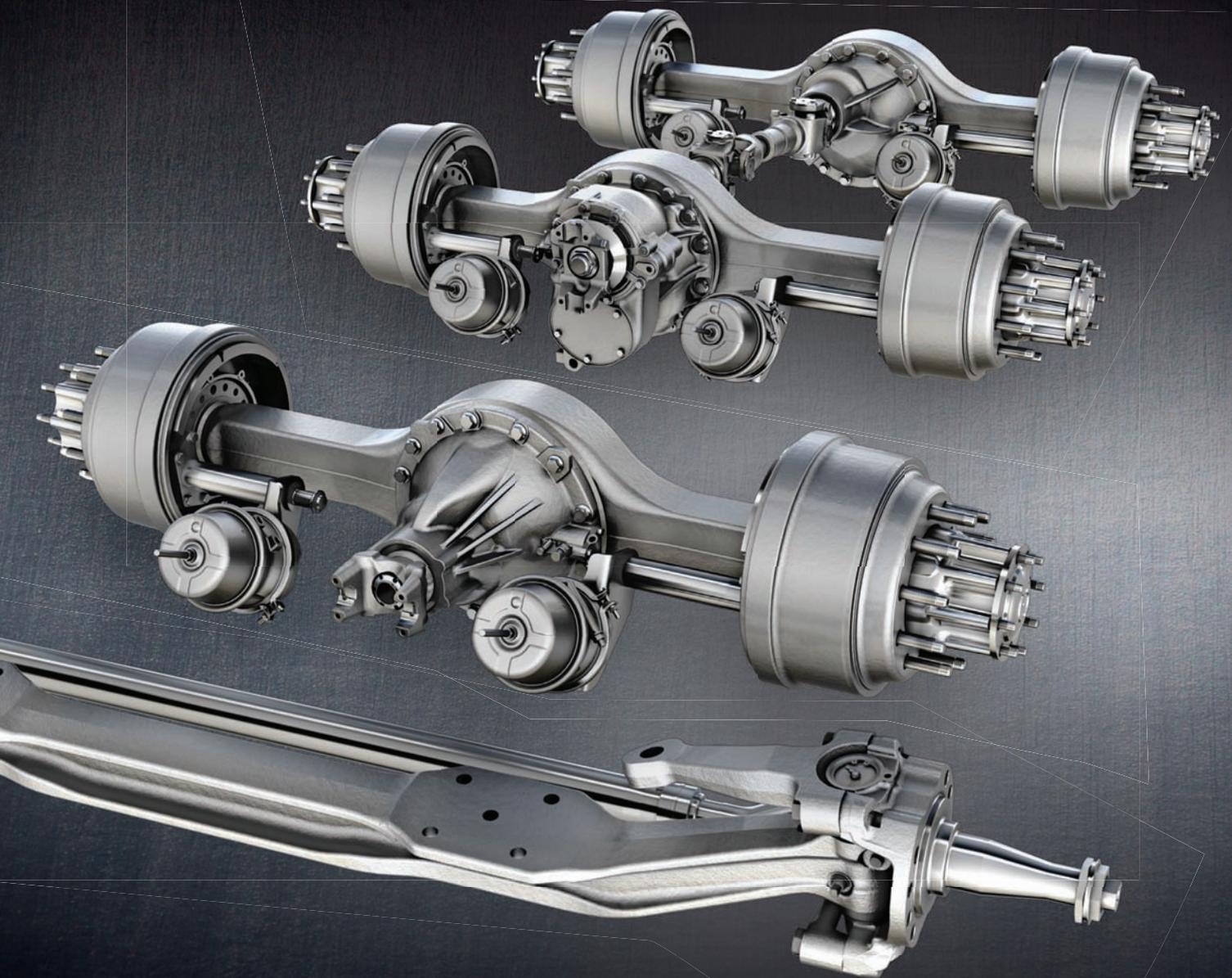
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ADDED **MOMENTUM.** FROM **DETROIT.**



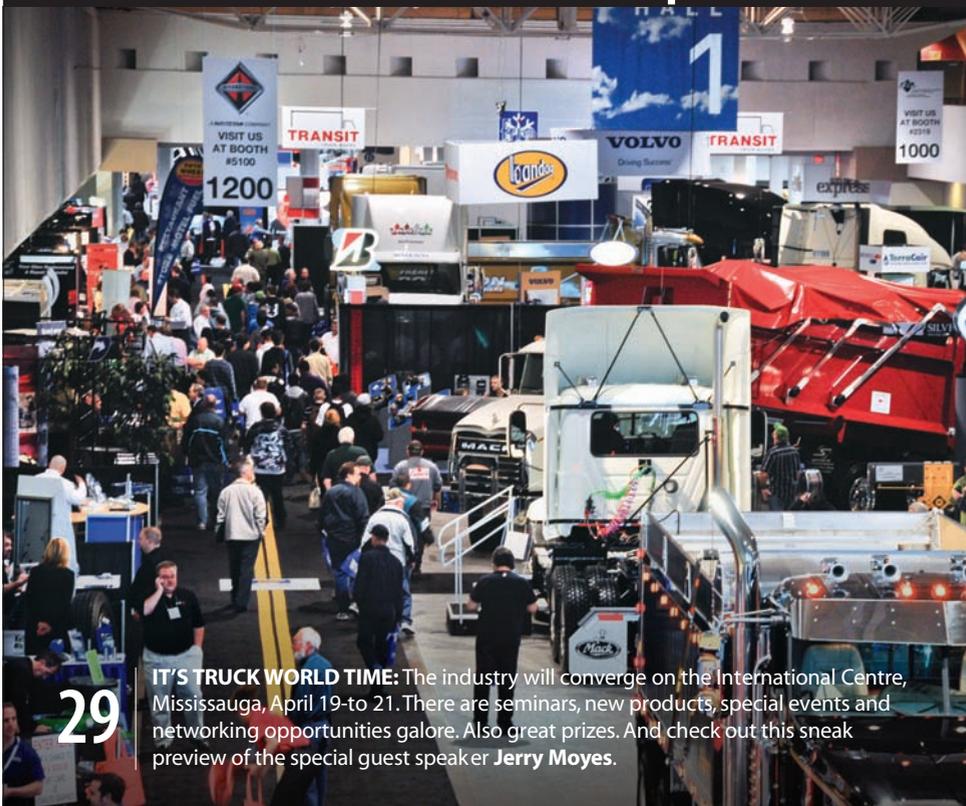
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29

IT'S TRUCK WORLD TIME: The industry will converge on the International Centre, Mississauga, April 19-to 21. There are seminars, new products, special events and networking opportunities galore. Also great prizes. And check out this sneak preview of the special guest speaker **Jerry Moyes**.



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— BY JASON RHYNO

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— BY STEVE BOUCHARD

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— BY JIM PARK

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New Free-and-Easy Contest **69**

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Today's Trucking is published monthly by NEWCOM BUSINESS MEDIA INC., 451 Attwell Dr., Toronto, ON M9W 5C4. It is produced expressly for owners and/or operators of one or more straight trucks or tractor-trailers with gross weights of at least 19,500 pounds, and for truck/trailer dealers and heavy-duty parts distributors. Subscriptions are free to those who meet the criteria. For others: single-copy price: \$5 plus applicable tax; one-year subscription: \$40 plus applicable taxes; one-year subscription in U.S.: \$60 US; one-year subscription foreign: \$90 US. Copyright 2012. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without prior written consent of the publisher. The advertiser agrees to protect the publisher against legal action based upon libelous or inaccurate statements, unauthorized use of photographs, or other material in connection with advertisements placed in Today's Trucking. The publisher reserves the right to refuse advertising which in his opinion is misleading, scatological, or in poor taste. **Postmaster:** Address changes to Today's Trucking, 451 Attwell Dr., Toronto, ON M9W 5C4. Postage paid Canadian Publications Mail Sales Agreement No. 40063170. ISSN No. 0837-1512. Printed in Canada.

We acknowledge the financial support of the Government of Canada through the Canada Periodical Fund (CPF) for our publishing activities.

Canada



**Kenneth R. Wilson
Award Winner**

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Letters to the Editor

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

He never got there period.

RE: "You Can't Get There From Here," pg. 53, March 2012.

That photo of the "Mon Copain" sign on Rte 185 just about 1.5 kms north of Dégélie, QC., brought back some vivid memories. I still recall one particular "visit-to-be" at that tavern/strip joint that ultimately cost me \$845 (in 1992 dollars, mind you). And I didn't even get to see/enjoy even one of these lovely young ladies!

It was a Sunday evening in February, it had just snowed heavily, and the steep grade of Rte 185 coming into Dégélie was one sheet of ice. My intention, as usual on such Sundays, was to pull into "Mon Copain" for some pleasant (alcohol-free) R&R.

I was in my '91 International 8100 pulling a tri-axle load of sugar (grossing 110,000 lbs).

Trouble is, because of the snowfall, I misjudged the entrance into the joint's

parking lot, and entered a private home's driveway instead, getting hopelessly stuck in its front yard! The owner was in Florida. It took one wrecker and two pay-loaders to pull me out of there. There was no physical damage to my equipment, but I left some ruts in that guy's lawn.

As I was to find out later, it apparently happened a number of times each winter, and the owner had a deal with the local towing company that \$400 would cover said lawn-damage. We hapless truckers were thus financing his annual beach vacations.

So, yes. One can not get there from here, but "Mon Copain" will forever stay in my memories. LOL

André Perret,

*THE ROAD SCHOLAR,
Hamilton, ON*



Announcement

Dan Robinson • Director of Digital Marketing Solutions

Joe Glionna, General Manager of Newcom Business Media and Publisher of **Today's Trucking**, is proud to announce the appointment of **Dan Robinson** as *Director of Digital Marketing Solutions*. Robinson will be working for Newcom across all its platforms, including magazine production, web development and professional and trade show events. (*Newcom Business Media owns Truck World.*)

"You've probably already seen Dan's work," says Glionna. "He has worked in the film and television industry in Canada for the past 20 years and over the past four has produced more than 200 videos covering a broad range of trucking issues."

Besides creating editorial video content, Robinson will be working closely with companies to develop marketing strategies including: lead-nurturing, customer testimonials, product video-brochures and "how-to" training videos.

"In other words," says Glionna, "Dan's behind-the-scenes handiwork will make all of Newcom's products zippier, more helpful, and even more entertaining. The people who will really benefit will be our customers and readers."

You can contact Dan Robinson at 416 614-5813 or dan@newcom.ca



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By Rolf Lockwood



Question Authority

Of course the powers that be aren't perfect, but why do there have to be so many repeat offenders?

Gallons of ink have been consumed in bitching about the extreme over-regulation of this industry. Ink and a lot of hot air. But we're right to bitch and moan.

I'm sure the nuclear-power world is full of rules and regs too. Possibly—but only possibly—more than we face. At least there's an obvious calamity quotient there. Sure, our trucks can do damage in a bunch of ways but the controls outweigh the risk we represent by a factor of about five gazillion to one. And they're driving people away from trucking. The headaches are just too many.

Case in point: scalehouse inspectors and other enforcement folks who don't know their stuff. If we're going to have all these rules, can we please have them applied fairly, correctly?

You don't know how many letters and calls and e-mails we get here at the magazine from drivers, owner-operators, and fleet managers who say they've been poorly served at this scale or that. Yes, we rarely hear the other side, and no doubt some of the complaints we receive are misplaced, misguided, or just plain wrong. I'm under no illusions, and I understand that the inspection/ enforcement job is a very tough one. I'm also sure that most people doing this thankless job take it seriously and make the effort to understand the laws they enforce. But not all of them.

I was prompted to write this piece by two things, one of them an apparently absurd ticket handed out recently by the Winnipeg police. It has nothing to do with trucking but it easily could. Chances are you've heard about the 77-year-old guy—with but one ticket in 61 years at the wheel—who was nailed for talking on his cell phone while driving. Thing is, he does not and never has owned a cell phone. He figures it's a clear case of a ticket quota at work and the evidence would seem to prove him right. That's corruption, in essence, and we all know that quota thing exists.

How can we possibly respect the enforcement community when this sort of thing goes on?

The other damning incident involves a reader, a man I won't name but one I've known for a while, a veteran driver who knows his stuff. Including when to be polite, though that patience was severely tested during a recent scale stop. He runs a four-axle dump truck. His present job gives him no way to check axle loads before hitting the road.

How can we possibly respect the enforcement community when this sort of thing goes on?

In this case the inspector came out and said my reader was 2,500 kg heavy on the drives but his gross was fine. Then he added, you're maxed out on both steer and lift axle. What? How can the gross be good if the steer and lift axles are maxed and the drives are 2,500 kg over? How, my reader asks, does that math work?

And this particular aggregate load is what the guys call 'soup'. It self-levels, so when the inspector suggested shifting weight onto the lift—even though it was “maxed” in his own words—my driver friend asked, “How?”

I won't go into all the details—it's actually a long story—but suffice to say this inspector, not at all new to the job, was completely baffled when he shouldn't have been. And by all accounts he's managed to enrage the local trucking community in the process.

We all deserve better.

BUT ON TO HAPPIER THINGS, namely congratulations to Transport Groupe Robert in Boucherville, QC, Bison Transport of Winnipeg, Erb International of New Hamburg, ON, and N. Yanke Transfer in Saskatoon. All four of these stellar fleets won National Fleet Safety Awards recently doled out at the Truckload Carriers Association convention in Florida.

Both Robert and Bison won their divisions (50-99.99 million and 100 million or more annual miles respectively), and that's no small feat. Erb and Yanke placed second and third respectively in Division IV (25-49.99 million miles).

Well done, I say!

AND ONE LAST NOTE. Please stop by to say hi at **TruckWorld 2012**, which is coming up from April 19th to the 21st at the International Centre near the Toronto airport.

As well as halls bursting with new equipment, the Canadian Transportation Equipment Association is presenting a couple of very useful seminars including one entitled “Load Distribution and Vertical Centre of Gravity Height Calculations” on Thursday.

Our own Jason Rhyno is doing a Saturday presentation on “How Social Media Can Work For You.”

And on Friday morning I'm moderating the Fleet Forum—“Maintenance Software for Fleets Big and Small”—in which we'll chart one fleet's selection and implementation of software that changed everything. See you there. ▲

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



Dispat

BY PETER CARTER

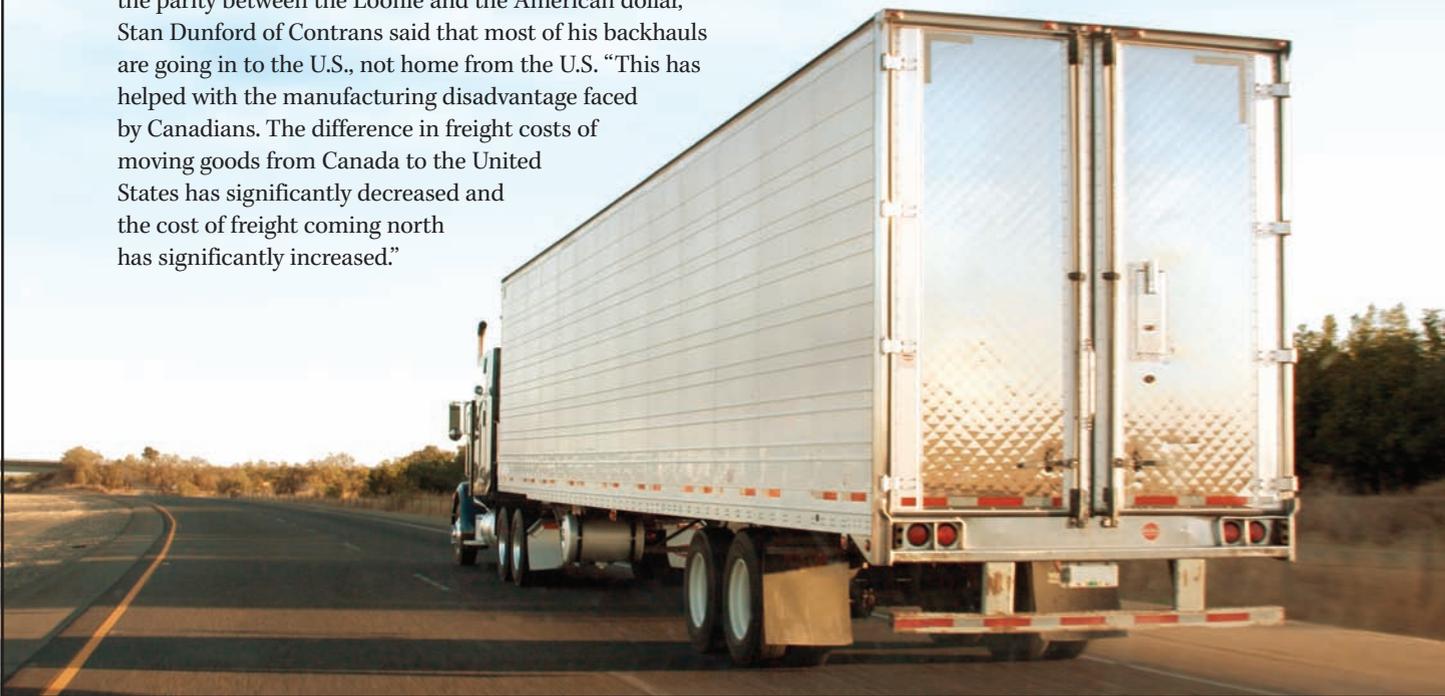
FOUR BY FOUR Trucks

BC Capital Markets's go-to truck expert is Walter Spracklin and in early March he invited four of this country's heaviest hitters to share their trucking sagacity with Bay Street bankers. **The main themes:** A barely measurable growth in the economy in the coming year, with exceptions in Alberta resources and Quebec mining. Ontario's auto industry has shown signs of recovery but hasn't yet returned to where it was in 2008.

The driver shortage is fuelling the growth of shorter-haul routes. The pony express is how Mullen CEO Murray Mullen described the new patterns. And because of the shrinkage of the Canadian manufacturing market and the parity between the Loonie and the American dollar, Stan Dunford of Contrans said that most of his backhauls are going in to the U.S., not home from the U.S. "This has helped with the manufacturing disadvantage faced by Canadians. The difference in freight costs of moving goods from Canada to the United States has significantly decreased and the cost of freight coming north has significantly increased."

Finally, the buying buzz among these companies (except for Trimac) is slowing while they focus on margin and streamlining. TransForce's Alain Bedard, the biggest of the big, said the company's most recent huge purchase, Loomis Couriers, needs immediate attention. At the time of purchase, Loomis, with 2,500 employees, reported a loss of \$3.1 billion. "In 2012, there is not going to be that kind of acquisition." TransForce's other major purchase was this year's buyout of the privately held Quik X, with about 600 employees.

Today's Trucking was at the table and came up with the following report card: ➡



ches

“We bought MacKinnon because they had 80 owner-operators and drivers. We acquired the company solely to access the drivers because we had the customers that we needed the drivers for.”

— **Stan Dunford**
Chairman & CEO of Contrans Group

1 Ed Malysa

President & COO of Trimac Transportation 2011

Noted for: Bulk haulage; recent spurt of acquisition activity.

2 Murray Mullen

Chairman & CEO of Mullen Group

Strong silent type; known for getting its hands dirty in the oil field and related services.

3 Alain Bedard

Chairman & CEO of TransForce

Canada's largest carrier, noted for the distinctive red swoosh that keeps getting bigger and bigger.

4 Stan Dunford

Chairman & CEO of Contrans Group

Plain-talking former trucker at the helm.

ON DRIVERS

1

“Drivers’ pay need to be improved; their quality of life needs to be improved.”

“We have to change the perception of truck driving; it’s not a job of last resort; it’s not BJ and the Bear any more. We do get them home. They’re valuable assets.”

“There’s no turnover in LTL. We have 6,000 independent drivers and no turnover. The shortage is a truckload problem.”

“It’s starting to happen and it’s going to get worse. We aren’t that far away from freight being left on docks and not having enough drivers to move the freight. It’s going to happen and it is happening and it is going to get worse.”

ECONOMY

2

“I’ll be a bit more bullish. We’re now going into year three of a three-year recovery. We’ve been looking at our customer base with expiring contracts and we’re going to be pricing at 2008 levels and some are receptive to that.”

“You’re going to get into more regional; that’s what’s going to happen. Long haul is moving to rail and more freight’s going to be like the pony express.”

“In 2012 pricing will be the same for LTL except in Alberta; that’s like a different country; With truckload, volumes are going to stay the same; we see some improvement on specialized transportation with the energy services out west. And there’ll be some small volume growth in parcels; maybe two or three percent.”

“The world’s starving for optimism, but we’re in the norm here and I don’t see that changing and I’m okay with that.”

ACQUISITIONS

3

“You’ll see more announcement like that one,” (In reference to Trimac’s recent purchase of Fortress Transport.) “We’ll be looking in Quebec.”

“I look at acquisition two ways: strategic or arbitrage, which is when you do it to get your stock price up. Well, arbitrage is out now and I’m not here to talk about our strategy. We are doing a great job gaining market share in Western Canada.”

“We grew at the top level by one billion last year by acquisitions. In 2012 there is not going to be that kind of acquisition.”

“The four of us have a significant advantage because we have the ability to purchase companies to purchase drivers. We bought MacKinnon because they had 80 owner-operators and drivers. We acquired the company solely to access the drivers because we had the customers that we needed the drivers for.”

THIS ‘N’ THAT

4

“Contracts [with shippers] are not the utopia people make them out to be. Contracts fall into three categories; zero to three years, we call that short term; three to five years is long term and less than one year; a mutually parasitic agreement.”

“You have to have new tools or else you can’t be successful in the world and that [the manufacture of new trucks and other equipment] is fuelling the economy.”

“We’re converting Canpar to natural gas and we’re looking at CNG. In my mind that’s the future but it’s going to take a long time.”

“2012 will be the largest profit Contrans has ever achieved.”



NEW PROGRAM TAKES COST OUT OF SLEEP APNEA TESTING

Sleep apnea legislation is coming down the line, warned Tammy Draper to a room of Toronto-based carriers at session put on by the Toronto Trucking Association (TTA).

Draper, a Registered Respiratory Therapist (RRT) with Motion Specialties, a Canadian company that provides home health care, said that this has the industry, as well as the drivers, scared.

“From the drivers’ point of view, they’re thinking ‘This is my livelihood,’ and the carrier is thinking ‘I could get sued,’” she noted. “Plus, there are the costs.”

Never mind the costs if a driver with extreme obstructive sleep apnea (OSA) nods off behind the wheel and causes an accident, the cost of simply testing drivers for

OSA is high. But the price for not testing your drivers could be far steeper.

She pointed to Schneider National that tested 547 drivers for OSA. Of those tested, 445 were diagnosed with sleep apnea and all were treated. “Savings were impressive,” Draper said. “A 200-percent increase in

driver retention, 73-percent reduction in accidents and 91-percent reduction in hospital admissions.”

Motion Specialties has developed a program tailored to the trucking industry that alleviates most of, if not all, the costs associated with testing and treatment. If the treatment is conducted

through Canadian companies that are registered with the Ministry of Health, like Motion Specialties, all OSA testing will be covered.

The program, called “Keeping Drivers on the Road,” starts with Motion staff giving an information session to the drivers. “It’s difficult to go into a program like this and tell a driver you have to do this,” Draper stressed. “Better to say why you should do something.” That’s followed by a 15-minute over-the-phone questionnaire where motion staff gets an idea of who may have sleep apnea, and to what degree—mild, moderate, or severe.

“Moderate and severe get sent to the sleep lab. Extremely severe, they get tested that day,” Draper said. Results from the sleep lab will determine diagnoses and treatment plan.



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Before going to a sleep lab, Motion needs a referral from the driver's family doctor to do the sleep test—a necessary requirement if the costs are to be covered. They handle the paperwork and follow-up.

Draper said they aim for a four-day turnaround, from diagnosis to crafting a treatment plan. "It's not six months," Draper said, adding that the goal is to not

take the driver off the road for too long, if at all. (Draper said that many drivers have the best sleep of their life during the test.)

The CPAP (Continuous Positive Airway Pressure) has a wireless modem. The modem allows Motion to see if the mask is leaking, how often the driver is using it and to adjust the program as necessary. Some people may only need four hours a night

on the machine, others more. Draper said they work with the driver from a therapeutic angle ensuring they have the support needed.

"The first three months are critical," Draper stressed. "That's why the wireless is key during this time—to figure out usage. If they don't use it much during first three months, then they won't use it later."

Also, in the case of legisla-

tion or a lawsuit, the data would show compliance, protecting both the carrier and the driver. Drivers may object to this being an invasion of privacy, but Draper assures that like a doctor-patient relationship, the majority of the information is confidential, kept between Motion and the driver. For the driver with sleep apnea who is undergoing treatment, a Certificate of Control will be issued, meaning that the driver is under Motion's care.

As for the cost of the CPAP, the Ministry of Health covers the majority of the cost and insurance companies typically cover the rest. There may be some additional cost left over, depending on the insurance company, but Motion is working at lowering that even further.

And while drivers are getting tested, you may as well sign-up management. "Every person out there who drives a car should be tested," Draper said, adding that the public needs educating. "People in passenger vehicles fall asleep in front of trucks."

Whatever the case, Draper says, it's up to you—you can wait until legislation or you can do something now.

— **by Jason Rhyno**

Should You Be Losing Sleep Over OAS?

The Epworth sleepiness scale is used to measure excessive daytime sleepiness before and after CPAP treatment. Beside each situation write a number from 0 to 3, based on how likely it is you'd nod off in that situation. Add up your numbers. And then do the right thing.

- 0 = no chance of dozing
- 1 = slight chance of dozing
- 2 = moderate chance of dozing
- 3 = high chance of dozing

ADDING UP YOUR NUMBERS:

0 to 9 Is an average score, normal population
10 to 24 Time to talk to a sleep specialist

- Sitting and reading _____
- Watching TV _____
- Sitting inactive in a public place _____
- As a passenger in a car for an hour without a break _____
- Lying down to rest in the afternoon _____
- Sitting and talking to someone _____
- Sitting quietly after lunch without alcohol _____
- In a vehicle, while stopped for a few minutes in traffic _____

TOTAL SCORE: _____

ONTARIO TRUCKERS — TAKE PREMIER TO TASK ON — FEE HIKES

In what is being seen as the first in a series of soon-to-come-hikes, the Government of Ontario announced in March increases on provincial driver licences and vehicle validation fees. And not your run-of-the-mill increase, either: a whopping 70-percent increase.

Minimum heavy-duty commercial-vehicle validation fees (GVW of 3,001 to 3,500) will jump from \$109

to \$142 on Sept. 1, 2012. Another increase is slated for 2013, for a total increase of 70 percent over two years. The maximum fees (weight class 63,001 kg to 63,500 kg) will rise from \$2,722 to \$3,539 on Dec. 1, 2012 to \$4,601 in 2013—also an increase of 70 percent over two years.

Additionally, oversize/over-weight permit fees will also be increasing. A single



trip (dimension only) permit will increase from \$50 to \$65 in 2013 and a super load permit (greater than 120,000 kg) will increase from \$500 to \$700 (a 40 percent increase) over the same time period.

And let's not forget about commercial 10-day trip permits, last changed in 1993, are set to increase starting in 2013 from \$15 to \$23 in 2015 for unladen commercial vehicles (the minimum). The maximum fees for

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combinations of commercial motor vehicles and trailers will increase from \$132 to \$201 over the same period.

The day of the announcement, the Ontario Trucking Association (OTA) issued a measured response in which OTA president David Bradley acknowledged Ontario's need to start eliminating the provinces nasty debt problem. But, he said, "it's still a bitter pill to swallow—no one likes tax/fee increases."

In an effort to make that pill a little less bitter, Ontario Transportation Minister Bob Chiarelli said they hope "the extra money raised actually goes into the road/highway network and the bridges since revenues received by

governments are not dedicated to any specific person and instead are deposited in general reserves."

Naturally, the Ontario trucking community was having none of the political rhetoric and wasted no time in letting the OTA know that they were angry.

The day after the announcement, Bradley took the Ontario government to task over the hikes, specifically the phase-in period, issuing the following letter to McGuinty:

"Since the announcement yesterday that your government is increasing driver and vehicle licence fees, I have been besieged by calls and emails from members upset over the fact that the

commercial transportation sector is being singled out amongst all Ontario industrial sectors for additional taxation.

As you are fully aware, the Ontario economy is still shaky. The trucking industry, which is one of the best leading indicators of economic activity there is,

continues to see very slow growth. After seeing its balance sheets ravaged in recent years, the industry is just getting back on its feet.

However, rate increases, where they have been attained, have been very modest, usually in a range around two percent. Moreover, much of that additional revenue is being quickly absorbed by increased fuel, compliance, and new EPA-mandated equipment costs. The scope and magnitude of the fee increases announced yesterday is a very bitter pill to swallow.

Adding to my members' concern is the way the government has tried to pass the increases off as being



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Cincinnati, OH.
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Contact: 703-838-8841

Website: nptc.org

3-5

may

Quebec Trucking Association 61th Annual Convention

Fairmont Tremblant 3045, chemin de la Chapelle Mont-Tremblant.
Meeting and trucking seminars for QTA's member fleets.

Contact: 514-932-0377

Website: carrefour-acq.org

4-5

Alberta Motor Transport Association 2012 Annual Conference

Banff Springs Hotel, Banff, Alberta.
Meetings and truck transportation seminars for Alberta association member fleets.

Contact: 1-800-267-1003

Website: amta.ca



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“Truckers are truckers are truckers.”

Jennifer Singer, ops manager at **Ron Singer Truck Lines** in Calgary, is the third-generation Singer in the family construction-trucking business. Also, she and her partner Gino Howe recently launched a specialty carrier, Demon Water Hauling Ltd.

From her grandfather and father (Ron), Jennifer Singer learned about the value of working with others to improve the overall industry and it was with Singer's help that the **Alberta Construction Trucking Association** (ACTA) managed—among other things—to convince the government to lift the sunset clause and weight restrictions on non-RTA trailers in the province. As the eyes of the country are on Alberta's hard-driving construction truckers, **Today's Trucking** caught up with Singer, currently outgoing ATCA chair, and asked her to finish a few sentences...



The thing I'm proudest of for ACTA is...

“The hard work and sacrifices our members have given to make this a better trucking industry.”

The Alberta Construction Trucking Association was instrumental in...

“Three things. **One:** designing and developing several end-dump configurations specifically to the end dump industry; **two:** we were successful in convincing the weights and dimensions group to grant exemptions to the RTAC legislation and regulations for specific end-dump configurations; and **three:** ACTA was successful in convincing the Alberta government to change the sunset clause and weight restrictions on non RTAC vehicles indefinitely.

Another thing I should add is ...

“ACTA has played a major role in changing the Partners in Injury Reduction audit instrument to a user-friendly, simplified format specifically for the construction trucking industry.”

ACTA's most pressing issue in 2012 looks like it's going to be...

“Apathy. It is running rampant in our society and in the trucking industry. If we don't work together to overcome its gripping effects, it will devour us all.”

Construction trucking in Alberta is different than trucking in the rest of Canada because...

“More truckers come and go to work in our province than any other one in the country. Alberta is the leader of the free-market enterprise system. It carries all the negative effects of an oversupplied industry that reflects negatively on the market rates.”

Trucking in Alberta is the very same as trucking in the rest of Canada because...

“Truckers are truckers are truckers. No matter where you go. They just speak different languages and drive different trucks.”

One thing that truckers of tomorrow will have to do that truckers of yesterday didn't will be...

“Work together to achieve goals and responsibilities. Growing up in the trucking business I learned early on how important it is for us all to contribute and work together to achieve objectives. Truckers in the future will need to pay their fair share of membership dues to the credible associations so they have adequate resources and funding to operate.”

Heard on the Street

“modest and gradual” and that they will be used “to ensure provincial roads and bridges remain safe and in good repair for future generations.” Was any of this actually so, perhaps we could be more accepting of the announcement. The trucking industry is fully aware of the fiscal challenges the government faces and it has always been prepared to pay its fair share.

But, the rhetoric does not match the reality when it comes to the licence fee increases:

■ The increases are NOT modest. For example, the increases in the heavy commercial vehicle validation fees are on the order of 70 per cent—a huge escalation by any measure;

■ The increases are NOT gradual. Unlike many of the other sectors being affected by increases over three or four years, the entire 70 per cent increase for the commercial vehicle sector takes place over just one-year, starting later this year. The table showing a five year period is very misleading;

■ It is NOT ensured that the additional monies will go into the highway and bridge system. The revenues generated from these levies have

The following chart is the OTA's preferred method of phasing-in the fee hikes:

Ontario Trucking Association		New Fee (\$)			
Proposal for Revised Schedule for Implementing Driver and Vehicle Licence Fee Increases		(Shaded cells = Government announcement, white cells = OTA proposal)			
	Current Fee (\$)	2012	2013	2014	2015
Driver Examination Fees					
Classified Knowledge Test	10	10	15	15	15
	10	10	12	15	15
Classified Practical Test	75	75	85	85	85
	75	75	80	85	85
Heavy Commercial Vehicle Validation					
Minimum (3,001-3,500 kg)	109	142	185	185	185
	109	128	147	166	185
Maximum (63,001-63,500 kg)	2,722	3,539	4,601	4,601	4,601
	2,722	3,192	3,662	4,132	4,601
Oversize/Overweight Permit					
Minimum (Single trip, dimensions only)	50	50	65	65	65
	50	50	55	60	65
Maximum (Super load, greater than 120,000 kg)	500	500	700	700	700
	500	500	565	630	700
Commercial 10 Day Trip Permit					
Minimum (for Unladen Commercial Vehicles)	15	15	17	20	23
	15	15	17	20	23
Maximum (for Combination of Commercial Motor Vehicles and Trailers)	132	132	152	175	201
	132	132	152	175	201

not (at least up until now) been dedicated for that purpose. Instead they go into general revenues to be spent as the government deems fit.

I have been around long enough to know that once an announcement like this is

made, the chances of a government rolling back such increases are nil. Consequently, I call upon your sense of fairness and reasonableness to at least ensure the increases are introduced in a way

that is consistent with the rhetoric. In other words, that they are in fact “modest and gradual” and “used to ensure provincial roads and high-ways remain safe and in good repair.”

— by Jason Rhyno



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New Study says EPA Mandates Underestimated Costs for Trucks

WASHINGTON — The National Automobile Dealers Association (NADA) and American Truck Dealers (ATD) released a new report that calls into question the Environmental Protection Agency's (EPA) cost analysis of emissions control requirements for model year (MY) 2004-2010 commercial trucks.

According to the report, the mandates resulted in considerably higher prices for commercial vehicles, depressed sales, and delayed the environmental benefits that the EPA originally sought.

MORE @ <http://bit.ly/x7olgV>

Bison and Robert Take First Place in National Fleet Safety Awards



KISSIMMEE, FL. — Winnipeg's Bison and Quebec's Robert Transport took home the National Fleet Safety Award in the large carrier divisions at The Truckload Carriers Association's (TCA) Annual Awards Banquet.

Rob Penner, vice president for Bison Transport, was on hand to accept the award.

MORE @ <http://bit.ly/w0g60N>

Big Fleets To Wind Down Shopping Spree in 2012

TORONTO — While Canada's largest publicly held carriers went on what amounted to a buying spree in 2011, don't expect it to continue into the latter half of 2012. There will be some M&A action (notably in the bulk business) but the midnight-madness sale seems to be over.

MORE @ <http://bit.ly/yr98Li>

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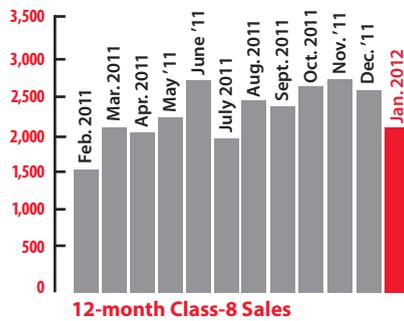
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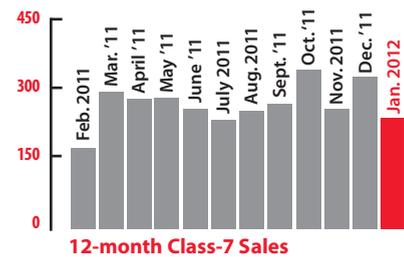
Canada – Truck Sales Index

January 2012

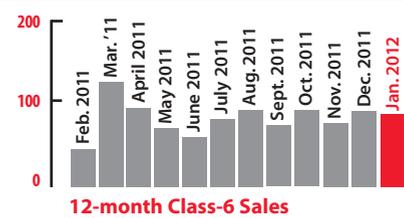
CLASS 8	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	625	625	317	29.6%	27.5%
Kenworth	439	439	173	20.8%	15.0%
International	355	355	257	16.8%	22.3%
Peterbilt	229	229	145	10.8%	12.6%
Volvo	179	179	105	8.5%	9.1%
Western Star	168	168	84	7.9%	7.3%
Mack	118	118	73	5.6%	6.3%
TOTAL	2113	2113	1154	100.0%	100.0%



CLASS 7	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	113	113	35	46.3%	25.9%
International	66	66	41	27.0%	30.4%
Kenworth	31	31	27	12.7%	20%
Hino Canada	19	19	18	7.8%	13.3%
Peterbilt	15	15	14	6.1%	10.4%
TOTAL	244	244	135	100.0%	100.0%



CLASS 6	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	54	54	9	65.1%	9.4%
Hino Canada	16	16	28	19.3%	29.2%
International	12	12	59	14.5%	61.5%
Peterbilt	1	1	0	1.2%	0.0%
TOTAL	83	83	96	100.0%	100.0%



CLASS 5	This Month	YTD '12	YTD '11	Share '12	Share '11
Hino Canada	81	81	65	65.3%	84.4%
International	29	29	11	23.4%	14.3%
Mitsubishi Fuso	12	12	0	9.7%	0.0%
Kenworth	2	2	0	1.6%	0.0%
Freightliner	0	0	0	0.0%	0.0%
Peterbilt	0	0	1	0.0%	1.3%
TOTAL	124	124	77	100.0%	100.0%



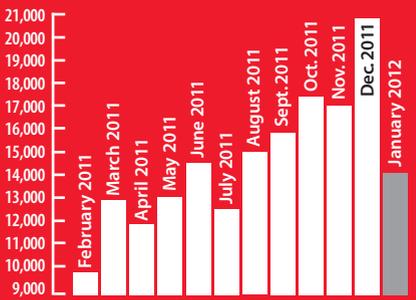
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- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales

CLASS 8	This Month	YTD '12	Share '12
Freightliner	4540	4540	32.2%
International	3376	3376	23.9%
Peterbilt	2028	2028	14.4%
Kenworth	1998	1998	14.2%
Mack	1201	1201	8.5%
Volvo	760	760	5.4%
Western Star	214	214	1.5%
Other	2	2	0.0%
TOTAL	14,119	14,119	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	45	50	5	50	345	85	19	26	0	0	625
Kenworth	58	222	14	11	54	72	8	0	0	0	439
International	26	51	7	13	134	92	16	4	0	12	355
Peterbilt	33	82	9	29	34	35	7	0	0	0	229
Volvo	12	16	4	12	84	46	5	0	0	0	179
Western Star	42	61	5	5	30	12	8	5	0	0	168
Mack	9	25	9	2	52	17	1	1	0	2	118
TOTAL	225	507	53	122	733	359	64	36	0	14	2113
YTD 2012	225	507	53	122	733	359	64	36	0	14	2113

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



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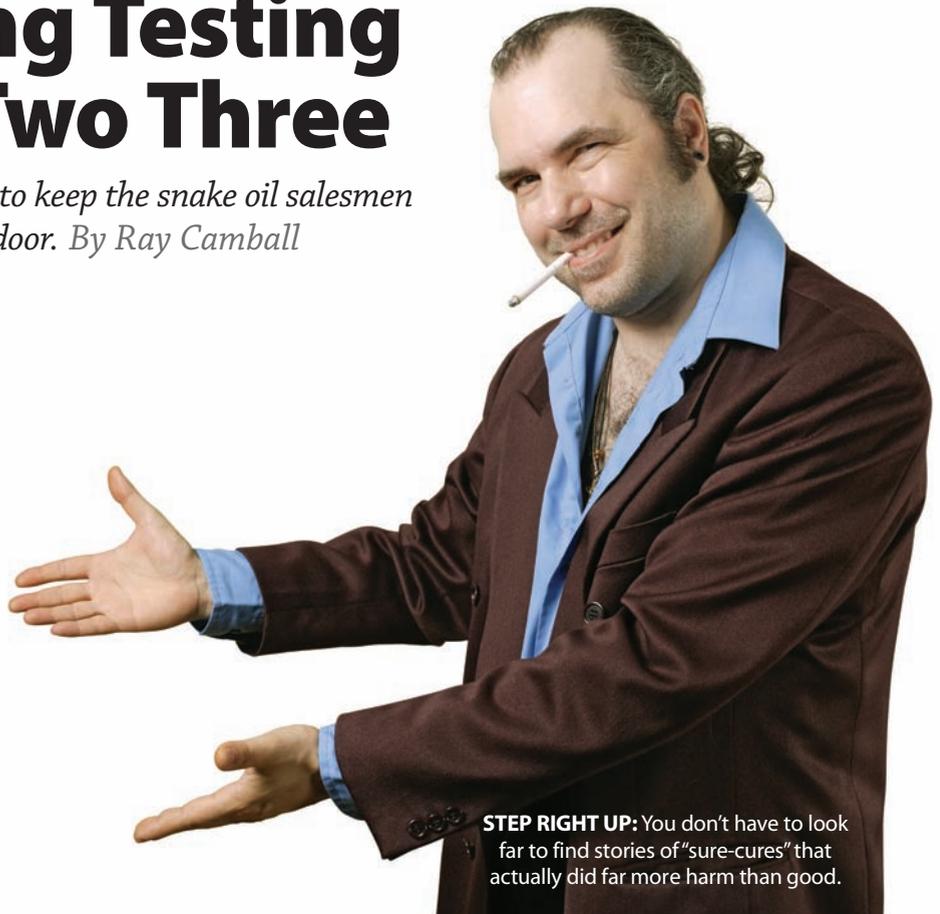
business *How to keep the snake oil salesmen away from your door. By Ray Camball*

Since ancient times, potions, pills and gadgets have been sold as quick cures for human ailments. Most simply didn't work while others were actually harmful. Yet once in a while, a patient's response was so positive and his spirits were so elevated that he was convinced that the potion worked.

That patient probably got better in spite of the potion. Then of course his testimony would spur on more sales and followers. History is full of stories about potions that have crippled and even killed otherwise intelligent people, including the lead pills that weakened the Romans and the mercury-filled elixirs killing people in China. Everybody is vulnerable to the tricks that the mind can play if they really want to believe something.

While it can be nearly impossible to measure complex human cures and body changes, especially when combined with the power of a positive attitude, there is, fortunately, a reliable way to accurately measure and get cold hard facts on fuel savings in a truck.

Engineers at the Society of Automotive Engineers (SAE) and fleet managers at the Technology & Maintenance Council (TMC) of the American Trucking Associations



STEP RIGHT UP: You don't have to look far to find stories of "sure-cures" that actually did far more harm than good.

(ATA) developed and use very disciplined tests to produce reliable facts on the amount of fuel that is used when a change is made. It is neither quick nor easy to do, and many may get bored with the rigorous attention to detail to measure, monitor, and control the many variables. Vehicle warm-up, speed, acceleration, braking, gearing, driver consistency, vehicle condition, distance, time, wind speed and direc-

tion, temperature, air density are all documented meticulously. But the precise weight of the fuel in portable tanks receives an extreme level of scrutiny complete with witness sign-offs and the double checking of every step.

Witnesses also monitor carefully that there is no tampering or adjusting or driver inconsistencies that could affect the results. Tests are run a number of times and the testing is not complete until the results of the runs converge on a consistent result.

Done according to the SAE/TMC J1321 Type II and/or J1526 Type III protocols, the tests are accurate to plus-or-minus one percent. They can be re-run at a different time and place and like a properly controlled scientific procedure, deliver

"There is no room for sloppiness or inattention. Fortunately, there are groups of engineers and scientists who seem to thrive on doing these tests with grueling precision."



PIT'S HIT LIST

The full list of items that have been SAE tested by PIT is scheduled to be available in time for the **Truck World** show and on the website by April 19th at www.pit.fpinnovations.ca.

This list can be updated as each batch of new concepts is tested every spring and fall.

So far, there is a strong list hitting many key areas and the list grows twice a year as new batches are tested.

■ **Aerodynamic:** (Trailers, skirts, deflectors, tarps, dumps, containers, trucks, tailgating, speed changes) – 55 tests.

■ **Fuel or oil changes:** (Additives to fuel and oils, efficient oil, magnets, hydrogen injection, atomizer, Synthetic oil, Biodiesel – 28 tests.

■ **Tire changes:** (Wide singles, efficient tires, balancing, sealant, pressure, alignment) – 18 tests.

■ **Engine changes:** (Different manufacturers, SCR, electronic/ECU changes, muffler, coating turbo and exhaust, RPM) – 11 tests

Fleets who are members also get the results. Even without the percentage results, anyone can make some useful assumptions considering that:

1. Vendors with strong positive results generally display the results proudly and gain quick credibility with fleets and operators who only recognize SAE results.

2. Vendors who get very low or negative results are under no obligation to present the SAE results that they have in their promotional literature and sales pitch.

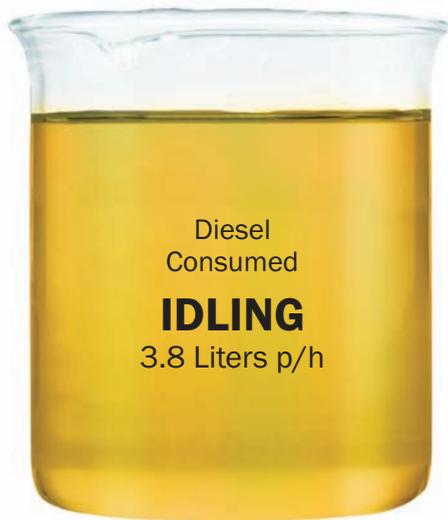
Some vendors use the testing in very constructive ways to improve and optimize the performance of their product as new improved versions come out or to fine tune their final offering. They can show prospective customers accurate SAE results to demonstrate the performance of products that they offer.

So, the next time you are listening to a presentation that sounds awesome, has plenty of scientific-sounding words and compelling testimonials but is somehow missing a document to show the SAE test results, maybe you'll want to suggest that the meeting be adjourned until after the SAE test results are in.

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†Based on DOE/Argonne National Laboratory estimates: 1,500 hours overnight idling.

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Author Camball is the head of Project Innovation Transport (PIT) Ontario division. PIT is a program from FPInnovations, a not for profit organization with a team of 550 employees.

PIT unites researchers, fleet managers and suppliers to find practical solutions and innovations that can be readily implemented for their members in the transportation industry.

repeatable results within the plus-or-minus one-percent range. It takes a certain type of person to be diligent enough to do all of the steps properly; many people would not have the patience or desire to persevere through hours of watching trucks monotonously go around a track and yet stay attentive to all of the details.

There is no room for sloppiness or inattention. Fortunately, there are groups of engineers and scientists who seem to thrive on doing these tests with grueling precision.

Prices can vary to get tests done. Some may reserve and use a test track for just one test, which can be very expensive. A more cost-effective way is to conduct a batch of tests at the same time and just space the vehicles far enough apart on the track to avoid any interference from air-stream effects. That dramatically improves the ability of a vendor or an end user to obtain accurate SAE test results cost efficiently.

Running a number at a time also verifies that speed and gap are consistent, in addition to repeated radar speed monitoring. In Canada, this batch approach has proven to be effective in opening the door to testing and results that otherwise would have been far too expensive for a small vendor—a vendor that wants to ensure the product really does work. A group of fleets use PIT scientists and engineers (a not-for-profit organization) to rent a track and perform tests on actual trucks and trailers owned by the fleets and with drivers from those fleets. That way they get real-life results with their own equipment and drivers.

Many fleets have adopted the position that if a vendor is proposing a fuel-saving product but does not present SAE test results to back up claims, the vendor might want to get a proper SAE test and then he would be welcome to return to discuss the proposal further. That saves a lot of time and minimizes distraction for fleet operators so they can focus on what works and therefore avoid frustration.

Vendors are also vulnerable to the placebo effect and are advised to get solid SAE-based facts on a product before investing a large amount of money to promote the product. It is sad to see vendors

who had strong faith in a product regret their investment. As in ancient times “*caveat emptor*” or buyer beware, there are some vendors who don’t want to have an SAE test or have had a test and didn’t like the SAE results and may continue to sell the product to trusting customers for as long as it turns a profit.

Unlike human health, no amount of positive attitude, spin, testimonials, men-

tal willpower or hope can affect how an engine burns fuel or change the laws of physics and aerodynamics for fuel saving. Actually, too much attitude or vested interests, dreams of home runs and quick fixes and emotion can quickly cloud the abilities of humans to make clear decisions. That is where the SAE tests come in; no emotional component, just brutally unbiased honest facts. ▲

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In Your Face

human resources *A modest proposal for keeping your drivers around longer*
By Antoinette Blunt

My late brother was a long-haul truck driver for a good part of his life. As well as stories about his adventures from around the country, he often told me of how lonely he would get when away from family, especially after his son was born. He felt like he was missing out on so much.

There was little consideration for allowances to call home; certainly not enough to alleviate the feelings of loneliness. That was over 10 years ago.

Last year, my only daughter left our home in the Soo for the first time and moved to London, England. It was very hard for me and my husband. We missed her so much and felt so lonely—but we found something my brother did not have—Skype. As soon as she moved into her first flat and got the Internet hooked up she called us on Skype. My heart leapt: To see her smiling face and talk with her as if she was right in our home was amazing. She walked around her flat with her laptop showing us everything; we felt like we were walking beside her. Our loneliness has been alleviated to a great extent because of today's technology.

Being satisfied at work is more than simply receiving a decent pay check. What makes people happy is feeling valued and being a part of a company that cares for their well-being. And this means taking care of an employee's emotional and social well-

being. It is hard to stay connected with people if they are not working in the same office or location.

The thing is, whether you're talking about drivers, dispatchers or book keepers, the new generation of workers relies more than anyone in history on social-support networks. Today's college-age people have never known a world without the Internet. People of that generation often feel they "need" the net, just like food and oxygen.

So while we cannot change the supply chain to make long-haul trucking a thing of the past, I believe there are things companies can do to keep their current staff happier.

Being able to keep new and aging drivers in touch with their families and friends at work could mean the difference between running trucks or sitting idly.

Money isn't a worker's biggest motivator if there is job satisfaction; other solutions need to be considered.

How can employers help? Well, any opportunity to bring employees together to socialize will enhance a feeling of belonging to the company and demonstrate that the company cares. Events such as summer family barbecues or holiday seasonal dinners are more important than ever before.

Enhancing employee communication with family and friends is a means to

recognize this and it would show that the employer understands the problems created by isolation. Can you imagine if all trucks had wi-fi access with screens so drivers could Skype with their families?

technology is not beyond reach. Skype itself is free no matter where in the world you connect to it.

This technology would also allow an employer to have a better professional relation-



ship with employees. Real live chat software like Skype (or FaceTime for Mac) gives you the chance for valuable face-to-face discussion. (We all know how important body language can be.)

Another advantage is that the technology and hardware can stay with the vehicle, allowing it to be passed from driver to driver.

Being able to keep new and aging drivers in touch with their families and friends at work could mean the difference between running trucks or sitting idly, with lots of freight to deliver but nobody to do the driving. ▲

Antoinette Blunt, MPS, CHRP, SHRP, is the President of Ironside Consulting Services Inc., providing human resources and labor-relations services throughout Northern Ontario. ironsideconsulting.com. Blunt is Past Chair of the Human Resources Professionals Association (HRPA) in Ontario and sits on the Board of the Canadian Council of Human Resources Associations.

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We've Got to Give Them a Lot More \$\$\$\$!

The boss at one of America's biggest fleets is coming to Toronto to share his trucking wisdom, including his views on driver pay. Here's a sneak preview. — **By Jason Rhyno**



As CEO and founder of **Swift Transportation**—the largest publicly traded TL carrier in the U.S.—**Jerry Moyes** knows a thing or two about moving freight. As the keynote speaker at this year's Fleet Managers' Breakfast at **Truck World**, we thought it was good opportunity to get to know the trucking legend, talk shop and get some business advice.

TT. When did you realize you were destined for trucking?

JM. *My father used to drive for C.R. England, and as a young kid—five or six years old—I was always in the truck and driving with dad. So I've just always been around trucking my whole life. It was the direction I was going from day one.*

TT. Remember any lessons you learned in the early days of Swift?

JM. *We came up during the years of regulation, when we had to have ICC Authority and you had to do it differently or better than the existing carrier to be able to get the Authority. With that background, we always ask "How do we do it differently?" and "How do we do it better to get the business?"*

Truck World Show

T.T. Swift has been experimenting with LNG. Where are you now?

JM. Where we are with natural gas is one of the important things in my presentation at Truck World. We're very excited about it. We have three different test projects that we are working on today. One is the Cummins 8.9-liter that is very underpowered but we're working some dedicated operations where we don't need a lot of power. We're also

testing Cummins' 11.9-liter engine that has some great promise. We're also involved with a company where we are mixing CNG and diesel—a hybrid that we're getting some excellent results on. We really believe that natural gas is a thing of the future. There's probably a five-year window to get into it. The manufacturers, like Cummins, are just starting to develop their 11.9-liter engines today. I don't know exactly what their time

frame is on their 15 liters—probably a year or two behind. But we really think that this industry over the next five years could be close to 50-percent natural gas.

T.T. What do you think will be the biggest challenge for trucking companies in 2012?

JM. Government regulations. We're just getting bombarded with various government regulations from CSA to different engine EPA requirements. Our costs are going up dramatically, too. I've never been in an era when costs are as high as they are—that's our number-one challenge: what we are going to do from a costing side going forward?

T.T. How should a carrier treat its drivers?

JM. I've been in this business for 45 years and the number-one problem has always been drivers. It's not going to change. For us to solve this, we've got to give them a lot more money. It's still a very difficult job, even though I believe the job itself is getting much better because they aren't required to unload like they used to and the equipment is getting so much better. The offset of that is that we aren't getting the driver that's the old trucker anymore, it's the opposite of that: it's the new kid that's coming off the street. He wants all these different benefits and he's just not willing to work in the way that the older driver is. The industry has to look at that: number one, we have a different driver we gotta take care of—he has different attitudes and different wants—and number two, we gotta pay him more money.

T.T. If you could give one piece of advice to a company that was on the cusp of taking its business to the next level, what would it be?

JM. Watch the numbers. You've got to know where you are on a daily basis as far as revenue and miles. Break everything down.

T.T. If you could go on a long-haul with anyone living or dead, who would it be?

JM. Well, my dad died 25 years ago and he and I used to drive together. So if I had to select someone, it would probably be my father. It would just be fun to go trucking with him again. ▲



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Meet some of the STARS that light up our highways

The **Highway Star of the Year Award** is more than a contest: It's a celebration of the best drivers the industry has to offer. These are the drivers that you want the world to see, the ones you want to have a beer or coffee with after a long day, the ones that inspire, and make you proud to be a part of the trucking industry. These are the people that the public should think of when they think "trucking."

This year, judges narrowed the contestants down to six potential STARS. Only one can win—and the winner will be announced on Saturday, April 21st at Truck World, but we thought we would tell you a little bit about the best of the best. Here are your 2012 Highway Star of the Year Finalists:

Ronald Pridmore

Drives For: United Van Lines Ltd./Campbell Moving Systems
Hails From: Almonte, ON.

Star Qualities: Awarded the Safe Driving Award by the Ministry of Transportation, Pridmore is also one of the best ambassadors of the industry. His 2010 LoneStar is the pride of United Van Lines fleet—a beautiful rig he decorates for Halloween and Christmas that has become popular among local children. Pridmore is also a pen pal for children with cerebral palsy.

Brian Bertsch

Drives For: Hi-Way 9 Group of Companies
Hails From: Drumheller, AB.

Star Qualities: Bertsch's employers made a special point of noting that every single truck he has driven in the last 35 years has been handed back in the same condition it was given to him. Clean, professional, and always safety-conscious, Bertsch has earned a reputation among customers who often greet him with fresh baked goods, fruits and cheeses.

Donald Porlier

Drives For: Robert Transport
Hails From: St. Cesaire, QC

Star Qualities: An outstanding driver, Porlier has taken first place in a multitude of trucking tournaments. Porlier also spends his down time speaking with students about the danger of dropping out of school.

Stephen McGibbon

Drives For: Milltown Trucking Co. Ltd.
Hails From: Moore Mills, NB.

Star Qualities: Polite and courteous, McGibbon has a solid reputation with not only customers, but management, dispatch, office staff, mechanics and fellow drivers both on and off the road. Another award-winning driver, McGibbon handles

himself with the utmost professionalism, constantly exceeding expectations. McGibbon also takes the time to further his knowledge of the trucking industry by taking extra courses.

Robert Hulme

Drives For: SLH Transport Inc.
Hails From: Sudbury, ON.

Star Qualities: A long-time member of the Ontario Provincial Police Auxiliary Unit, Hulme also spends his evenings and nights as a Special Constable with Snow Mobile

Trail Office Program. Hard-working and loyal, the quick-thinking Hulme also saved a co-driver's life, and avoided a potentially fatal accident.

Stephen Hare

Drives For: Midland Transport Ltd.
Hails From: Exmoor, NB.

Star Qualities: From cycling for charity to organizing hockey tournaments and even wading into a river to recover an elderly man's lost fishing gear, Hare is a pillar of his community.

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A Quebec company wants to sell you on propane-powered trucks. And it appears to have the technology to do it.

Pro



TYT TRIES IT AND LIKES IT: The Drummondville carrier is using propane in two of its Cummins engines. One upside is the broad availability of the fuel.

propane's promise

By Steve Bouchard

SAY WHAT? Heavy-duty trucks running on the same stuff as your backyard grill? Not surprisingly, the idea is not entirely new, and there have been propane-converted vehicles on the road for years, including a major courier and the London, ON., police force. Furthermore, propane's advantages are clear: It's cleaner than diesel. And cheaper—about half the price, actually. (At the time of this writing, propane was selling for between 60 and 65 cents a liter.) This price differential has remained consistent over the past decade.

Until now, however, propane engines were not suited to heavy duty commercial operation. (See "Growing Pains," pg.34.)

However, a new Quebec company, BL Energie has a new technological approach that could turn the tide.

BL Energie has imported from Holland a solution that converts trucks so they can operate on a 70:30 mix of diesel:propane and BL claims that the overall saving in fuel cost can easily reach the 15-percent mark.

The system was first installed in buses and more recently, in two class-8 trucks belonging to TYT Group of Drummondville. The results are encouraging.

Yvon Boisclair is president of the three-year-old BL. In 2009, he approached Douglas Labelle, a Program officer in Quebec's Transportation Department of Natural Resources and Wildlife. (As one industry insider put it, Labelle is like Quebec's EPA man on the street, deciding whether emission technologies are worth investing in or not.)

Labelle was seduced because of the impressive results from fleets in Europe but he asked Boisclair to broaden his offer to include financing. ("See Pay It Forward," pg. 35).

The project also qualified for the program Technoclimat, which funds the demonstration of green technology to reduce emissions of greenhouse gases, obtaining financial assistance of \$593,000. Technoclimat supports the first 40 installations and BL must in turn demonstrate the effectiveness of its system.

"We are still at a preliminary stage, but the tests are going well. Vehicles currently in operation will provide a good baseline and in six months, there has been no problem," says Labelle.

Another important player in the project: is Superior Propane. Rick Leroux, Director General for Quebec, believes that propane is undergoing a revival.

"The technology of propane injectors did not follow the same speed as the engine injection systems. Today, developments in injector technology and partnerships with engine manufacturers in Europe mean that the use of propane in vehicles is becoming very interesting in terms of profitability," he says.



Propane's Promise

SAVINGS OF 15% FOR TYT

Last Spring, Drummondville-QC-based **GROUP TYT** installed a first set of BL Energie Conversion units on two of its Internationals, powered by Cummins engines.

"We knew propane was being used in Europe, but not yet in Canada," recalls TYT President Patrick Turcotte. "Our research had been conclusive and we knew [bus operator] Orléans Express had experimented with the technology. So we decided to try it too."

BL Energie installed the first propane converter on the TYT truck in February, 2011, and a second in November.

TYT started measuring results in August and used a sample of four months, projected over several years, to compare propane against diesel.

The results, Turcotte says, "are great."

"In fact, consumption in liters is about the same—sometimes propane is slightly higher—but the price makes all the difference."

Turcotte believes that the financial gains are around 15-percent and he thinks the whole conversion will pay for itself in less than two years, given current fuel prices.



Patrick Turcotte

Conversion to propane involves adding a tank, propane injectors, and a control module, which altogether adds about 275 lbs to the truck, Turcotte says. (The trucks can also run completely on diesel if there's no propane available.)

Apart from one fuel leak that was quickly resolved by BL Energie before there was any downtime, TYT reports no damage.

TYT drivers fill up from propane tanks installed in the company's yard and Turcotte estimates a 218-liter tankful can run from 600 to 700 km. Also, he says, propane is widely available at truck stops across Canada.

The actual fill-up can be more time consuming than a diesel fill-up, depending on the location of the propane pumps. In some cases, the driver might actually have to unhitch a trailer to access the pump.

Turcotte says he plans to convert 10 more trucks in the short term. "Right now, we installed the system on engines that are no longer covered by warranty, but we want to check all the potential implications concerning guarantees."

Turcotte says he does not believe that propane will compete with natural gas. At the moment the two technologies do not suit the same applications.

A close-up, blue-tinted photograph of a hand interacting with a truck's dashboard control panel. The panel features a large touchscreen display with various icons and buttons, including 'Active Trip', 'Dispatch 1000', and 'LOGOUT'. Below the screen are several physical buttons and a rotary dial. The background shows the interior of the truck's cab, including the steering wheel and other dashboard components.

THE POWER TO

THE ALT-FUEL MOVEMENT NEEDS FUELING

Environmentally, trucking in Canada is already at the leading edge, having eliminated smog-producing emissions from new diesel engines.

But unlike the regulations that ushered those technologies into the market between 2007 and 2010, upcoming fuel efficiency/GHG regulations in both Canada and the U.S. are not as prescriptive and are likely to have a more modest impact.

In order to maximize the GHG impact of the new regulation currently under development, it should be accompanied by a program of complementary measures aimed at retrofit/new investment in GHG reducing technology for trailers.

That is the gist of the message delivered to the Federal Government's House of Commons Standing Committee on Transport, Infrastructure and Communities, as delivered by The Canadian Trucking Alliance (CTA) CEO David Bradley, on behalf of all Canadian truckers. "Trucking is an under-capitalized indus-

Paying it Forward

HERE'S A FINANCING CONCEPT YOU MIGHT NOT HAVE HEARD ABOUT BEFORE

BL ENERGIE is coming to the fleet market in partnership with **BMO**. On offer: a lease-to-purchase program that President Yvon Boisclair calls "shared savings based on product profitability."

Specifically, with the acquisition of a, say, \$16,500 conversion, a carrier could

pay around \$3,000 upfront. Then the \$13,500 owing would be paid down over a predetermined period of time

and it would come right out of the savings. The fleet would keep one quarter of the savings; 75 percent would go to BL Energie until the unit is paid for. Then the savings would all go to the fleet.

BL has a similar financing scheme in place for owner-operators.

try in Canada," he told the committee recently. "We can either wait 20 years to maximize the safety and environmental impact that is possible, or we can partner with government to re-equip our fleets over the next five years, through a combination of regulatory and fiscal measures such as accelerated capital cost allowances, repayable grants and regulation."

Several members of the Committee were particularly interested in the advent of liquefied natural gas-powered trucks in the market, CTA said.

Claude Robert, president of Robert Transport, also spoke to the committee.

Robert said that LNG is a viable environmental technology but more must be done to stimulate investment, build a fueling infrastructure network and harmonize size and weight standards to accommodate LNG trucks nation-wide.

Bradley called for a "common view and coordinated approach" among all interested federal departments responsible for overseeing Canada's stated GHG reduction commitments.



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Meantime, engine builders continue to launch alternative-fuel engines.

Freightliner's Custom Chassis Corporation (FCCC) has introduced its S2G chassis, powered by the industry's only factory-installed liquid propane gas (LPG) engine available to the medium-duty truck market.

Built on FCCC's S2 chassis, its 8-liter, 325-hp engine supplied by Powertrain Integration is based on General Motors' long block and other components.

The benefits of an LPG chassis, says FCCC, include lower operational costs and reduced emissions without sacrificing payload capability or performance. The S2G chassis is suitable for pickup and delivery, student transportation and municipal applications. Like its diesel counterpart, the front-engine S2G uses the Freightliner M2 cab. It has a GVWR of 33,000 lb and comes equipped with an Allison 2300 automatic transmission with PTO provision.

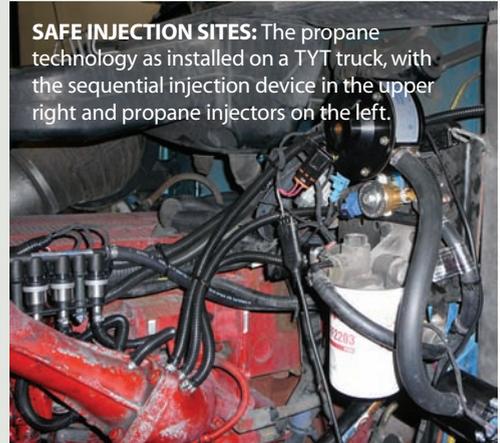
A limited pre-production run of S2G chassis is expected in the fourth quarter of

GROWING PAINS

The propane-powered vehicles failed in the '80s and '90s mainly because the injector technology was inadequate for commercial heavy-duty work. The old propane engines required long warming-up periods. The inclusion of an ECU is key to the new technology. Before, the system sprayed propane even if the right temperature was not achieved; the new systems have an electronic module that tells the system to start injecting propane only when the right temperature is achieved. Explains Jean-Claude McNicoll, Regional Account Manager Superior Propane: Technically, a drop of liquid propane occupies 270 times the volume of the droplet spray. Result: too much liquid and not enough air arrived in the engine, ensuring that it did not start, like a flooded engine.

With the newer technology, the engine starts right away on diesel and propane does not get injected until the temperature's high enough. "The onboard computer with the new technology measures the temperature of the coolant flowing through the engine and, as long as the system has not reached between 45 and 50 degrees Celsius, it will not allow spraying propane," McNicoll says.

SAFE INJECTION SITES: The propane technology as installed on a TYT truck, with the sequential injection device in the upper right and propane injectors on the left.



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2012, with full production slated for the first quarter of 2013.

Cummins, too, has expanded its on-highway natural gas engine lineup with the Cummins Westport ISX12 G, aimed at heavy-duty vocational and regional-haul markets, but it won't be on the street until early 2013.

The company has also inked an amended joint-venture agreement with Vancouver's Westport Innovations.

The ISX12 G is built on the Cummins ISX12 and uses the same base engine and key components as its diesel counterpart. It features Cummins Westport's proprietary spark-ignited combustion technology with stoichiometric cooled exhaust gas recirculation, first introduced on the 8.9-litre ISL G.

The new engine has three-way catalyst after-treatment, packaged as a muffler, and it's maintenance-free. Preliminary specs include ratings up to 400 hp and

1450 lb ft of torque, with an optional engine brake. The engine will run on either compressed or liquefied natural gas.

The ISX12 G is expected to be certified at launch to meet the U.S. Environmental Protection Agency and California Air Resources Board emissions standards of 0.20 grams per brake-horsepower/hour oxides of nitrogen (NOx) and 0.01 grams per brake-horsepower/hour particulate

matter (PM). The engine should meet Euro VI and pending U.S. greenhouse gas and fuel-efficiency regulations.

The ISX12 G is the first heavy-duty spark-ignited natural gas engine available in the North American market, Cummins notes, and is entering the final stages of field-testing now. The engine will be made at the company's plant in Jamestown, NY. ▲

What About Safety?

Despite being in broad usage in backyards and cottages round the country on a daily basis, propane to some people rings of volatility. And in Aug., 2008, a propane explosion at Toronto's Sunrise Energy's facility left one driver and one firefighter dead, causing millions in damages and forcing the evacuation of about 12,000 residents. Subsequent investigation showed that the explosion happened during a truck-to-truck transfer of propane, an action, prosecutors say, that had been disallowed by the Technical Standards and Safety Authority (TSSA). The trial is scheduled to finish in June. But still. Is propane as a fuel safe?

LOOK AT IT THIS WAY: First, you don't need a special permit to operate a propane vehicle. Second, propane tanks are extremely sturdy. London, ON, police service began converting its fleet to propane in 1982. Since that time patrol cars have been involved in numerous collisions and some have suffered

irreparable damage but all the propane tanks, pipes and other equipment conversion held up well.



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TIGHTER IS NOT BETTER

And other surprising news about avoiding deadly wheel-offs.

By Rolf Lockwood

The first thing that's obvious about wheel integrity is that there's no shortage of information on the subject. Posters, pamphlets, simple one-page instruction sheets, a bunch of YouTube videos, not to mention mandatory day-long wheel-installation courses... you name it, we're inundated with education and thus reasons why wheels should stay attached. Yet they don't.

There are few credible statistics on the matter of wheel-off incidents, but those that do exist suggest that the trucking industry is getting better in prevention terms. Still, news reports of death by flying wheel aren't entirely rare. What to do?

We'll focus on fasteners in this article, though there's just as much to be written about bearings, the other key source of wheel failures. And we'll start with cleanliness.

Keep 'Em Clean

There are many ways for a truck or trailer wheel to fail and come adrift. But even with a hub-piloted disc, the wheel that's least sensitive to poor maintenance, the problem can very often be traced to simple cleanliness. The obvious cause of failure may be a loose fastener, usually due to a torquing problem during installation. But what created the lack of sufficient torque to hold things together in the first place?

Chances are, the wheel components were just plain dirty or rusty. And it doesn't take much dirt or much rust to change things after a few thousand miles. The fact is that even a small amount of dirt or rust or something as small as excess paint drips between mating surfaces will cause a loss of clamping force over time. Note that we didn't say 'can cause' but 'will cause'.



FASTEN FURIOUS: Simple items like the Bud-Eze air-tight cover for wheel fasteners can help reduce wheel-off incidents just by keeping fasteners clean and free of corrosion.



RUST NEVER SLEEPS: Drivers must check for obvious signs of wheel and fastener damage but many faults will be hidden, especially the over-torquing that will eventually lead to failure.

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It's simple fact: if there's any rust, dirt, excess paint, or even oil in the wrong place, your torque spec is out the window.

A common failure in disc wheels, for example, is a crack running between bolt holes around the wheel. Its likely causes are a loose wheel nut or worn mating surfaces. Dirt and corrosion will just make it worse.

Similarly, the crack that forms from the bolt hole to the center hole of a disc wheel is usually the result of loose inner cap nuts caused by foreign material between the wheel and the hub or drum. That crud or whatever prevents a flush contact, and it means the fastener never did manage to make things perfectly tight. Worse, it also means the fastener has been encouraged to loosen up.

Before re-using any undamaged wheel, at the very least use a wire brush or file to thoroughly remove grease, oil, old rubber, dirt, road film and corrosion. This is especially critical in three key areas: where the tire seats, where components fit together, and where the wheels mount on the vehicle. Be certain to check around the studs



on the hub and drum as well as in and around bolt holes and chamfers on the wheels to ensure that they're clean and flat. Sanding, light sand-blasting or a solvent bath may be needed.

With steel wheels, a lot of people routinely re-paint them at every tire change to help prevent rust and corrosion. If you do it yourself, first make certain that all surfaces are clean and flat and then start with a fast-drying metal primer. But it's critical that paint build-up should be avoided on the wheel mounting surfaces and in the bolt holes. Paint should be dry and hard before the wheel is installed.

Another method of wheel refinishing is

MORE POWDER TO YOU: Cleanliness is the first rule in re-assembling tire-and-wheel sets, and powder-coating rusty wheels instead of painting them has advantages. Seen here at Bast Tire in Waterloo, Ont.

powder coating, commonly used on things like lawn furniture, though it's not something you can do yourself. It's claimed to offer a superior, chip-resistant finish that lasts 40-percent longer than paint, and it creates uniform coverage with no runs or excessive thickness, which can also affect clamping force. The best part may be that it's quick—from start to finish, rims can be ready to have tires remounted in just an hour.

It starts with a wash and then bead-blasting that takes the wheel down to bare metal, at which point it's easy to inspect for cracks and measure bolt holes accurately. Then the powder coating is applied, and finally the wheel is baked in an oven for 20 minutes or so. As with paint, there's a wide of array of standard custom colors available. Cost is comparable to paint.

But what about fasteners?



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Nuts & Bolts

If you look at RP 656 in the Recommended Practices Manual published and continuously updated by the Technology & Maintenance Council, you'll find these telling words in the third paragraph:

"Wheel-end fasteners have a finite service life..."

And then...

"There are no industry standards or

guidelines for wheel bolt service life since service life will vary by application, duty cycle, geographic location, and maintenance practices."

Followed by...

"Most fastener problems can be avoided by using a few simple instruments... such as a wire brush, an oil dropper, and a calibrated torque wrench."

We know what the wire brush is for so

let's move to the oil dropper, and there we'll find confusion. Actually, rampant confusion, it seems. The differences between hub-piloted and stud-piloted fastening systems are too fundamental to go into here, and the former has pretty much taken the market over anyway.

You MUST apply two drops of 30-weight oil to the leading threads when re-assembling a hub-piloted wheel. It helps prevent corrosion and promotes even torquing. But you MUST NOT apply any oil anywhere in a stud-piloted system. It's assembled and torqued dry.

And in both cases, you MUST NOT use any kind of anti-seize compound on the threads. As RP 656 puts it, "Many of these compounds are constructed of inconsistent material that could significantly alter the designed torque-tension relationship between the mating fasteners."

Torque Matters

The root cause of wheel-offs is in the way they're installed in the first place, and that comes down to torque.

Rob MacMillan, an industrial process and systems guy working for Pinpoint Information Systems, has strong opinions on this. He's been working in the industrial fastening business for over 20 years and says he's sold wheel-installation machines to every major automobile and truck manufacturer in the business. Obviously a truck-assembly facility is a lot different than a fleet's maintenance shop in the heart of Alberta, but his comments are nonetheless worth hearing. And he actually does have a fair bit of in-the-trenches experience, including working with a major fleet dealing with three wheel-off lawsuits, trying to help them create a process-driven wheel-maintenance regime.

"It is amazing to me," MacMillan says, "that all final assembly plants have very sophisticated machines that apply an elaborate fastening strategy that synchronizes the lug nuts, ensures an even distribution of clamp load, guards against deformation of the rotor and stretching of the studs, logs all data etc., and yet when these vehicles hit their dealerships or fleet service facilities, they are removed and re-installed with a \$50 impact wrench and a static click wrench. It is not practical for service facilities to invest in the automated



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machines from the assembly plants but they could do much better than they are.

“The biggest issue with the installation of wheel lugs is the inconsistency of friction,” he goes on. “The issues surrounding friction are compounded by the way all companies confirm the presence of installation torque. A torque specification is merely a way to predict how much clamping force (or squeeze force) there is in the system. The problem is that friction is variable and friction dictates how much energy is consumed simply turning the nut and how much goes into clamping the joint together.

“For example, if the desired installation torque was 100 lb ft, and if a thread of the stud is damaged, it is not impossible for friction to consume 100 percent of the installation torque and leave zero clamping force in the system.

“To make matters worse,” MacMillan says, “the effect of friction is minimized when the fastener is turning, yet every truck company I have ever met confirms the installation torque once the fastener has stopped. The technician typically whacks the lug nut down with an unsophisticated pneumatic impact wrench and then confirms the torque with a click-style torque wrench. Understand an impact wrench will apply torque to the nut as long as the operator happens to hold onto the trigger. This is subjective and varies from man to man.”

Two scenarios generally cause most of the problems in MacMillan’s eyes. He calls the first one ‘Tighter is Not Better.’

“The operator wants to make sure the lug nut is really tight. He holds the trigger long enough to be sure the lug is extra tight so it will never come loose. When he is done, he grabs his wrench. He clicks the nut. All is good.

“Truth: when you tighten a threaded joint, at some point the fastener begins to stretch. This is a common fastening strategy in controlled industrial environments like engine assembly but all fasteners have an ‘elastic limit’. If you exceed that limit you have created a high probability that the fastener could break,” says MacMillan.

“In an effort to be extra safe, the technician exceeds the elastic limit of the stud [which is impacted by age, use, corrosion etc.], he clicks the lug nut and the wrench

sees an adequate amount of friction so it indicates everything is OK. The reality is that you have a time bomb rolling down the street. You never know when the right series of conditions might stack together to make that stud break. It is impossible to predict.”

MacMillan’s second horror scenario is entitled ‘The Click Wrench Said it Was Good.’

“The operator is very experienced and very diligent,” as he describes the situation. “He knows the sound his tool makes when the nut is free-running and the noise it makes when the nut bottoms out on the wheel and starts to clamp the joint. He holds the tool on the nut, lets it bottom out, counts to five, and lets go of the trigger. He grabs his torque wrench and clicks the nut. All is good.”

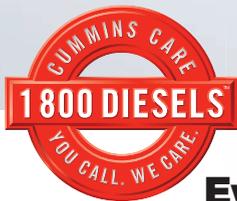
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And to illustrate the point, MacMillan offers this cautionary tale...

"Imagine an operator grabs a handful of lug nuts and puts them in his apron. While in there one comes in contact with a little bit of grease and another comes in contact with a little bit of dirt. When the technician installs those nuts, one will require a significantly different level of energy to make it turn. If the tech typically waits for his tool to impact the fastener for, say, five seconds at the bottom of the stud before he lets go of the trigger, the installation torque and the relative clamp load between those two fasteners will be dramatically different.

"Now the fastener is obviously stopped. This is when the effect of friction is highest [to manually push a car you must overcome inertia and friction to get it rolling, but once it gets moving, friction is minimized and gets a lot easier]. He takes his click wrench and successfully confirms

the torque on both lug nuts. But the click wrench only measures resistance [friction]. It is incapable of knowing what is friction and what is clamp force. To get a real indication of how much torque is on the nut you must get it moving, ignore the high breakaway torque [mostly friction] and then grab an accurate torque reading before you increase the installation torque by turning the nut too far.

"The hub nut with grease on it will lose less energy to friction than the nut with dirt on it so there will be more energy left to clamp the wheel to the hub. The one with grease on it should make a better joint if it did not cause the stud to see too much torque and stretch beyond the elastic limit.

"All I know is that I am afraid of both of them," MacMillan concludes. ▲

FOR MORE INFO

There are literally countless sources of information on the topic of wheel fasteners, and wheel integrity in general, but the **TMC's Recommended Practices Manual** is the obvious place to start. Look for RP 222a and 222b (available separately as the 'Users' Guide to Wheels & Rims', RP 237, and RP 656.

THE FOLLOWING URLS MAY ALSO BE OF SPECIAL INTEREST:

www.bridgestonetrucktires.com/us_eng/real/magazines/00v5iss1/ra5.asp

www.accuridewheels.com/steeldisc_hub.asp

www.youtube.com/watch?v=0y0NVAQJ91Y
(Alcoa video)

www.hayes-lemmerz.com

www.webbwheel.com/testyourself

www.conmet.com/faqs.php

www.saaq.gouv.qc.ca/publications/lourds/wheel_loss.pdf

www.meritorhvs.com/MeritorHVS_Documents/TT3.pdf

www.gunite.com/literature/pdf/DiscWheelHubInstall.pdf

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Motors with all the Fixin's

This just in from
the post-2010
diesel-engine front:
GOOD NEWS.

By Jim Park

We may be out of the woods now, with the 2010-generation engines now in almost full production, but it's been tough getting here. The current crop of engines is considerably more reliable than the 2002-2007-generation, and fuel economy has improved, but we have paid dearly for that relief.

The final day of The Technology & Maintenance Council's (TMC) of the American Trucking Associations annual meeting in Tampa, FL., featured the ever-popular Engine Report Card session where five high-profile fleet maintenance executives relate their experiences with their 2000-era engines. It has not been pretty, they say; engines built since October 2002 have been troublesome and expensive, but most credited the OEs for putting in their share of trench time and doing the best they could to work out the problems.

Among the presenters was Steve Duley, vice president, Purchasing, for Schneider National, who says the company's cost-per-mile is up 10.5 cents since the 2002 engines first appeared. That's on top of a \$23,000 incremental price increase per unit.

"We have averaged four-percent more work orders per truck, trips through the shop and the same increase in the number of times we had to be towed in," Duley told the crowd. "We have lowered our expectations, but we are encouraged so far by the performance of the 2010-generation product."

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IN WITH THE OLD, OUT WITH THE NEW

Why suffer with the cost and reliability issues surrounding new engines when your pre-2002 motor can power up a spanking new chassis?

It's called a **glider kit**. They were popular back in the days when engines lasted only a few years before needing overhaul. You could buy a glider kit cheaper than a new truck, drop a freshly overhauled powerplant between the frame rails, pull the drivetrain over from the old truck, and you were good-as-new with a few years of warranty to boot.

Glider kits are making a resurgence in North America. One OE insider told us that orders for glider kits have doubled in the past couple of years. Some call it a loophole—an end-run around the EPA emissions regs. Others say, “yeah, so?” Those rules cost the industry a fortune; if there's a legal way to minimize the grief, why not?

A glider kit is a cab and frame rails, usually including the steer axle. The buyer is entitled to request the OE to provide one of the three major components: either the engine (any vintage, pending availability), transmission or drive axles. The OE then builds it to the customer's specification. In other words, you order the kit to fit, say, a 2001 Cummins ISX engine, and the OE will plumb and wire it for that engine. The customer can assemble it, or can contract the work to a third party shop, or even the dealer who sold it.

Mega-carrier Schneider National is on an ambitious schedule to put several thousand gliders into service. You can see stacks of them parked behind any Detroit Diesel service center almost anywhere in the country.

One downside worth considering is resale value. We're hearing that glidered trucks are worth significantly less on trade-in. But then again, they cost less to get into. Look at the life-cycle costs.

Watch for an in-depth feature on glider kits in the **May issue of TODAY'S TRUCKING**.



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And while harder to put a cost to, he expressed frustration with the increased complexity of the engines and the training time required to bring technicians and drivers up to speed.

Several of Duley's big-fleet colleagues reported similar difficulties with other engines, including Duane Lippincott, the fleet manager at United Parcel Service in Atlanta. He has data showing the '04 and '07 engines have experienced far more breakdowns than previous generation engines did, and their fuel was off by about 4 percent.

Frank Nicholson, vice president of maintenance at TransAm Trucking, Olathe, Kan., complained that DPFs need to be serviced so frequently that he now includes them in his PM list, which upped PM costs almost 200 percent compared to pre-'07 tractors.

Closer to home and on a much smaller scale, a diligent and data-focused owner-operator from Alberta, Greg Decker, says his '07 truck has just about put him out of business. He estimates the truck has cost him in excess of \$610,000, including out-of-pocket repairs, finance charges on repairs, towing and lost revenue. His estimate includes—by his own reckoning based on walk-in shop prices and labor rates—about \$250,000 in warranty work paid for by the manufacturer.

To date, his maintenance and repair records show that non-warranty maintenance and repair costs on the truck are north of 15 cents per mile. The next big shock he is bracing himself for is the loss of trade-in value. He has already shopped the truck around to several dealers and none will take it on a trade.

"A dealer in Regina actually offered me \$10,000 less for the truck than a comparable '06 model," Decker claims. "I guess they know."

SALT IN THE WOUND

As if to drive home the point about the crushing cost increases and reliability issues, the U.S. Truck Dealers Association in March released a study on the actual cost of complying with the EPA rules compared to EPA's own cost predictions.

"Not only were trucks much more expensive than EPA forecast, they had significant reliability and operating prob-

lems, far exceeding anything EPA expected to occur," said study author and chief researcher, Esteban Plaza-Jennings.

The report shows EPA's projected compliance costs for 2004, 2007 and 2010 emissions rules—when compared to the actual costs derived from OEM invoices—were off by an average of two to five times the agency's original estimate.

"When these are examined together, we

found that truck prices spiked by more than \$21,000 over the three engine generations while EPA had predicted a \$5,000 increase," Jennings noted.

Among the unintended consequences of rushing technology to market, and failing to predict the market's—correct—response to unproven and ultimately unreliable technology, was a delay in getting cleaner engines into service.

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"Many informed prospective new truck purchasers rushed to pre-buy trucks with pre-compliant technologies to avoid the effects of EPA's mandates," said ATD chairman, Dick Witcher. "Those three successive pre-buys hurt everyone."

ATD called into question EPA's cost analysis of 2004-2010 emissions control mandates, and issued a cautionary note

How Much to Go Green?

According to Schneider's Steve Duley, the three successive rounds of EPA emissions reductions mandates have cost his company about \$57,000 per truck in increased acquisition costs, degraded fuel economy and additional maintenance. That's about eight cents a mile over the life of the truck.

"For 10 to 20 years prior to the rollout of the first EPA engines in October 2002, we had a very stable cost environment," Duley told attendees of a Technical Session at TMC's February Annual Meeting in Tampa. The session was called 'Improving Fuel Economy through Best Maintenance Practices.'

"That all changed dramatically in 2002. EPA added about 1,200 lb to the vehicle since 2002, which has come right out of the trailer. Fuel economy, compared to pre-EGR, dropped about five percent between the '02- and '07-generation engines. We are just starting to get that back now with the 2010 engines."

Among the per-truck specifics reported by Schneider at TMC:

- **Price increases:** \$4,500 for 2002, \$8,500 for 2007, and \$10,000 for 2010
- **Fuel economy drop:** down four percent for '02, down two percent for '07, and up between three and five percent for '10
- **Fuel costs:** up \$18,000* for '02, up \$9,000 for '07, down \$13,000 (est.) for '10
- **Maintenance costs:** up \$8,000 for '02, \$9,000 for '07.
- So far in '10, costs are dropping and are expected to remain favorable.

"Overall, we've seen an increase in the total operating cost for those engines of between eight and 10 cents per mile," Duley concluded.

*Based on \$4.00/gal; 120,000 miles/year, six-year life.

regarding the Agency's pending fuel economy standards.

"While the EPA can mandate what truck and engine makers have to build, they can't dictate what customers will buy," Witcher said. "Setting [any vehicle] standards too far in advance is dangerous for any regulatory agency. The variables are simply too difficult to predict with any accuracy. Goals need to be set in smaller

increments of time and in more manageable steps that provide flexibility to incorporate new [and emerging] technologies."

Trucks required to comply with MY-2014 fuel economy standards will start hitting the street in mid-to-late 2013. EPA (and Environment Canada) forecast they will carry an additional cost of about \$6,000. Let's hope they get it right this time around. ▲

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Heads Off Road for Rescue

By Peter Carter

I'm getting your driver out of there NOW!" The driver in question pulls for Legal Freight Services, a northern Alberta-division of TransForce. And he was in a fix.

He had been dispatched to a gas plant north of Hinton and then was out of communication range for almost 20 hours.

Turns out that the route that he was supposed to follow was unmarked and snow covered, and at one point in the trip, his load shifted and his 18-wheeler got stuck.

The driver was out of cell-phone range. It was a snowy night, the temperature had dropped to minus 40, and the driver's supplies—most significantly his diesel fuel—were running low. And although the truck was tracked via satellite, there was no reason for anyone to act because in the oil patch, drivers frequently run for hours without contact.

It was only after 18 hours that Legal Freight's Ops Manager Mike Buckley realized things might have gone on too long.

He saw on the GPS where the truck was and contacted Emergency Road Services Corporation (ERS) based in Mississauga.

Mostly, ERS provides emergency roadside care to truckers who need help with things like tows, restarts, battery boosts or on-site repairs. (In fact, since the company opened five years ago, they have responded to more than 25,000 calls. None have been quite as dramatic as this.)

Fortunately, Buckley's call went to ERS's Michelle Hendricks, who had just started her day shift.

"I could tell in Mike's voice how serious it was," Hendricks says, "As soon as I found out a life was in danger, I dropped everything and made sure he was taken care of."

Adds Buckley: "Michelle was incredibly calm during the call and she told me exactly what I needed to hear—I'm getting your driver out of there NOW!"

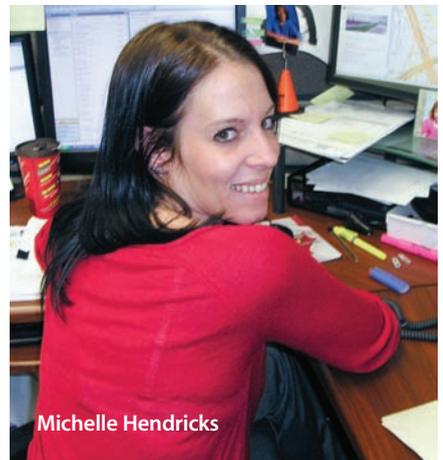
Within 20 minutes of the call, Hendricks confirmed that she had contacted Big Mountain Mechanics in Hinton and that they had dispatched four trucks

to the stuck driver. She had worked with Big Mountain before on other calls and knew, she says, that they were efficient and trustworthy.

With the help of ERS, Buckley and GPS, the Big Mountain team found and saved the driver and towed him out of the bush, on to the highway and all the way back to his house.

In a congratulatory letter to ERS after the event, Buckley said he was "shocked and relieved she [Hendricks] accomplished this so quickly."

"My entire team knows who you are and what you did for us," Buckley wrote. "On behalf of myself, my entire dispatch team, and especially the driver and his family, thank you for being the professional that you are and for being on the other end of the phone on January 19th."



Michelle Hendricks

Dawn Violo, founder and President of ERS, says they're very proud of Hendricks' performance. "We try to instill in our team that what they do is an extremely important job. Most of the time we are trying to make sure that a company's delivery is made on time but we never know when we will get the next call to rescue a stranded driver and possibly save his life."

And the bill for the tow? \$2,700. For four trucks. And they had to plow a road through the snow to get the truck unstuck. No wonder she likes Big Mountain Mechanics. ▲

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READY OR NOT, HERE THEY COME: The U.S. Government's recently announced plan for upgrading that country's infrastructure includes support for EOBRs.

to voice their support for a mandate directly to federal members of parliament," said David Bradley, CEO of the CTA.

"It's important that our elected officials hear from those who support an EOBR mandate," Bradley explained, "not just those who oppose enhanced compliance monitoring.

"Paper logs are an ineffective and archaic way to monitor compliance with the hours-of-service regulations for both the regulators and the industry; if the rules were introduced to combat driver fatigue and we're serious about making our highways safer, then the MPs need to get behind an EOBR mandate," Bradley said.

The American Trucking Associations (ATA) are also strong advocates of EOBRs, citing the improved safety, environmental impact and efficiency that the devices would bring to trucking. ▲

WANT TO TRACK TRUCKS?

Pick Up Your Phone

By Peter Carter

While Federal administrators in the U.S. deliberate how to proceed on the electronic on board recorder (EOBR) issue, the Canadian Trucking Alliance (CTA) has made it easier for both company owners and drivers to let Members of Parliament from their province know how and why they support the introduction of a universal EOBR mandate in Canada.

By visiting CTA's home page and clicking on the "Support EOBRs" button, supporters of EOBRs can choose which type of letter to send in English or French, enter their name and province, and a message of support will automatically be sent directly to their MPs.

Professional commercial drivers can also send a four-digit text code from their cell phones that will trigger a text message to the MPs. Text the letters 'eobr' to the number, 77777. Or, to send the letter in

French, text: 'eobrfrench' to 77777.

"We're inviting carriers, the majority of whom we know are in support of EOBRs, and the growing number of drivers who, once they have experience with EOBRs, see them not as a threat but as a positive thing,



CTA CEO
David Bradley

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HEATER CONTROLLERS

ESPAR RELEASES NEW CONTROLLERS FOR BUNK HEATERS AND ENGINE PRE-HEATERS

Espar Heater Systems has introduced two new controllers, the Multi-Max F1000 for the Hydronic line of engine coolant heaters and the Digi-Max D1000 (pictured here) to manage Airtronic D2/D4 bunk heaters. As the company describes it, the Multi-Max F1000 offers maximum sequence control while the Digi-Max D1000 provides maximum user control.

The Multi-Max F1000 gives fleets complete control over their pre-heat coolant heaters, taking the driver out of the mix. With a desktop programmer and a Micro SD card slot, the Multi-Max gives tamper-proof control of every aspect of every heater's operating parameters based on each vehicle's individual work schedule.

Programming, said to take less than 5 minutes, delivers as many as four distinct

events per day, each with a different start and finish time. Through the Micro SD card slot, those same settings can then be used to program multiple vehicle heaters.

The Digi-Max D1000 controller gives drivers maximum control and a larger display screen to accommodate things like constant heater status display, a temperature set point with Celsius or Fahrenheit options, and a run-time countdown clock. Problem shut-offs are isolated from routine shut-offs through a 'check heater' indicator and simplified diagnostic service messages. There's also a programmable low-voltage shut-off to prevent early morning calls from drivers in need of a boost.

See www.espar.com

HINO CREW CAB

THE 2013 MODEL 195 IN CREW CAB FORM WILL BE ARRIVING SOON

The 2013 Hino 195 Crew Cab should be arriving in dealer yards about now. Built on the company's 19,500-lb-GVWR cabover chassis, the truck is said to offer big payload capability.



The four-door, six-passenger cab sits atop Hino's 5.1-litre diesel producing 210 hp and 440 lb ft of torque, combined with Aisin's six-speed fully automatic A465 transmission. The new Hino complies with EPA 2010 emission regs by way of selective catalytic reduction.

It has an exclusive 'magnetic' suspension seat in a cab designed to accommodate drivers up to 6.5 ft. tall, the company says. Standard features include air conditioning, keyless entry, and Bluetooth communication. Outward vision is aided by Hino's 'wide-view A-pillar' design.

The new 195 Crew Cab is covered by Hino's '1-3-5' Customer Protection Program that combines one-year/50,000-km free maintenance, three years of HinoWatch roadside assistance, and a five-year/280,000-km engine and transmission warranty.

See www.hinocanada.com

BODY-BUILDER BOOK

WESTERN STAR HAS RELEASED THE 2ND EDITION OF ITS ONLINE BODY BUILDER BOOK

Western Star says the second edition of its online Body Builder Book is now available for download. The updated version features a comprehensive section of chassis specs for the new 4700 models, in addition to a more detailed breakdown of electrical and body-integration components for Western Star's full product line.

Specific new features in the Body Builder Book Version 2 include: new air and electrical schematic information, including front-wall PTO and tail-light



Western Star 4700

connections, as well as new air-tank and chassis-component details, both for the new 4700 model.

There's a new electrical question-and-answer section to guide technicians through commonly asked questions, new exhaust information for all truck models, and complete details on the new in-cab electrical body connection power-distribution module.

The Western Star Body Builder Book Version 2 is available to download at www.westernstar.com/bodybuilderbook www.westernstar.com

MERITOR WABCO EXPANDS LINEUP

MERITOR WABCO LINKS WITH TAKATA, ADDS RSS MODEL AND AN ELECTRIC AIR DRYER

Meritor WABCO Vehicle Control Systems has formalized a strategic alliance with Takata to market the latter's SafeTrak lane-departure and driver-alertness warning systems. Also new is the company's Roll Stability Support (RSS) 1M system; new electrically controlled air dryer (ECAD) technology; and System Saver 1200 Plus air-dryer enhancements.

SafeTrak is an inexpensive, stand-alone vehicle sensor system—it retails for \$500 or less—that can be fitted to any truck, offering lane-departure warning, forward-collision warning, and driver-alertness alarms. Telematic capabilities are not yet part of its feature set, nor can SafeTrak be integrated with other vehicle systems.

The new RSS 1M model offers trailer anti-lock braking with the added benefit

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of stability control. It's easily retrofittable to any ABS-equipped trailer with air or mechanical suspension. It can also be installed on trailers without existing ABS, but installation would take longer. This two-sensor/one-modulator system completes the company's offering of ABS and trailer stability control integrated in a single unit. The system automatically accounts for load status and calculates lateral acceleration while driving. If the lateral acceleration exceeds a specific value, low-pressure check-brake applications are applied. If the system detects a potential rollover, a full brake application occurs.

Meritor WABCO's new ECAD dryer (pictured above) is now available on an unnamed OEM's trucks. At a guess, it might well be Freightliner. ECAD is said to offer several advantages over conventional air dryers, including the potential for fuel savings. It includes two solenoid



valves to facilitate pressure control and regeneration. To manage it, the truck's electronic control unit (ECU) compiles relevant information such as line pressure, engine speed, engine operating time, road speed, and ambient temperature. It can't be retrofitted.

Meritor WABCO has also enhanced its System Saver 1200 Plus spin-on air dryer to allow integration of the wet tank into the existing platform. This in turn brings added application flexibility and a small weight saving.

See www.meritorwabco.com

MOBILE WI-FI

PEOPLENET ADDS SECURE, FLEET-MANAGED WI-FI TO ONBOARD COMPUTING SYSTEM

PeopleNet says its Tablet in-cab/portable computing system now provides secure, fleet-managed wireless Internet (Wi-Fi) access and web browsing. Its proxy server ensures that all devices and stored data are secure, the company says, and that data sent to the driver is scanned for potential viruses.

Wi-Fi capability can enable drivers to access their fleet's corporate site as well as key parts of company intranets such as payroll systems and training applications. Fleets determine whether Internet access is provided solely through company networks or via public hot-spot access. Fleets also determine which sites beyond the company's are pre-approved for driver access.

Wi-Fi connectivity combined with Tablet's portability offers drivers the opportunity to connect to a wireless network from virtually anywhere, including a hotel room, inside a truck stop, or any hot spot where there may be a stronger, faster, more reliable Internet connection away from the vehicle. Tablet's open platform incorporates the most current Windows 7-based technology.

See www.peoplenetonline.com

SWIVEL NOSEBOX

PHILLIPS UNVEILS "GAME CHANGING" SWIVEL NOSEBOX AND CORROSION-BLOCKING CONNECTORS

Phillips Industries says its Sta-Dry Tracker is an innovation in electrical sockets "that will significantly upgrade and improve the connection between the tractor and trailer, saving fleets downtime and money."

As well, the company has also introduced corrosion-blocking Sta-Dry Weather-Tite connectors, seven-way male connector plugs with integrated seals that stop moisture from entering the electrical system. They'll be available in July.

Phillips explains the swivelling nosebox this way: when a truck/trailer combination has to move in tandem into a tight space, creating a severe angle between them, there's a good chance of

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WEEKLY PUMP PRICE SURVEY / cents per litre

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CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	139.9	0.0	122.0
VANCOUVER *	145.9	0.5	104.6
VICTORIA	140.9	1.5	105.3
PRINCE GEORGE	127.9	0.3	96.4
KAMLOOPS	131.9	0.0	100.2
KELOWNA	131.6	0.0	99.9
FORT ST. JOHN	139.9	5.0	107.8
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	117.9	1.0	99.3
RED DEER	115.9	0.3	97.4
EDMONTON	115.2	0.0	96.7
LETHBRIDGE	119.9	-0.5	101.2
LLOYDMINSTER	115.9	0.0	97.4
REGINA *	120.2	0.0	95.5
SASKATOON	118.9	-1.8	94.2
PRINCE ALBERT	119.9	0.0	95.2
WINNIPEG *	120.1	-0.4	98.9
BRANDON	117.4	-0.5	96.3
TORONTO *	128.2	-6.5	95.1
OTTAWA	133.9	-1.3	100.2
KINGSTON	130.9	-2.5	97.5
PETERBOROUGH	127.9	-4.0	94.9
WINDSOR	127.3	-0.5	94.4
LONDON	128.9	-1.0	95.8
SUDBURY	135.9	1.0	102.0
SAULT STE MARIE	134.9	1.0	101.1
THUNDER BAY	131.9	-1.0	98.4
NORTH BAY	134.8	0.1	101.0
TIMMINS	134.2	-1.3	100.5
HAMILTON	129.8	-2.6	96.6
ST. CATHARINES	128.9	-2.5	95.8
MONTRÉAL *	141.9	0.5	101.2
QUÉBEC	139.2	-1.3	98.9
SHERBROOKE	138.9	-1.0	98.6
GASPÉ	139.4	-1.0	102.9
CHICOUTIMI	136.9	-2.0	100.7
RIMOUSKI	137.9	-1.5	99.6
TROIS RIVIÈRES	137.9	-2.0	97.7
DRUMMONDVILLE	137.4	-0.5	97.3
VAL D'OR	139.9	0.0	103.3
SAINT JOHN *	138.0	-2.9	98.9
FREDERICTON	138.8	-2.4	99.6
MONCTON	139.0	-2.9	99.8
BATHURST	140.6	-2.9	101.2
EDMUNDSTON	139.7	-2.9	100.4
MIRAMICHI	139.7	-2.9	100.4
CAMPBELLTON	139.8	-2.9	100.5
SUSSEX	138.2	-5.0	99.1
WOODSTOCK	140.9	-3.3	101.5
HALIFAX *	137.0	0.0	99.8
SYDNEY	140.5	0.0	102.8
YARMOUTH	139.6	0.0	102.0
TRURO	138.2	-0.2	100.7
KENTVILLE	139.2	0.0	101.6
NEW GLASGOW	139.7	0.0	102.1
CHARLOTTETOWN *	131.3	0.0	100.8
ST JOHN'S *	141.8	-2.5	105.0
GANDER	138.2	-2.6	101.8
LABRADOR CITY	147.1	-2.6	109.7
CORNER BROOK	142.5	-2.5	105.6
CANADA AVERAGE (V)	129.5	-1.4	98.8

V-Volume Weighted

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

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SPECIAL EVENT

expensive and time-consuming damage to air and electrical cables, the nosebox, connectors, and gladhands. Simply increasing cable length to account for this is not a good option – each added foot of cable adds cost, plus a sagging cable that will rub on the deck plate.

The Sta-Dry Tracker will allow the cable to simply follow the movement of the truck. It will accommodate a turn up to 80 degrees (40 degrees left or 40



degrees right) and will automatically disconnect if the turn exceeds that angle, which is unlikely. Phillips figures it will save fleets money with only a minor modification to their equipment, paying for itself “over and over again.” It comes with a three-year warranty.

See www.phillipsind.com

MOBILE COLUMN LIFT

ROTARY LIFT ADDS OPERATOR-FRIENDLY RCH4 MOBILE COLUMN LIFT

Rotary Lift says the latest addition to its line of mobile column lifts, the RCH4, has an easy-to-use design. It claims the lift is up to 30 percent faster than competitors.

The RCH4 is sold in sets of four, six or eight battery-operated columns. Each column is identical and has a rated

capacity of 18,000 lb, for total lifting capacity of up to 144,000 lb. It can lift a vehicle 70 in. in just 78 seconds, Rotary says. It also features the company’s automatic steering system which is said to make it faster and easier to position the columns for service. Fixed forks fit most large tires without time-



consuming adjustment, so technicians can get the vehicle up in the air for service more quickly.

Such mobile column lifts, says Rotary, are versatile enough to be used almost anywhere to service virtually any medium- or heavy-duty vehicle.

Every column is equipped with Rotary Lift’s patented control panel. It includes a graphic layout of the column set-up,

real-time height reading and error display, battery indicator, programmable height limit settings and one-touch controls. Lifting and lowering of all columns is automatically synchronized, and there is a slow-lowering function for precision vehicle positioning. Technicians can operate the entire lift from whichever column is most convenient.

See www.rotarylif.com



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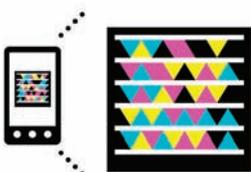
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SEVERE-DUTY TIRE

GOODYEAR INTRODUCES TIRE FOR OIL FIELD, LOGGING, AND OTHER SEVERE-SERVICE APPLICATIONS

The new G741 MSD tire from **Goodyear** boasts a deep 33/32-in. tread with a wide footprint, made for tough service in oil field, mining, logging and construction work.

The G741 MSD's other features include: an aggressive, self-cleaning tread design to help resist mud build-up and enhance grip; a cut- and chip-resistant tread compound that helps provide durability; and tread-block sipes to enhance traction in wet, snowy and icy conditions while helping to maintain dry traction.

Goodyear says the G741 MSD also has an "innovative" sidewall design that allows chains to be placed above the tread blocks for enhanced traction.

The tire will be available this May in size 11R24.5, load range H.

See www.goodyeartrucktires.com

SMARTWAY TRAILER TIRE

GT RADIAL GT979 FS TRAILER TIRE IS SMARTWAY-VERIFIED

GT Radial says it now has a SmartWay truck tire for every axle position with the recent verification of its GT979 FS trailer tire. It joins the GSL213 FS steer tire and GT669+ FS drive tire, both of which received SmartWay verification in 2010.

The company notes that, on a tractor-trailer combination, the steer tires contribute 15-20 percent of the tires' overall contribution to fuel economy, drive tires 30-40 percent, and trailer tires about 40-50 percent.

SmartWay verification from the U.S. Environmental Protection Agency means that the products reduce emissions and provide an estimated fuel savings of 3 percent or more against market-leading on-highway commercial truck tires.

See www.gtrradial-tires.com



GREAT DANE CHANGES ALL

Great Dane makes sweeping changes, rolls out emergency road service

GREAT DANE is changing its complete product line and century-old brand to accompany a new advertising campaign entitled "Evolution." The changes are far-reaching and actually began with the company's acquisition of Johnson

Refrigerated Truck Bodies in 2010. At the heart of this transformation, though, is a completely redesigned core product line to reflect customers' evolving needs.

The result is Great Dane's all new product mix, which includes Everest refrigerated trailers, Champion dry vans (pictured here), and Freedom flatbeds. Each line consists of three models to meet target markets.

A year ago Great Dane also launched a national-account parts and service program, AdvantEDGE, and now it's adding emergency road service (ERS) exclusively for those customers. It brings assistance around the clock.

ERS is available 24-hours a day, seven days a week in the U.S., Canada and Mexico through Great Dane's mobile network. Services include towing, trailer and tractor repair, maintenance on reefer units and tires, and drop-lot facilities.

See www.greatdanetrailers.com



HEAVY-DUTY BATTERY

EXIDE INTRODUCES EXTREME POWER 1000 AND DEBUTS NEW CASE AND COVER

Exide Technologies has launched the Extreme Power 1000 battery for the heavy-duty aftermarket. Claimed to have greater starting power and three times the vibration resistance of traditional flooded batteries, the Extreme Power 1000 delivers 1000 CCA (cold cranking amps) and 200 RC (reserve capacity) minutes.

It features the company's patented silver-alloy, cast-positive grids, double insulated glass-mat-lined separator envelopes, Stabl-Lok Plus epoxy anchor bonding, and reinforced case and cover with an easy-to-carry handle. And it's backed by a 24-month, free-replacement warranty.

Exide is also launching a patent-pending new case and cover for its Group 31 flooded products. The new design includes: spill-proof, manifold cover design under normal operating conditions; 'suitcase' handle and side grips for easy installation; and differentiated versions for the aftermarket and OE customers.

Like other Exide products, the Extreme Power 1000 is made with recycled lead and plastic, and can be recycled at the end of its service life. The company says it's one of the few battery manufacturers in the world with facilities to both make and recycle its own products.

See www.exide.com ▲

www.2012ERG.ca



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YOU CAN'T GET THERE FROM HERE

Care to take a shot at where this photo was snapped?



Every month we print a photo of a landmark visible from a major artery and award fabulous **Today's Trucking** caps to the first 10 readers who identify the object.

Last month's eye-catching sign has been luring passers-by to the nearby Bar Mon Copain in Degelis, QC, for as long as any of us editors can remember. And along with the usual respondents, we had a few fond and some not-so-fond memories shared with us. (See "He never got there period," pg. 7).

This month's coffee pot comes from that part of Canada where it takes a dog three days to run away from home. Think you know where it is? Urn, rather earn, a hat: Contact Jason Rhyno at:

March Answer:
Bar Mon Copain,
Degelis, QC



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By Peter Carter

A Master's Class in Trucking

Main course: *Steak on a Kaiser.*
Dessert: *A taste of trucking at its best.*

“Excuse me sir,” I said, holding out a copy of the March issue of Today’s Trucking as a peace offering. “I work for this magazine. Could my friend look at your truck? She’s never been up close before.”

My friend Mara Gulens is a fellow magazine editor whose office is near mine. A few days ago, she, Today’s Trucking Associate Editor Jason Rhyno, and I met for lunch at a nearby restaurant called Master Steaks.

Master Steaks is one of the many great truck stops across this country that help us get our magazine into the hands of drivers. My brilliant and funny nephew Mike Fairman works in the neighborhood and introduced me to the place. I really like the food and I feel it’s my duty to visit Master Steaks regularly to ensure our magazines are plentiful and neatly stacked. I also deem the steak-on-a-bun-and-fries special as nature’s most perfect meal.



The people are friendly, too. Pete, who runs Master Steaks, once told me: “You and me, we’re a team: Folks come here, they’re well-fed and well-read.”

Anyway, Mara, Jason and I had just exited the restaurant and there sat an untethered, 2012 Volvo 760. Behind it, a driver was examining his freshly greased fifth wheel. I approached and asked if we could take a closer look. (It was pure karma the guy was driving a Volvo because Mara knows some Swedish stuff. She earned a Masters degree in Baltic languages in Stockholm. She did not, however, study trucks.)

Well now. Your industry could not have bought and paid for a finer response than the one we received from driver Kelly Bartok.

First off, he said he liked our magazine, adding that I look better in real life than I do in that little photo on the top corner of this page. Then, he very generously offered to take Mara, me and Jason for a spin in the Volvo. I felt like a kid finding out it’s a snow day.

Mara, Kelly and I climbed in. Jason opted to stay put and have a smoke.

The ride was perfect.

The cab and sleeper berth area were immaculate. Bartok ran with a Volvo automated I-Shift. For anyone expecting truckers to be grinding gears, the automated shifter’s a real “I-opener.” As we rode north on Dixie, east on Britannia, south on Atlantic then back to Master Steaks, Bartok enthused about life behind the wheel.

Bartok spied about how driving gives him freedom and lets him see the world, and while he’s a regular at Master Steaks, he takes great care to cook healthy meals when on the road.

Mara, meantime, admired Bartok’s world and expressed admiration for his maneuvering ability. Twenty two accident-free years confers bragging rights, we agreed. (People inside an industry forget the stuff they take for granted, others have no reason to know about and are often amazed by—sleeper berths and incredible safe-driving records, for instance.)

Back at the lot, Mara learned how to exit a cab using a safe three-point descent.

It was 15 minutes I could never have hoped to plan. I loved making Mara’s Trucking 101 so memorable.

You and I know that this country would be a much better place if everybody (especially elected representatives) were schooled the way Mara was. I know it changed the way she looks at trucking.

It also made me think. A visit to **Truck World** could have a similar affect.

So tell you what.

If you’re coming to the Truck World show and want to bring someone who needs to know more about trucks, tell me by 4:00 p.m. April 18. Truck World is owned by Newcom Business Media, the company that publishes this magazine, so I can get you all in free. When you’re there, come by our booth to say hi. You never know what’ll happen.

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