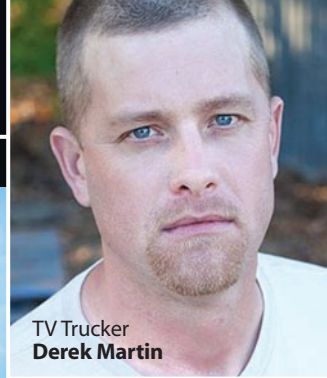


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TV Trucker  
Derek Martin

# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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May 2012

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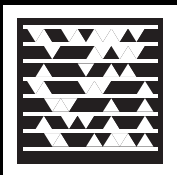


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We're betting our hat you can't guess where this place is.



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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 taxes; 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.

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## Letters to the Editor

Email [peter@newcom.ca](mailto:peter@newcom.ca) or send a letter to Newcom Business Media, 451 Attwell Dr., Toronto, ON M9W 5C4

### One Sussex-ful Convoy

Another year has come and gone and our local Convoy for Wishes held our Third Annual event on Aug. 27, 2011.

A warm sunny day blessed us all as the trucks lined up at Four Corners Wheeler Road, starting at 10:00 a.m. At 11:00, 80 trucks and a few support vehicles went down the highway and through Sussex. People lined the roadside to watch the trucks all gather in Princess Louise Park in front of the Sussex and Area Seniors Complex.

We organizers would like to thank the sponsors for making this a successful event and we certainly plan to be back once again in support of the Children's Wish Foundation in August, 2012.

Coordinator,  
**Judy Jordan,**  
Picadilly, NB



### Top 100 and counting

With 174 straight trucks, 633 tractors, 1,143 trailers, 156 owner-operators and 1,140 employees, the Erb Group of Baden ON is the 20th largest for-hire fleet in Canada, but because of an oversight on our end, Erb's name was omitted from our list of Canada's Top 100 carriers in the March issue of **Today's Trucking**.

(Erb is actually tied for 20th place with the XTL Group.)

Further, according to our listing, George Leger Transports of Valleyfield, PQ was the 100th largest carrier on the list, but it came to our attention after the magazine was published that the company had gone into bankruptcy and ceased operations in late 2010. So the 100th largest for-hire carrier is now J.D. Smith & Sons, of Concord, ON.

We regret any inconvenience the errors might have caused.

## If we don't blow our horn who will?

The founding editor of this magazine has been named one of the (if not the) most influential trucking journalists in North America.

**Rolf Lockwood**, currently Vice-President Editorial of Newcom Business Media, which produces *Today's Trucking*, *Truck World*, *Transport Routier*, *Truck and Trailer*, *Plumbing & HVAC*, *Canadian Technician*, *Canadian Car Owner* and their attendant websites was presented with a Lifetime Achievement Award by the Truck Writers of North America (TWNA) at the organization's annual dinner on Thursday, March 22.

The award celebrates a person who exhibits the highest standard of journalism or communications within the trucking industry over a career.

The magazine earned several other writing awards. Lockwood's feature on natural-gas trucks "Doing without Diesel," won two gold medals. And his editorial called "Hi-Tech Side Up" earned a silver. Former Senior Editor of *Today's Trucking* and current VP Communications and New Media at the Ontario Trucking Association (OTA) Marco Beghetto earned a gold for an HOS feature called "Going Back in Time."

Contributing editors Steve Bouchard and Allan Janssen earned silvers; Bouchard for a clear-eyed analysis of the local-food movement called "Grains of Truth;" Janssen for a look at unlicensed truck drivers called "Papers, Please."

*Today's Trucking* Editor Peter Carter collected a silver for his column Rear View, which appears on the back page of each issue.



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By Rolf Lockwood



# A Blue Ribbon ‘Tsk’ Force

What industry leaders are saying to fleets: *“Tsk tsk.”*

What industry leaders should hear: *“If you want to really fix the driver problem, look deep within yourself.. then act.”*

**W**ho is it that trucking depends on most? I’m talking about the freight world, not the various corners of vocational trucking. And you know what I’m going to say next.

With the possible exception of the people who provide the financial wherewithal to launch the whole thing in the first place, there’s really only one answer.

Drivers.

Whether we’re talking owner-operators or employees, nothing would happen if there weren’t someone sometimes going through hell to get that load of tightly strapped drywall to the next stage of its journey from factory to market.

All of it for too little money and, nowadays especially, too much heartache. I’ll hazard a guess and say that for some, owner-operators especially, the situation goes way beyond ‘heartache’ and into the realm of mental health. It’s bad out there, only getting worse.

Frankly, I’m a bit tired of writing about this, and you may well be tired of reading it. But I’ve seen it all and I can say with utter conviction that almost nobody respects drivers enough. Themselves included.

Yes, there are many exceptions, and more of them all the time. But at the heart of things in a lot of fleets both large and small, even in the midst of a so-called shortage, the driver remains a commodity.

You may have heard by now that there’s a move afoot to change things. The Canadian Trucking Alliance (CTA) has formed what it calls a ‘Blue Ribbon Task Force on the Driver Shortage’ and its stated aim is to develop “a coherent direction for moving forward on the issue.”

The CTA task force is made up of people sitting on its board of directors, from across the country. I know a lot of these guys pretty well, count some as friends, and they’re a smart bunch with good intentions. Self-serving intentions of course, but what’s good for them is good for drivers.

So this is all great news, even if it comes awfully late in the day. It’s not as if the ‘shortage’ of qualified drivers is new. It’s not as if legitimate moans and groans haven’t been emanating from thousands of cabs for 10 years or more.

Is this a case of better late than never? Yes, but I’ve already heard a bunch of comments from drivers and owner-ops

expressing a predictable skepticism. Sure, sure, they say, where have I heard this before? Words, words, words.

Well, you could hardly expect otherwise, but some of the words at least sound right...

“Drivers are the industry’s number one resource, the backbone of the industry,” says the task force in its initial report. “Without them there is no trucking industry. It should not take a crisis to address the situation and there is no guarantee the industry would emerge stronger following a crisis, where it could lose whatever ability it currently has to exercise at least some control over its destiny.

“The Blue Ribbon Task Force is not content, nor does it believe that the right thing to do is to sit back and wait for a crisis. The industry will always be captive to market forces, but it can also take action to help itself and ensure its continued dominance in the freight market. It just cannot do it without drivers. There will be no quick fixes, no magic bullets that will easily solve the industry’s human resources challenges. In the short to medium-term, the situation and its resulting impact on capacity, is unlikely to change. Addressing the driver shortage will require a long, multi-year effort.”

To its credit, the task force report correctly identifies three key compensation issues, and I’m quoting here:

- Truck drivers should have an improved ability to predict what their weekly pay is going to be;
- Truck driver compensation packages need to be competitive with or better than alternative employment options and more transparent;
- Truck drivers should be paid for all the work that they do and earn enough to cover all reasonable out-of-pocket expenses incurred while on the road for extended periods.

I really do welcome this effort—don’t get me wrong—but I have a few observations to make.

One, we’re already in crisis; there’s nothing to wait for.

Two, I’d say there’s no driver shortage at all, rather a shortage of jobs fit for qualified drivers.

And three, I think this task force is not aptly named. It should be called the ‘Blue Ribbon Task Force on the Culture of Trucking’. It’s one thing for the suits to decide on a course of change, quite another to get folks further down the ladder to buy in.

This is a challenge that has to be met from the bottom up. ▲

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

**I’d say there’s no driver shortage at all, rather a shortage of jobs fit for qualified drivers.**

# Dispat

BY JASON RHYNO

## Memo to Carriers: Solve the Driver Crisis

A super-sized report on the state of trucking is best summed up by Pogo the possum: “We have met the enemy, and he is us.”

“I’ve grown up in the industry—third generation after my grandfather and father—and I’ve talked about this many times with my father,” Ben Lehman, a driver with six years’ experience, tells me over the phone.

“He says it’s almost like when he was driving—there hasn’t been that change that there should be with the modern times.”

The conversation started on Twitter after this magazine tweeted a link to a story on the Canadian Trucking Alliance’s (CTA) much anticipated Blue Ribbon Task Force on the Driver Shortage.

What Lehman was referring to, specifically, was the rate of pay in the trucking industry for drivers—something the

Blue Ribbon report notes as one of the key issues of the driver shortage, among many other core problems.

The report is refreshingly honest in tone and approach, not wishy-washy like much of the literature on the subject. It also puts the burden of the driver shortage directly onto the carriers.

“It is the carriers—the entities that hire, fire, determine what and how to pay their drivers, who price their service and deal with their customers—who are ultimately responsible for their businesses and therefore for ensuring they have the people to do the work,” the report states.

While governments, customers, and associations all have a role to play, nothing is going to change until the carriers first take action themselves, the

report concludes.

But there are a couple of things that need to happen before a full-blown action plan can be put into motion, the report soberly states.

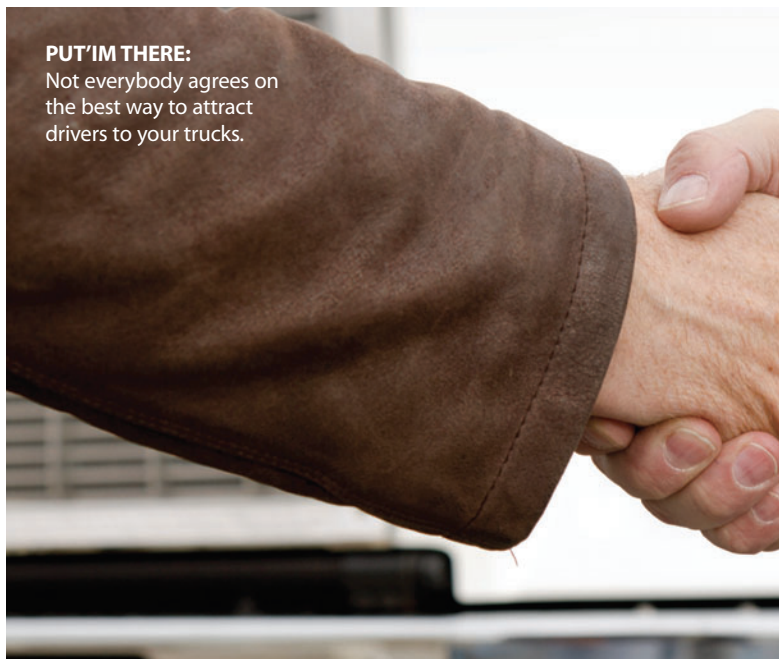
“The first most basic thing the industry needs to

do is to quantify the driver shortage in the coming years and forecast its potential impact on the Canadian economy if not addressed [...] The industry cannot rely upon out-dated or anecdotal information.”

The Blue Ribbon report

### PUT’IM THERE:

Not everybody agrees on the best way to attract drivers to your trucks.





# choices

“Truck driver compensation packages need to be competitive with or better than alternative employment options and more transparent.”

— **Blue Ribbon Report**

calls on the CTA to conduct a study to provide up-to-date facts and a forecast of the driver shortage. It needs to look at the problem from a national, regional and provincial perspective over the next 5 to 10 years, and then address the impact on the Canadian economy.

## POINTS OF CONTENTION

The Blue Ribbon Report doesn't gloss over differences of opinion on the driver shortage, but instead calls them out.

The first debate? Whether the industry should address

the driver shortage at all.

“There is an argument that the current rate environment is not conducive to making the kinds of changes (particularly in the area of driver compensation) needed to address the problem in a meaningful way. It is a fact that the industry has, since economic deregulation occurred in the 1980s, often been plagued with over-capacity, which has been reflected in depressed freight rates, inadequate ROI and squeezed margins. There is a case to be made, at least in the short-term period of modest and uncertain economic growth that “the

driver shortage is your friend”; that it is creating tightness in capacity that in turn creates the economic backdrop for upward pressure on freight rates and the conditions for improved profitability.”

Proponents of the “driver shortage is your friend” argument, says the report, believe that the shortage will be addressed by allowing market forces to work—that a crisis is needed for market conditions to change enough to address the driver shortage.

That's short-term thinking, the report says. It is not sustainable, and it shouldn't take a crisis to solve the problem. “Unless the industry begins to address the issue, the combination of a shrinking labour pool and economic growth will, at some point in the future, create a situation where the industry will not be able to meet standards of service that have been the hallmark of trucking's rise to become the predominant mode of freight transportation in Canada.”

The report lists what it calls “core values” that must first be established in order to address the underpinnings of the problem:

### Driver Demographics

Truck drivers are our most important asset, the face of the industry—to our customers and to the public;

They are deserving of respect;

Their welfare is at the core of the industry's success;

People of all ages, genders, religions, and races are welcome to work in the industry so long as they meet our standards of safe driving, performance and professional conduct.

### Driver Compensation

Truck drivers should have an improved ability to predict what their weekly pay is going to be;

Truck driver compensation packages need to be competitive with or better than alternative employment options and more transparent;

Truck drivers should be paid for all the work that they do and earn enough to cover all reasonable out-of-pocket expenses incurred while on the road for extended periods.

### Driver Quality of Life

Truck drivers should be able plan their lives like most other employees and predict or anticipate their time away from work;



Their time at work should not be wasted—at shipper/consignee premises, waiting for their trucks in the shop, or waiting for a response to a question of their carrier;

They should be able to rely on their carrier not to interfere with their personal time by (for example) calling them back to work early;

Driver wellness should be a top priority for employers;

Driver security while on the road should also be a priority with the rise in cargo crime.

### Driver Qualifications

A minimum standard of entry level, apprenticeship or apprenticeship-like truck driver training should be mandatory;

Truck driving should be considered a skilled trade and be recognized as such by the various levels and

## NO, SERIOUSLY, BABY, WE MEAN IT—WE’LL CHANGE!

Many drivers have lost faith in their relationship with upper management, in the industry itself. They’ve heard these promises before.

Those core values need to be adopted by industry leaders, and the message needs to be strong so that current and future drivers will realize they are indeed serious, the report stresses.

“Everything in the report has been discussed at one time or another,” a driver with 35 years behind him writes in an email. “You tell me who is going to step up and say that, starting tomorrow, 300,000 men and women must be paid for that time?”

There’s no “magic bullet,” no one solution fits all, the report acknowledges, and it’s going to take a long, multi-year effort.”

“But,” the report acknowledges, “it is also an industry of problem-solvers and innovators.” — **Jason Rhyno**

## WELCOME TO TWIN LAKES POPULATION: 2

Twin Lakes Paradise is located in Alberta on McKenzie Highway North, between Peace River and High Level—about a half-hour north of Manning, and one and a half hour south of High Level.

There is a gift shop with very unique things, a restaurant with great

and sometimes I’ve seen them open later.

Rosanne (“Rosie” to friends) Mitchell operates the store and restaurant while Peter Lear takes care of the premises, the yard and the camping grounds. He is also a talented mechanic and inventor who enjoys fabricating all kind of tools for their maintenance needs. You must see the inside of this place to appreciate how great a carpenter he is.

They live on the premises and are always willing to help stranded motorists. Rosie is a perfectionist about keeping a very clean place—you must remove your shoes at the door before going further. You’ll know why when you will visit the place.

For the one in need of a toilet but doesn’t want to remove his shoes, they’ve also installed a new addition called Honest Joe’s Trading. It is a small building where you can use the inside outhouse 24 hours a day, where you can trade something with anything that is inside and you can also sit down, read a book or play a card game.

There is some neat stuff to trade, and if you have nothing to trade with, dropping a few coins in the money bank is always welcome.

And believe me everything is clean. The inside washrooms allow you to relax with magazines, with the men’s room walls decorated with Rosie’s favorite idol Marilyn Monroe. On the women’s bathroom walls there are plenty of Anne Geddes’ baby pictures.

The restaurant is home to a collection of over 600 teapots; some old, some new,



**SIGHT FOR SORE DRIVERS:** Kindly take off your shoes when you enter this home away from home.

branches of government, standards councils, etc., who certify such things;

There should be a program of mandatory ongoing training and/or recertification (e.g., TDG Act, pre-trip inspection, load securement, hours of service, etc.) throughout a driver’s career.

While he admitted that everything in the report is “bang on,” and reminded him of how trucking used to be when he first started driving, actions speak louder than words. Only time will tell if this report will light a fire under the industry’s collective butts.

food, fully licensed, and a very quiet motel currently being renovated.

All the baking is homemade, and they try to serve healthy food as much as possible. Open hours may vary depending on the season, but as a rule it is open from 9:00 a.m. to 7:00 p.m.

logbook

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Pros all the Way

some useable and some not. This is a big attraction for everyone. The decor is somewhat new, but done with lots of antiques. They love seeing people come through the front door with a big smile, saying "Wow, this place is awesome."

"Our company is our customers," Rosie says, "who we like sharing stories and experiences with. In today's society, there just is not enough one-on-one anymore. Everyone is in a hurry. No one has time to share."

The population of Twin Lakes is two, as far as humans. Then you add two more: Pussycat and Critter, their cats.

Twin Lakes Paradise was built in 1972 and I have been stopping at this place for rest, relaxation, great food and friendship since 1982. Rosie and Pete have owned it for the past eight years and have always treated me as one of their trusted friends. By writing this I'm hoping to get them recognized in the trucking industry because they always strive to serve the truckers. On Thanksgiving, all the meals were free for the truck drivers and it was open for them only.

— **Rene Robert**

*Author and owner-operator Rene Robert was the very first Highwaystar of the Year.*

## THE BRITISH ARE BRAKING!

And we're speeding, apparently. A recent report by GreenRoad, a company that offers driver performance and safety management tools for fleets, highlights some interesting differences between North American fleets with those across the pond in the U.K.

The report, titled 2011 Worldwide Fleet Driver Performance Benchmark, aggregated 2011 data representing actual driving behavior of 85,000 fleet drivers logging over 127 million trips and 7.4 billion miles across North America and United Kingdom.

Driving was measured across five major categories: braking, acceleration, corner handling, lane handling and speeding. Data was collected and



## WHO'S ON THE BLUE RIBBON TASK FORCE?

**Paul Easson** (CTA Chair), Eassons Transport, NS

**Gord Peddle** (CTA Executive Committee, Chairman of the Canadian Trucking Human Resources Council (CTHRC), Atlantic Diversified, NF

**Don Streuber** (CTA 1st Vice Chair), Bison Transport, MB

**Mark Seymour** (CTA 2nd Vice Chair), Kriska Transportation, ON

**Brian Taylor** (CTA Board, OTA Chair), Liberty Linehaul, ON

**Bruno Muller** (CTA Immediate Past Chair), Caron Transport, AB

**Ed Malysa** (CTA Executive Committee), Trimac Transportation, AB

**Carl Rosenau** (CTA Board, Alberta Motor Transport Association (AMTA) Chair), Rosenau Transport, AB — **By Jason Rhyno**

calculated to determine a safety score—the lower the better.

Geographic differences between the two regions show in the category breakdown: North America's most dominant safety event was speeding, making up for 40 percent of the average safety score's risky maneuvers. In the U.K., it was the exact opposite of speeding: harsh braking, coming in at 43 percent.

For North America, sharp cornering was second, at 26 percent, with harsh braking following at 16 percent, lane handling at 10 percent and rapid acceleration at eight percent.

Sharp cornering was also second in the U.K., at 39 percent, lane handling and acceleration at 8 percent each and speeding at 2 percent.

"U.K. fleet routes are largely urban environments with extensive roundabouts and other road features that require precise cornering ability," says Jim Heeger, chief executive of GreenRoad. "On the other hand, North American fleets tend to drive in a more mixed environment of urban, suburban and rural environments with more freeway and highway driving, thus you see the tendency for fleet drivers to speed in the U.S."

The data also showed that 11:00 p.m. to 1:00 a.m. is the riskiest driving time in North America, and in the U.K., 11:00 p.m. to midnight is riskiest. In the U.K., December is the safest fleet driving month, and January the riskiest month, while in North America, average safety scores do not vary widely month-to-month.

Taken together, the GreenRoad worldwide average safety score dropped to 22 versus 29, a 24-percent drop—something both the Brits and we here in the colonies can be proud of.

— **Jason Rhyno**



# Heard on the Street

In Memoriam

## BESTWAY FOUNDER CLEM DALESSANDRO WAS RESPECTED, PASSIONATE LEADER

**Clem Dalessandro** loved his wife Laurie, his daughters Gina and Jessica, his son Vince, his granddaughter Naomi, antique cars and the trucking business.

Dalessandro died Saturday April 7 at Credit Valley Hospital in Mississauga just three weeks after being diagnosed with cancer. He was 62.

Dalessandro was the founder of Bestway Cartage Ltd, which he started in 1976.

He moved to Canada from his native Italy at 13 and had a small business as a residential painter before getting into trucking.

Over the years he grew Bestway from a one-straight-truck local p&d operation to a fleet of more than 50 trucks and 100 trailers, handling LTL shipments throughout the Golden Horseshoe area and to and from the U.S.A.

He retired in August 2011 and handed the Bestway reins to his brother Peter and his friend and colleague Larry Franch.

Dalessandro, Franch told **todaystrucking.com**, was a well-respected businessman

whose charm and sense of humor won him many friends in the industry.

"Clem had a passion for the service industry, especially the trucking industry," Franch said. "Whether he was meeting with customers or dealing with new equipment salespeople, he always took the time to get to know them on a personal level."

"He truly enjoyed the friendships he built from his years at Bestway. He respected his employees and always held truck drivers in the highest regard."

"Clem was a big fan of good wine, good food and a good golf course," Franch added.

A funeral service was held at Scott Funeral Home in Mississauga, Thursday, April 12, at 11:30 a.m.



“Clem had a passion for the service industry, especially the trucking industry.”

## The League of EXTRAORDINARY TRUCKERS

**1st Vice Chairman:** Mark Seymour, President, **Kriska Transportation**, Prescott, ON

**2nd Vice Chairman:** Gene Orlick, President, **Orlicks Transport Inc.**, Calgary, AB

**Treasurer:** Scott Smith, President, **J.D. Smith & Sons Limited**, Vaughan, ON

**Secretary:** Ed Malysa, President & COO, **Trimac Transportation Ltd.**, Calgary, AB

**The at-large members of the Executive Committee are:**

Gord Peddle, President, **Atlantica Diversified Transportation Systems**, Mt. Pearl, NF

Jean-Claude Fortin, President, **J.E. Fortin Inc.**, St-Bernard-de-Lacolle, QC

Gord Smith, President, **Manitoulin Transport Inc.**, Gore Bay, ON

Murray Scadeng, President, **Triton Transport Ltd.**, Langley, BC

Paul Easson of **Eassons Transport** is the outgoing chairman.

The **Canadian Trucking Alliance** has announced the new executive committee of the board of directors for the 2012-14 term. The officers are:  
**Chairman:** Don Streuber, President, **Bison Transport**, Winnipeg, MB



## Trimac's \$9-million expansion

The largest bulk hauler in Canada, **Trimac Transportation Ltd.**, has closed its previously announced acquisition of a 29-percent interest in **Northern Resource Trucking Limited Partnership** for a purchase price of \$9 million. The "cash-and-share" transaction saw \$1 million of the purchase price paid in cash and the rest by the issuance of 1,720,430 Class A shares of Trimac.

## Ingersoll ramps up

One of the brightest spots in the southeastern Ontario economy shone just a little brighter. **Ingersoll Axles** (a division of IMT Company), based in the town of the same name, took its maiden bow at the huge Mid America Trucking Show in Kentucky with the introduction of a line of Ontario-built heavy-duty suspensions.

## People on the Move

The **Trucking Safety Council of BC** (TSCBC) announced yesterday the appointment of **John McMahon** to Executive Director.

Formerly the Director of Operations & Marketing at FIOSA-MIOSA Safety Alliance of BC, McMahon is a senior Environmental Health & Safety Practitioner with international experience working across a broad range of industry sectors, including transportation and trucking.

## SITED ON THE WEB

### Rodeo To Ride Again!

NOTRE DAME DU NORD — Show Manager Lorraine McLean told todaystrucking.com that despite some uncertainty heading into 2012, local supporters of this annual trucking extravaganza have re-organized with a new board of directors, a new manager (her) and renewed enthusiasm.

**MORE @ <http://ow.ly/ad4W7>**

### Dodge the Deer: Wildlife-Detection System Means Safer Roads



NORTHERN ONTARIO — The Ontario Ministry of Transportation (MTO) is taking some extraordinary (and quite space-age) measures to cut down the number of truck-animal collisions. Todaystrucking.com caught up with a government spokesman who explained the life-saving technology.

**MORE @ <http://ow.ly/ad59c>**

### VIDEO: How to Haul 800,000 lb. Generator Vessels



This is cool on a few levels. Perkins Specialized Transportation Contracting of Northfield, Minnesota, needed to transport 800,000 lb. decommissioned generator vessels from a San Onofre, California, nuclear generating station to a Clive, Utah, disposal site.

**MORE @ <http://ow.ly/ad5LK>**

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## Today's Trucking

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**Todays Trucking** @Todaystrucking 1h

@askthetrucker thanks. and the conference looks to be right up our alley.

[← In reply to Allen Smith](#)

**Todays Trucking** @Todaystrucking 1h

@canadian\_truck the information we have says "automatic."

[← In reply to Doug Brown](#)

**Todays Trucking** @Todaystrucking 18h

Hockey break: RT @edmontonjournal: Daniel Sedin out for Game 1, Swedish website reports [edmjr.nl/HL6KJd](http://edmjr.nl/HL6KJd)

**Todays Trucking** @Todaystrucking 18h

@spotthetrucker Ha! Sorry, didn't mean to. High time there was an honest conversation about this, tho.

[← In reply to Spot Canuck Trucker](#)

**Todays Trucking** @Todaystrucking 18h

@spotthetrucker that's what stands out on the report: tells companies to step up, to take care of drivers, like any other industry.

[← In reply to Spot Canuck Trucker](#)

**Todays Trucking** @Todaystrucking 18h

Thanks! RT @tinabrown: [nbcphiladelphia.com/video/#/1/on-ai...](http://nbcphiladelphia.com/video/#/1/on-ai...) #Driver #Hero #angel @Todaystrucking thought you might be interested-enjoy!

**Todays Trucking** @Todaystrucking 18h

RT @spotthetrucker: in the mid 80's we went from being paid for All MLG,worktime,delay,brkdown, to flat 1 rate.so shpers could fix costs

**Todays Trucking** @Todaystrucking 18h

how so? RT @spotthetrucker: I would add that the members of the CTA are largely responsible for todays sad state of affairs.

**Todays Trucking** @Todaystrucking 18h

RT @spotthetrucker: the cta article Is bang on. And most of it describes how trucking WAS 35 yrs ago when I started. #driverrespect

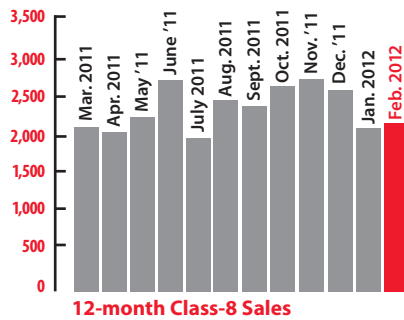
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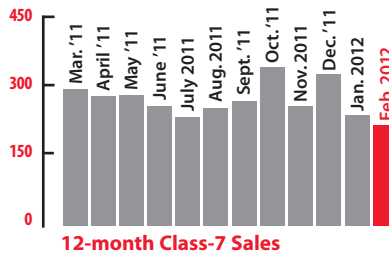
Canada – Truck Sales Index

February 2012

CLASS 8	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	598	1223	829	28.7%	31.6%
Kenworth	450	889	372	20.8%	14.2%
International	314	669	537	15.7%	20.5%
Peterbilt	329	558	296	13.1%	11.3%
Volvo	157	336	275	7.9%	10.5%
Western Star	151	319	169	7.5%	6.4%
Mack	152	270	146	6.3%	5.6%
<b>TOTAL</b>	<b>2151</b>	<b>4264</b>	<b>2624</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 7	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	66	179	76	38.8%	25.5%
International	62	128	90	27.8%	30.2%
Kenworth	33	64	62	13.9%	20.8%
Peterbilt	35	50	34	10.8%	11.4%
Hino Canada	21	40	36	8.7%	12.1%
<b>TOTAL</b>	<b>217</b>	<b>461</b>	<b>298</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	73	127	18	45.2%	13.4%
International	102	114	68	40.6%	50.7%
Hino Canada	21	37	48	13.2%	35.8%
Peterbilt	2	3	0	1.1%	0.0%
<b>TOTAL</b>	<b>198</b>	<b>281</b>	<b>134</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '12	YTD '11	Share '12	Share '11
Hino Canada	132	213	151	60.0%	84.4%
International	79	108	25	30.4%	14.0%
Mitsubishi Fuso	13	25	0	7.0%	0.0%
Freightliner	4	4	1	1.1%	0.6%
Kenworth	1	3	0	0.8%	0.0%
Peterbilt	2	2	2	0.6%	1.1%
<b>TOTAL</b>	<b>231</b>	<b>355</b>	<b>179</b>	<b>100.0%</b>	<b>100.0%</b>



**Eastern Canada**

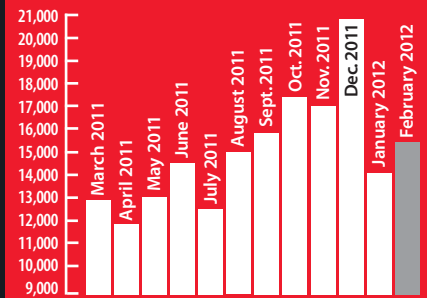
www.easterncanada.cummins.com



- 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	5760	10,300	34.9%
International	2628	6004	20.3%
Kenworth	2437	4435	15.0%
Peterbilt	2035	4063	13.8%
Mack	1020	2221	7.5%
Volvo	1354	2114	7.2%
Western Star	184	398	1.3%
Other	0	2	0.0%
<b>TOTAL</b>	<b>15,418</b>	<b>29,537</b>	<b>100.0%</b>



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	32	49	13	43	335	91	10	22	0	3	598
Kenworth	48	209	11	18	73	85	6	0	0	0	450
International	13	41	11	23	131	64	22	6	1	2	314
Peterbilt	31	119	21	35	66	53	4	0	0	0	329
Volvo	6	11	11	15	66	35	10	2	0	1	157
Western Star	36	52	7	4	15	16	4	17	0	0	151
Mack	8	29	17	15	49	25	7	1	0	1	152
<b>TOTAL</b>	<b>174</b>	<b>510</b>	<b>91</b>	<b>153</b>	<b>735</b>	<b>369</b>	<b>63</b>	<b>48</b>	<b>1</b>	<b>7</b>	<b>2151</b>
<b>YTD 2012</b>	<b>399</b>	<b>1017</b>	<b>144</b>	<b>275</b>	<b>1468</b>	<b>728</b>	<b>127</b>	<b>84</b>	<b>1</b>	<b>21</b>	<b>4264</b>

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

# Street Smarts

**INSIDE:**

**19 Top 10 Lessons Learned  
in Kentucky**

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**EIGHT IS ENOUGH:** Canadian Driver Derek Martin (far right) went nose-to-nose against these other drivers for the title "World's Toughest Trucker."

## Derek Martin: The World's Toughest Trucker?

*What an already excellent driver can learn from a most unusual competition. By Peter Carter*

**T**ruck driver Derek Martin sat behind the steering wheel of the right-hand-drive Kenworth, peered over his left shoulder to his co-driver and navigator Mike Thomas-Clark and stated the obvious. They were lost.

They weren't just lost, lost. The pair—Martin from Hamilton, ON., Thomas-Clark from Scotland—were tens of thousands of miles from home with nothing more than

a backpacker's GPS to guide them. They had driven off course about 40 km earlier and they were in the Australian desert. Worse, they were on the verge of watching a \$150,000 prize go up in fumes.

The men were two of eight drivers from around the world vying for the right to call themselves the World's Toughest Trucker.

It was day two of what would eventually be a total of 18 days (filmed in various

chunks over nine weeks) of competition in Australia, Mongolia, Squamish B.C., the jungles of Brazil, and two locations in India. The competition is basically an eight-team four-truck cross-country rally, with organizers assigning points for timeliness, speed, skill and problem-solving but deducting points for tardiness, driving too fast, damage or problem-creating.

Their very first assignment found them



near Alice Springs, Australia, where the eight drivers had to learn quickly how to load cattle into oversized trailers and then navigate across the outback. (In real life, Martin delivers automobiles around Southern Ontario)

Day One had gone well for Martin and Thomas-Clark.

Right off the start, a little fuelling trick that Martin figured out gave them a huge head start. The film crew told them that the day's trip would be about 600 miles and instructed them to fuel accordingly.

"The thing is, my tank was already three quarters full," Martin laughs. "So I just put in five bucks worth and headed out and the rest of them lost a lot of time filling up their fuel even though they didn't need to."

So Martin and Thomas-Clark nabbed a serious 40-point head start.

Then on day two, they missed the turn. They knew they were losing ground to the other competitors. And they also knew that as part of the competition, at least two of the drivers would be sent home, dropped from the competition.

They took a GPS reading, found their way back to the road, and a few hours later, Martin steered his rig over a rise, expecting to see nothing by Australian desert ahead.

But down the slope, they saw all three of their competitors, mired in mud up to the axles; stuck solid. It was a happy moment for Martin and Thomas-Clark. If they hadn't made a wrong turn, they would have been the first truck into the mud but because they erred, they avoided the trap altogether and emerged, from the first round of the competition, in first place.

"It was so bad they had to walk an excavator 250 km in to there to get those trucks out," Martin laughs now, months later.

The World's Toughest Trucker, a Discovery Channel special, debuted in Canada in mid April. It runs for eight episodes. By the eighth, the competition will be down to three competitors. (One writer said the program is like "Ice Road Truckers meets Survivor.")

At the time of this writing, we did not know if Martin had won. He wasn't allowed to tell us. What we can tell you is that Martin was a top performer from day one and advanced to the final competition in India.

As well, we can tell you that, according to Martin, the descriptive "tough" actually applies. These teams were put through very serious paces. And Martin learned some very important lessons about trucking.

The first challenge he faced, he said, was the surprising climatic shocks. "The climate changes were incredible," he said. "I've never seen humidity like we had in Brazil. And Mongolia was freezing, though that was okay with me."

Very little of the driving was on pavement. Martin estimates that 90 percent of the tasks were on dirt or gravel roads. "And

in the Himalayas, where there's no guard rails we were going down these single-lane mountain roads battling school buses for room."

And in British Columbia, the eight drivers were tasked with hauling 53-ft logs down mountains. On silty one-lane trails. These are hills you descend slower than you go up.

"You drive down the mountains in second gear, and if you miss one of those hairpin turns, you don't get a second chance," he says.

"When I was coming down I was completely focused. My partner Stuart was in the passenger seat making jokes and comments but I didn't hear him. I was just completely driving." (Martin passed that test in more ways than one. One of the B.C. carriers offered both him and Stuart full-time jobs.)

Furthermore, the competitors were trying to navigate using GPS in foreign countries where passers-by spoke strange languages. Even Google Translate doesn't attempt Mongolian.

Martin also learned a very valuable lesson about the compatibility of teams.

The show's producers made the drivers work in pairs, and they all spent some time in cabs together.

"No wonder some companies pay you more if you're a team driver," Martin says.



**MRS. TOUGH:** Martin's wife Jennifer also drives for the same carrier, Automobile Transportation Services.



Derek Martin

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## TOP 10 LESSONS LEARNED IN KENTUCKY

"I'm not a team driver and after this, I'm not sure I could ever be one."

In several episodes, the drivers lose their composure; and Martin says the emotions viewers see on the screen are real. "In one episode I'm with a guy named Rodney and he totally loses it; he was just goin' nuts and throwing the GPS and papers around."

"Truck drivers can be a pretty tightly wound bunch, you know," he said.

One competitor quit three times. "He actually jumped out of the truck in Mongolia and walked three kilometers back to the motel he was so mad."

Early on, Martin earned the nickname "Iceman" because he wasn't one to lose his cool. He's a soft-spoken extremely articulate, 36-year-old father of four. His wife Jennifer Martin who also drives for the same company can attest to his calm demeanor.

"Derek is very easy going, easy to get along with and will do anything for you," she says. "While other drivers lose their cool, Derek always seems to stay calm and collected."

He admits to losing his composure once on the show. He was trying to back an oversized load into a space but his spotter Mike wasn't doing his job. "I sorta got frustrated when he was just walking around back there and not guiding me," Martin says.

After all, it was his backing up skills that earned him a place on the show.

By pure coincidence, Martin happened to stop at a Flying J in Montreal last year at the same time as the show's talent scouts were there. One of the show staffers watched him blindsidedly back his '05 Pete 379 into a parking space and approached him about auditioning.



The public part of the huge **MID AMERICA TRUCKING SHOW (MATS)** is huge but so is that part of the show given over to equipment announcements, at which industry insiders and members of the press hear from truck builders and industry suppliers as they outline their plans and new products for the coming year. For the 2012 show, the operative cliché of the show seemed to be integration, which company after company heralded as they talked about the apparent inherent advantages of having drive trains, axles, engines and transmissions all emerge from the same factories.

However it wasn't all integration.

**TODAY'S TRUCKING's** small platoon of reporters attended the events and distilled the following "**10 Most Memorable**" that seem to sum up the industry, as we know it today.

**10** "Data is the new oil."  
— **Joe McAleese**, President and CEO of Bendix Commercial Systems LLC, on the importance of information on trucking going to back office.

**9** "The cost of a human fatality is now \$7 million; it used to be \$3 million."  
— **Ibid., McAleese**.

**8** "You design a cab around the door."  
— **Preston Feight**, Kenworth Chief Engineer at launch of Kenworth's new T680, Kenworth's most aerodynamic truck to date.

**7** "Magnesium/calcium chloride and winter road chemicals are a

cancer that's been affecting our products and that is corrosion."

— **Adam Hill**, Vice President, Product and Sales Engineering, Great Dane at product demonstration.

**6** "2012 could be the fourth-best year in North American Class-8 market history."  
— **Bill Kozek**, Peterbilt General Manager and PACCAR Vice President at launch of Peterbilt's new 579.

**5** "This isn't going to be about barbeque sauce and mirror brackets, this is going to be real stuff."

— **Jim Hebe**, Senior Vice President, Northern Sales Operations, Navistar Inc., introducing his company's expansion into natural gas powered engines.

**4** "The move to natural gas is an incredibly important move for us; even more for our customers and for the country; and International's doing the right thing for this country."

— **Ibid, Hebe**.

**3** "Tracking is because you can't be everywhere you'd like to be."  
— **Gayatri Abbott**, Global Director of SMART products & Telematics EM, discussing Thermo King's TracKIng software program.

**2** "I think 40 percent of the sale in refuse industry will be CNG and I think it'll go up in the next few years."

— **Kevin Flaherty**, President Mack Trucks North American Sales & Marketing.

**1** "It's the fuel economy, stupid."  
— **Dave McKenna**, Director, Powertrain Sales, talking about Mack's Super Econodyne integrated package.

She took his photo, asked for some references, and then a few months later contacted him again and asked for more information. He eventually won the audition over about 10,000 other Canadian truckers.

"The funny thing is they had no idea if we could even drive or not," Martin said during a recent visit to our offices.

If you go to the Toughest Trucker website, you'll find him described thusly: "A confident friendly guy with a passion for trucks, and a serious habit of keeping his cab in immaculate condition. He comes from a trucking family and just married a fellow trucker"

With 16 safe and proud years of trucking under his belt, Martin is quick to credit his employer Drew Krueger for giving him support during the filming. His company, Auto Transportation Services, held his job open for him. (The film company paid him to take his truck off the road so he wouldn't lose money and Martin said he put in a lot of overtime in the months leading up to the filming so the family wouldn't fall behind.)

Plus Krueger held his job for him. "Drew," Martin says, "has been fabulous with all this; and I couldn't have done it without him." ▲

# HE'S JUST NOT THAT INTO YOU

*Dear Trucking Industry,*

*You don't pay well, your working environments are unfavorable, there's a lack of career advancement, and frankly, you're just not that cool.*

*Sincerely,*

*Talented People Who Don't Want to Work for You.*



**BY JASON RHYNO**

That's the general attitude towards careers in the transportation and logistics (T&L), according to a recent report titled *Winning the Talent Race*, part of PwC's Transportation and Logistics 2030 series.

There will be over eight billion people living on Earth in 2030, the report states. More people means more production, and that means the transportation and logistics industry will have to keep a lot more goods flowing a hell of a lot faster.

It's 2012 now, baby boomers are going to start retiring and the pool of future transportation and logistics employees is drying up. The Council of Supply Chain Management Professionals estimates that the U.S. trucking industry will need to hire one million new drivers in the next 15 years just to deal with replacing retirees and the increasing levels of freight.

This shouldn't come as a surprise. "It's been an issue that has plagued us for a while," said Ken Evans, U.S. transportation & logistics leader for PwC. "Typically, we aren't subject to violent swings in transportation demand. Normally, we grow about the rate of GDP. But it's kind of staggering when you look at the basic math and what our needs are going to be."



Your industry  
is going to need

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Million  
More  
People**

**Very soon. Here's how you're  
going to attract them.**



## Like Yourself And Others Will Like You Too

While there are different schools of thought on what constitutes a solid brand, authenticity is key. “For an employer brand to be successful over the long-term,” explained PwC, “it needs to be authentic. So if you’re promoting advancement opportunities, but most potential high-flyers complain they’ve hit a dead end mid-career, you’ll need to rethink either your recruiting messaging or your development procedures.”

A STRONG NEED for a  
**better and  
“sexier” image  
for the industry,**

notes the PwC report, pointing to Apple and Google as the two most valuable brands last year—and also the two employers that most young professionals wanted to work for.

The biggest hurdle is the image of transportation careers, and the industry is going to have to update its look and style, if you will, to compete with other sectors. The industry as a whole—all over the world, not just here in North America—has some very particular challenges right now. Compensation and benefits consistently place near the bottom end of industry wage comparison lists. The adoption of technology is changing the very nature of the jobs, government regulations are increasing while infrastructure and congestion is worsening.

All of these challenges, Evans explains, are magnified by the negative image. And as far as image goes, there’s also the problem of transparency. While jobs in logistics bring up the bottom on top places to work lists, the transportation industry doesn’t even read on the job-hunting radar.

There’s a strong need for a better and “sexier” image for the industry, notes the PwC report, pointing to Apple and Google as the two most valuable brands last year—and also the two employers that most young professionals wanted to work for.

That’s not to say that transportation companies should become like Apple and Google, but rather that they should put more effort into branding the company. Branding isn’t only good for tech firms; accounting firms, oil and gas, mining companies—all put considerable money and effort into their brand image, into HR, as well as programs that help not only groom new, young hires, but also the more seasoned employees who bring all that valuable experience.

For Evans, that’s the first step. “Upgrade and put the focus on HR professionals in the industry,” he advises. Currently, HR people in the transportation industry spend most of their time hiring people because of the significant amount of turnover in the business. “There is a lot of time devoted to filling up the seats, and searching for qualified people, but a lot more can be done and will have to be done to improve the image and the brand of their company. Having more and better trained HR professionals is a step in the right direction.”

When it comes to branding and becoming an employer of choice, the first place to start is internally. Having a stronger HR department will help clean up your house—it’s what they do. They’ll help create employee-centric programs, aid in recruiting efforts, and fine-tune the uniqueness of your particular company—your brand. This, as one of PwC’s experts notes, should reflect the characteristics of top management, who are often the role models for the general workforce and company culture.

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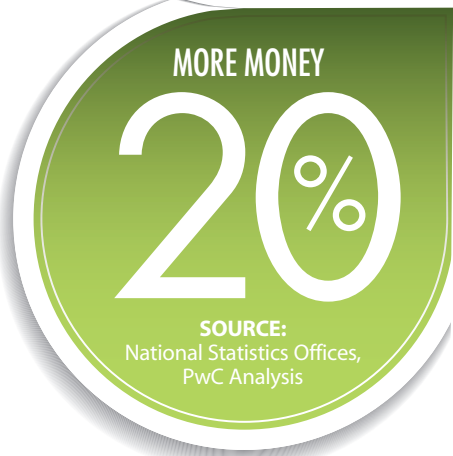
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– Dean DeSantis, Heritage Transport

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EMPLOYMENT  
MARKET SURVEY  
**REPORT**

'Employer values' rates almost as high as 'more money' as the top reason for taking a job at a logistics company.

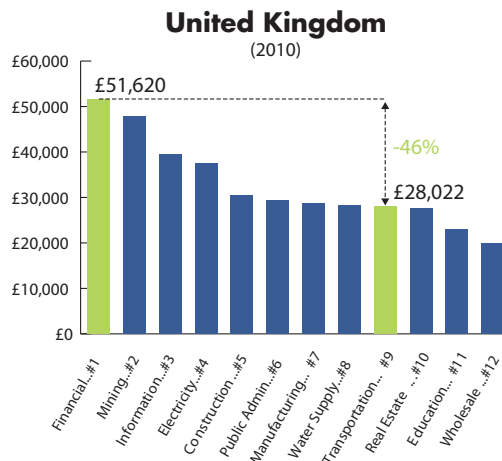
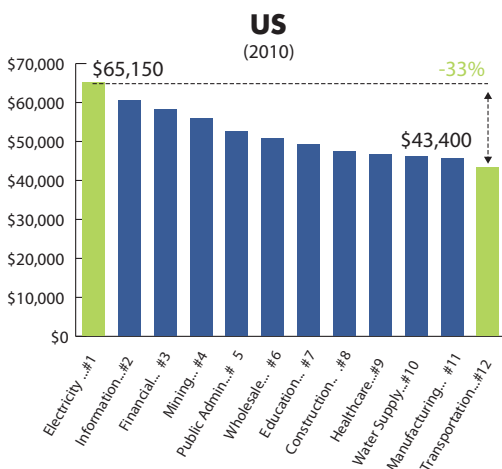


Experience and age will always trump youth in the transportation industry. Asked what makes a quality driver, Evans stressed people who maintained a career in driving for many years. "They are dedicated, they are disciplined in how they drive and how they approach the job. They take in pride in high performance. More and more they are in their forties and fifties as opposed to their 20's and 30's. And drive millions of miles without an accident without an issue of any kind."

So that begs the question, how do we get tomorrow's drivers up to snuff? "I have a daughter-in-law who finished nursing school and she can't find a job because everyone wants a nurse who has a year or more in nursing," Evans said. "It's the same thing with drivers. The best companies want the best drivers to have been driving for years, but you can't get a job without experience. So where do those people come from? More emphasis has to be on training programs for drivers where they can come in and be apprenticed for a period of time, go to driving school, team with other drivers. The industry has to change its views. Yes, we need to get that experience but we have to get those people qualified and they need to invest more upfront to keep people coming into the business."

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**CATCH-22**  
YEAR-OLDS

COMPARISON OF  
**WAGE LEVELS**  
ACROSS INDUSTRIES



SOURCE:  
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Statistics Offices,  
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Corporate values tied with job security as the third most cited criteria (after 'more money' and 'career advancement') for reasons of accepting a job with a company, Supply Chain & Logistics Executive 2010/2011 Employment Market Survey Report. Fifteen percent rated it as the most important factor in their decision to accept a position with a company. This, too, is a part of your brand.

PwC advises looking internally to get a sense of your brand. What do employees value about the company? Why do people want to leave to work somewhere else? Conversely, you can look outside your company, too. What types of people come knocking at your door?

Once company culture has been established internally, you can start to make it public. HR can write articles, give interviews to trade magazines like this one—truth be told, this magazine gets a whack of press releases from carriers that want to let us know they have raised wages or implemented such and such program for drivers. And they aren't large carriers, either—many are small- to medium-size carriers. But they are mostly American.

A shortage of training programs topped with insufficient learning and development is also hurting many companies, PwC noted. "The quality of the professionals in the business needs to improve," Evans says.

"The distinct profitability advantage of having highly qualified individuals at all levels of the organization, especially drivers—the top ten or 20 percent of your drivers are hugely more profitable than the bottom 20 percent of your drivers in everything, from miles per gallon, to compliance and regulations, to avoiding time and penalties, health care claims, injuries."

Implementing training programs and encouraging on-going learning and development (for when those new, complicated regulations kick in) keeps your talent on point. "The quality of people providing the service will cover a significant part of the compensation increase," Evans advises. Better quality people means better quality service. "It's going to cost more if you want on time, every time, 99.8 percent of the time with no damage to what we're hauling, great communication along the way—that quality service demands—deserves—higher pricing," Evans stresses. ▲

## AND FINALLY, SIZE DOES NOT MATTER

The Truckload Carriers Association (TCA) and CarriersEdge announced the winners of the fourth annual Best Fleets to Drive For survey and contest at their annual convention in March. In the "Best Fleet for Company Drivers" category, sponsored by Marsh Canada, Ltd, a carrier called Motor Carrier Services (MCS) of Northwood, Ohio took the title.

Voted the Best Fleet for Owner-Operators was Paramount Freight Systems (PFS) Ft. Myers, Florida.

TCA said that like most carriers, MCS measures driver performance routinely. However, the major difference is that where most carriers develop evaluation methods at the management level, then communicate it to the drivers, MCS actively solicits drivers' feedback upfront.

MCS, for example, asked drivers what they should be measured on and which factors they believed were less useful indicators of performance. Drivers said that truck cleanliness and attitude should be taken into consideration, which MCS then put into the overall evaluation procedure.

The result, said Keith Tuttle, MCS president, "changed things dramatically.

"The process resulted in better understanding between management and drivers—especially when it became clear that both groups agreed!"

A Driver Liaison Committee reviews company policies and makes recommendations for changes and future programs. That feedback, MCS says, is integral to their success.

Safety meetings are held in conjunction with driver rodeos. A committee watches the drivers perform maneuvers, then suggest improvements, offers advice, and helps their fellow drivers understand how local and national regulations might apply to the situation at hand. It's all driver-to-driver feedback, and MCS says that it has been highly effective.

Like MCS, Paramount Freight Systems maintains a committee of drivers who provide input on company policies and procedures. It also uses a "buddy program" to pair experienced contractors with those just starting out. Both programs are fairly common in carriers that employ company drivers, TCA noted, but are somewhat unusual for an all-owner-operator fleet.

PFS also embraced social media tools early on, and now runs an aggressive social media campaign that has helped them hire 25 new operators.

In general, TCA said, drivers leased to the company seem content. "Paramount has great runs, and they get me home weekly so I can be a mother and still have a good paying job," wrote one owner-operator. "They are really focused on hiring women and have always done what they said they are going to do. The operations department is helpful and friendly and always willing to go the extra mile to help out owner operators. With the high price of parts, the parts discounts they offer are saving me thousands of dollars each year. Paramount is truly a class act and second to none."

The TCA survey noted that most of PFS's owner-operators' shared that opinion.

This opinion seems to reflect the feelings of most of the drivers leased to PFS, as the company enjoys a very low driver turnover rate. In fact, 60 percent of its drivers have been with the company for more than five years. Of fleets operating in the United States, it has one of the highest percentages of drivers who have been with the company for 10 years or longer.

Mark Murrell, president of Toronto-based CarriersEdge, said, "Both of this year's overall winners are fairly small fleets of under 200 drivers each," noted Mark Murrell, president of CarriersEdge "yet they act like 'big companies' in terms of their driver outreach efforts, committees and programs. They are out there every day pushing the boundaries of what is traditionally thought of as a 'normal' program, and it's clearly working. It goes to show you don't have to be big to be progressive."

Gary Salisbury, outgoing chairman of TCA and the president and CEO of Fikes Truck Line, Inc., of Hope, Arkansas, agrees. "Motor Carrier Service, Inc. and Paramount Freight Systems dispel the myth that small companies can't compete with the big guys.

"No matter what your size, you can still create an outstanding work environment for your people."

"Both of this year's overall winners are fairly small fleets of under 200 drivers each."

— Mark Murrell, president of CarriersEdge

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# The Shift in TRANSMISSION

Still spec'ing manual gearboxes?  
You're not alone. Not by a long shot.  
Here's why.

**T**alk about transmissions in commercial trucks, and you'll talk a lot about Eaton. The Michigan-based manufacturer continues to dominate the business in Class 8 and remains strong in Classes 6 and 7. However, there are other names in the business, and they all play a role in what's built and bought in a market that's slowly changing.

Eaton makes most of the Class 8 manual transmissions for the U.S. and Canada, while Mack markets its own manual gearboxes but also sells Eaton's products. Eaton is also the principal player in automated mechanical transmissions, or AMTs.

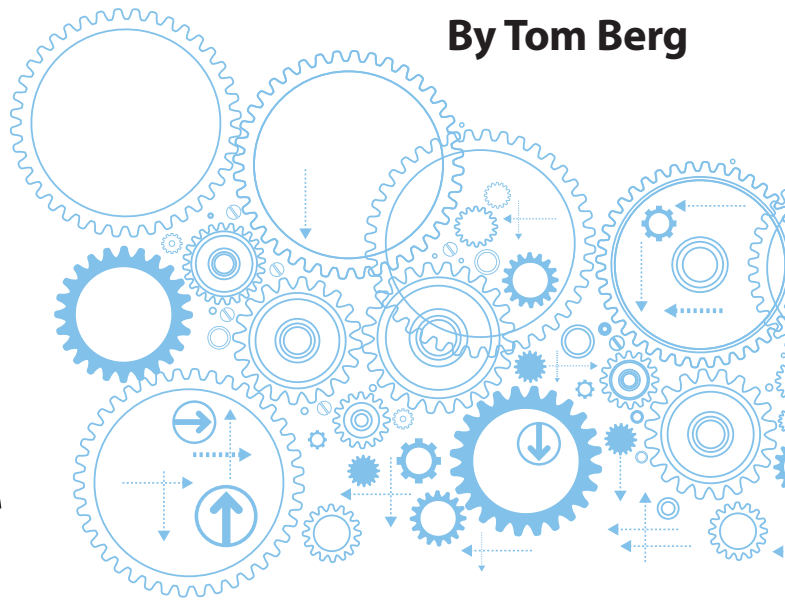
Those, along with Eaton manuals, are sold by most truck builders. Volvo and Mack are building some volume in their own AMTs, and Daimler introduced the Detroit Transmission at the Mid-America Truck show in March.

In heavy trucks and tractors, about 80 percent of buyers still choose manuals, according to Shane Groner, Eaton's manager of development and product planning. "Look at the price point and durability of the thing," he says. "It's fairly easy to drive, and the entire country is trained to drive them."

One of those buyers is Groner himself, who has a small trucking company he runs outside of his Eaton duties. "I have some 13-speeds, one with more than a million miles, and it's still going strong. The durability is incredible."

Of the manual transmissions sold in heavy trucks, 60 percent are 10-speeds that go primarily into over-the-road tractors, Groner says.

"Performance" 13- and 18-speeds, plus LL types with low-low gearing for vocational trucks, together take about 20 percent. The other 20 percent choose ATMs



## AMT growth

Automated manual transmissions are making steady inroads in linehaul tractors, growing by two to three percent a year in the past decade (except during the recent recession, when people who bought trucks had to cut expenses). At that rate, automated mechanical transmissions will grow to 30 percent of the Class 8 market by 2014.

AMTs can cost almost as much as fully automatic transmissions but claim superior fuel economy.

This is partly because they transmit power through metal gears and not through hydraulic torque converters. When compared to manuals, AMTs shift better and choose gears more wisely than inexperienced or inept drivers.

Eaton's AMTs have suffered niggling problems, mostly electronic, through their history. Eaton engineers seem to have driven out most bugs, and they've expanded the numbers of programming modes in their UltraShift Plus products to better match transmission controls with various engines and duty applications.

Volvo engineers seem to have gotten the I-Shift right at the very start of its introduction in North America (it made its debut in Europe more than 10 years ago). An increasing number of customers are buying the concept—literally.

In 2011, 80 percent of Volvos were spec'd with Volvo diesels, which a truck or tractor must have to be mated to the I-Shift. Of those 80 percent with Volvo diesels, 47 percent were spec'd with I-Shifts, says Volvo spokesman Brandon Borgna. (Volvo and Mack do not offer Eaton's UltraShift products.)

In Europe, a high percentage of Volvo trucks are ordered with the I-Shift.

## Automatics important

A small percentage of Class 8 users buy Allison automatics. Most are operators of trash collection trucks, an excellent place for full automatics, Eaton acknowledges. Allison, meanwhile, recognizes that over-the-road tractors are not the best application for its fully automatic transmissions, and it's responding with a 10-speed

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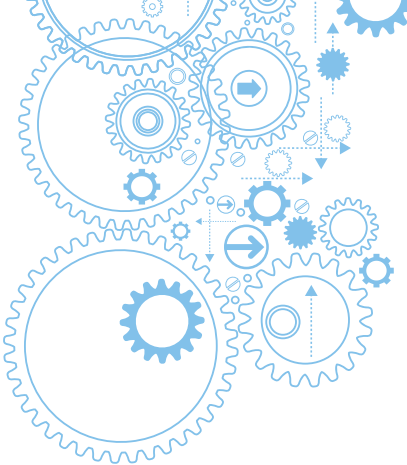
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'DOWNSPEEDING' IN CLASS 8



automated box that includes a torque converter. The TC10, as it's called, will be available in limited numbers this fall.

Daimler Trucks North America is well aware of the trend toward AMTs. Mercedes-Benz, a sister operation in Europe, has likewise seen its AMTs gain popularity. DTNA has adapting a heavy-duty Mercedes-Benz automated model for use in Freightliners and Western Stars, says Brad Williamson, a marketing manager with Daimler Trucks. It will be branded as a Detroit, the new name for Detroit Diesel, whose product line has already expanded from engines to axles. Like other builders, Daimler originally offered Eaton's Auto-Shift and UltraShift products, and it now offers the UltraShift Plus.

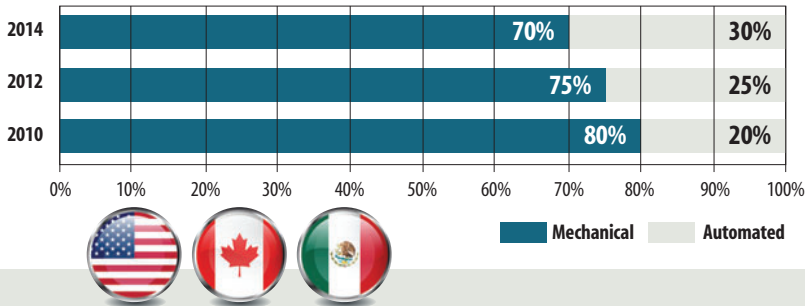
Last year, it introduced the AMT3, another European innovation, for Freightliner medium-duty trucks, while still offering Eaton's midrange UltraShift.

Fuel efficiency is an AMT's principal virtue, and it's the main reason for their increasing sales to fleets, which are again grappling with a driver shortage and having to hire less-then-sterling drivers. With an AMT, even the worst among them can get decent fuel economy they can't with a manual gearbox.

Aside from manual versus automated versus automatic, there are trends in heavy trucks that affect transmissions. A major trend is the continuing quest for efficiency. Shane Groner, Eaton's manager of development and product planning, says 99 percent of his work is focused on how to make the truck more fuel-efficient. A key strategy is what is known as "gear fast, run slow," slowing the engine to achieve better fuel economy. This requires low numerical ratios in top gears and/or differentials, as well as setting the road-speed limiter or Class 8 trucks in North America. Volvo has coined the term "downspeeding" for its XE 13 integrated drivetrain, which builds on the concept using its I-Shift transmission. This also relates to a continuing move to direct-drive transmissions, whose top gears have 1:1 ratios that match an engine's crankshaft speed with that of the driveshaft. The current thinking among engineers is that direct-drive transmissions are more efficient than overdrive ratios, which send power and torque through an extra set of gears that impose a bit more friction and oil "churn."

With a direct-drive top gear, spinning of the transmission's output shaft is comparatively fast, so the rear axle ratio has to have a low numerical ratio to keep engine speed

Mechanical vs. Automated Sales CLASS 8 TRUCKS IN NORTH AMERICA



down. Direct drive is easier on the driveline because torque is better handled by the drive shaft's fast rotation, but the rear diff's metal must be strong enough to take the torque at low speed.

With overdrive gearing in the tranny, the driveline spins slower, and the axle ratio is faster to keep engine speed in its proper range. High torque can stress the driveline, so it might have to be upsized to take the beating, but the differential is safer at its higher gear speeds.

Sometimes the fuel economy difference between direct and overdrive transmissions can be measured, and sometimes it can't. And feelings run strong among truckers. "Some love it, some hate it," Groner says of direct drive. "There's no in between."



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## The Shift in Transmission

replaced older five- and four-speed types in most light trucks.

General Motors and Ford dropped manual trannies two to three years ago. GM uses Allison's and its own Hydra-matics, and Ford employs its TorqShift automatics.

The vast majority of Ram commercial trucks get Chrysler and Aisin automatics. A handful of Rams go out with Mercedes-Benz six-speed manuals, the latter a

holdover from Chrysler's now-ended ownership by Daimler.

Buyers of new light trucks have shunned manual gearboxes, which is why they're no longer the "standard" transmission and are almost gone as an option. Some dealers, though, pointedly advertise stickshift-equipped used pickups and ask premium prices for them because they appeal to a small but enthusiastic crowd. ▲

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

### Light- and medium-duty

Another Daimler company, Mitsubishi Fuso Truck & Bus Corp. in Japan, and its subsidiary, Mitsubishi Fuso Commercial Truck of America, now install Duonic automated mechanical transmissions in all their Canter models (called medium-duty here but light-duty in Japan). No manuals are offered.

Although heavier midrange trucks from UD and Hino and Class 6 and 7 domestic trucks still offer manuals, all have automatics or automated transmissions as options. Some of the automatics are Allison's, and some are supplied by Aisin, a major Japanese supplier.

Domestic medium-duty trucks have long been a strong market for fully automatic transmissions.

Drivers usually have a primary job other than driving, such as beverage sales, furniture delivery or lawn care, and might not even know how to operate a manual transmission.

Operations tend to be more urban and suburban with a lot of stops and starts, for which automatics are very useful.

Allisons go into six out of 10 midrange trucks, but its penetration was once eight of 10, according to Eaton, which claims to be taking some business with its UltraShift HS (for Highway Value) medium-duty automated mechanical products.

In the light end of midrange and in light commercial trucks, nearly all have automatics, a trend that mirrors what's happened in automobiles and light trucks. More efficient six-speed automatics have



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# In Gear

## INSIDE:

**39** Lockwood's Products

**53** You Can't Get

There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



## SPEC SHEET

### KENWORTH T680, 76-IN. AERODYNE SLEEPER

#### POWERTRAIN:

- Cummins ISX15 485 hp @ 1800 rpm, 397 hp @ 2100 rpm
- 1650 lb-ft @ 1200 w. Intebrake
- Eaton UltraShift Plus transmission, FO16E313A-MHP 13-spd.
- 0.73:1 overdrive with Hill Start Aid feature
- UltraShift Cobrahead controller integrated into dash

#### FRONT END:

- Dana Spicer E-13221 axle, 13,200-lb, 3.5-in. drop
- Kenworth AG130 air suspension, 13,200-lb
- Bendix air-disc brakes rated for 14,600 lb
- Dana LMS wheel hubs
- Kenworth 7-spoke alum. wheels
- Michelin XZA3+ 275/80R22.5 tires
- Sheppard HD94 power steering gear, 13,200-lb

#### REAR END:

- Dana Spicer DSP41 tandem axles, 40,000-lb, 3.42:1 ratio
- Kenworth AG400L suspension 40,000-lb tandem, 52-in. spread
- Bendix air-disc brakes rated for 45,000-lb
- Kenworth 7-spoke alum. wheels
- Michelin XDA Energy 275/80R22.5 tires

#### CAB & CHASSIS:

- 76-in. Aerodyne sleeper and cab
- Dual 120-gal 24.5-in. alum. fuel tanks
- High Intensity Discharge, Xenon headlamps
- Driver Performance Center w. 5-in. full color active matrix display
- **Interior trim:** Diamond VIT w. woodgrain and alum. accents
- **Wheelbase:** 229 in.
- **Paint:** Spinnaker blue effect
- **Dry weight:** 17,955

## State of the Art

**test drive** Kenworth's T680 is a truck built for drivers who love trucks. By Jim Park

**W**hen I first clapped eyes on Kenworth's T680 at the Mid-America Trucking Show in Louisville last month, my first impression was been there, done that. From a distance, it looked much like the T700, which first saw the light of day in 2010. I wondered why Kenworth would be revamping that truck so soon.

What can I say; it was a first impression. The T680 is anything but a rehash of the T700. It does bear some outward similarity, but aerodynamics are what they are. Anything but what you see would be a compromise, and it's clear Kenworth compromised very little in the design and development of this truck.

Practically everything north of the frame rails is new—clean-slate new. From the stamped aluminum cab to the Diamond VIT upholstery, no stone was left unturned.

At its official unveiling, Kenworth General Manager, Gary Moore, said the company had invested \$400 million over four years bringing this truck to market. If the guided tour and the short test drive I had in Louisville are any indication, I'd say the company got its money's worth with this one.

### The Finer Points

On Friday afternoon—day two of the show—Kenworth invited a few of the A-list truck writers out for an up close and personal tour of the truck with director of product planning, Jim Bechtold. He took us through the design features of the T680, sharing some of the anecdotes of the design process as well as the nuts and bolts of the final product.

The biggest news is the cab itself. A first for Kenworth, this one is made of stamped aluminum. It's highly tooled for greater

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manufacturing consistency, and held together with self-piercing Henrob fasteners. To make sure they got it right, Kenworth enlisted the design and build expertise of Magna International, one of North America's largest automotive supplier with a great deal of auto industry know-how in stamped aluminum designs.

While it may seem like a small item, Bechtold says they are quite proud of the new door design. Not only does it open wider and close with less effort than past designs, its hinges are an in-swing design, rather than a traditional piano hinge design.

"The in-swing door gave us more latitude in hinge placement," Bechtold says. "We were able to optimize the fit of the door, adding strength to the assembly, and making it virtually air tight."

In fact, the cab is fitted with pressure relief devices to make opening and closing the door physically easier—and easier on the eardrums as well.

The integrated sleeper isn't just a box attached to the back of the cab. It was designed with ease of repair in mind in areas where damage has historically been a problem, namely, the rear quarters that are subject to trailer strikes during tight backing maneuvers.

Engineers did jackknife tests on the sleeper and sought the input of body shop workers on how best to build the sleeper for ease of repair. They kept the huck fasteners in this area for ease and cost purposes. The rear side panels can be replaced without removing the roof, which saves downtime and labor cost. 636

### Driver Environment

Inside the cab and sleeper is where the T680 really shines. One of the more significant changes is the width of the cab. At 83 inches, it's 10 inches wider than a T660, and about eight inches narrower than a T700. T680 will appeal to solo drivers who like larger cabs, but not nec-



**SPACE-AGE INNOVATION:** The swivel table is usable from the passenger seat or the sleeper. It'll support 400 lb.

The A-pillar is steeply raked to improve airflow over the cab, and the windshield—50 percent larger than other Kenworth models—is dramatically curved to move air around the cab as well as over the top. Bechtold says the curve of the glass is as much as supplier Pilkington could put into a windshield. The glass is thicker than traditional windshield glass, Bechtold says, to minimize damage from rock strikes, etc. On the upside, he told us that thanks to a new adhesive, replacement takes a fraction of time (about two hours) of other bonded windshields, so downtime won't be as much of a concern.

essarily the barn-like cab of the T700, which is very well suited to team operations. There's 23 inches between the seats for easy access to the 76-inch sleeper. This truck has all the room any solo driver could ask for and it sure wouldn't leave team drivers wanting.

Getting to 83 inches was an interesting exercise. Bechtold says engineers took a cab mock up and literally cut it into quarters—right front, left front, right rear, and left rear—and mounted them on motorized tracks. They then invited more than 800 drivers to fit the cab sections around themselves using a hand-held controller



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## In Gear

to position the sections. The dimensions of the T860 cab reflect the preferences of that crowd of test pilots. So, while the cab dimensions won't appeal to everyone, I'm sure they will enjoy a pretty broad cross section of fans.

In a similar fashion, the drivers designed their own dash panel, right down to the gauge and switch placement.

In designing the T680's storage cabinets, Bechtold says engineers visited dozens of truck stops and interviewed drivers about their storage requirements.

"Not only did we ask the obvious questions, we took an inventory of everything those drivers had on board, and then we went out and bought tool boxes, boots, oil jugs, hardhats, etc, and brought them back to the labs," he says. "We then made it our mission to find a place to store the gear drivers carry."

One of the results of this innovative research was the cabinet above the doors. According to Bechtold, it easily accommodates a hardhat—one of the toughest items to store.

Another interesting innovation is the pivoting work table located on the right-hand side of the sleeper. It swivel 270 degrees for better space utilization, and drivers can use it equally comfortably while sitting on the bed, or from the passenger seat if the optional seat swivel feature is selected. The seat turns to face rearward, and the table swivels forward to meet the seat, creating a convenient work space. The table will support up to 400 lb, Bechtold says, so it's built with longevity in mind.

One of the things engineers were looking to change was the traditional diamond tuck upholstery. Boy, did they get an earful from drivers.

"We thought it looked rather dated, but when we checked our order summaries, it turned out to be one of the most sought-after options," Bechtold notes. "So instead of dumping it, we redesigned it with contemporary stitching, shallower pillows and a new fabric."

It's a subtle change, but the new look is quite refreshing.

## At the Helm

Our test drive was a short one—only about 75 miles. A teaser really, but enough to get a sense of how all this fresh thinking translates into a 17,950-lb freight hauling machine.

I got into the truck at Peterson Kenworth, a dealer located at the junction of I-264 and I-65 on the south side of Louisville, not far from the Kentucky Fairgrounds. Jim Bechtold spent an hour with us, and then we headed south on I-65 toward Elizabethtown, where we turned and headed back again.

The most striking thing about the T680 is the quiet. Kenworth claims in its press material there is 40-percent less interior noise—compared to what they didn't say—but it's darned quiet.

When I say it's quiet, imagine driving down the highway at cruise speed in the rain, and the loudest sound in the cab is the raindrops hitting the windshield. The rain was louder than the engine noise, louder than the road noise, and louder than the virtually absent wind noise.

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**IT FITS:** Prioritizing gauge and switch placement, and repositioning the throttle pedal has improved the ergonomics of the driver's space.

Actually, the mixture of sounds the driver is exposed to is very nicely balanced. The low growl of the ISX engine is clearly obvious, but not intrusive. In fact, it's quite pleasant.

The other big improvement is the position of the throttle pedal. It's still hung from the firewall, but it's also hinged to the floor, so the driver's heel can rest on the floor. It's much more natural position, and

infinitely more comfortable than previous recent designs.

The truck had an Eaton UltraShift+ so we weren't able to get the full benefit of the new throttle pedal position as far as shift timing goes, nor the air-over-hydraulic clutch, which is very easy to depress. However, I will say the UltraShift+ and the ISX are speaking the same language, and the shifting algorithms are very well tuned.

The larger windshield and narrower A-pillar improve forward and lateral visibility without leaving you feeling that you're sitting in an aquarium, and the mirror placement could not have been better. A close look reveals that while the mounts are in the same place on the cowl, the right hand mirror is positioned a little further back in the driver's line of sight for better viewing. That's attention to detail.

Driving the truck was simply a joy. It's easy to maneuver, but very solid feeling. While it smoothes out the bumps and jolts, it's not sloppy about it, and you never lose the feeling of where the wheels are on the road.

There's a lot new about the T680, and it is definitely not, as I had originally suspected, a rehash of the T700. And there's a lot to like too. My short drive left me wanting more, but escape plans from Mid-America limited the time we had to drive thing.

This truck could set ride and driver environment benchmarks for some time to come. ▲

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WHAT'S NEW AND NEWS FROM SUPPLIERS



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on the web at [todaystrucking.com](http://todaystrucking.com)

# SOMETHING IN THE AIR

**W**hile there were clear trends to be seen at this year's **Mid-America Trucking**

**Show** (MATS)—natural gas, 6x2 drive axles, vertical integration—the most obvious aspect of the Louisville affair was probably the positive mood in the air. Business seems good amongst the manufacturer and supplier crowd. In terms of product announcements the Kenworth T680 and Peterbilt Model 359 stole the show. All new and replacing nothing in their respective lineups, the trucks clearly have the same DNA. Peterbilt opted for a detachable sleeper while Kenworth chose the integrated route and created some very slippery contours in the process.

The excitement of both KW and Pete staff prior to the unveilings—at separate events, of course—was palpable. Kenworth chief engineer Preston Feight was almost giddy with delight, telling me beforehand that no previous Kenworth had seen so much attention paid to its development. It shows, equally on the Pete, and you see it in the fine details of how body components meet, for instance. Both interiors look awfully good with a new and seemingly tighter focus on how drivers actually live their lives on the road.

Both the KW and Pete are medium in terms of cab width at 83 in. I don't have as many details on the 579, but the T680



The 12-liter ISX12 G from Cummins Westport will begin production in 2013 while a 15-liter gas engine—the ISX15 G—is expected to be in limited production by 2014, aimed at linehaul use.

is 10 in. wider than the T660 and some eight in. narrower than the cavernous T700. You still get 23 in. between the seats. (For an early take on the T680, read "State of the Art" by Jim Park on pg.33 of this issue.)

Another piece of significant news came from Cummins. Following on the heels of its ISX12 G launch a few weeks ago, the engine-maker announced that it's begun development of a 15-liter heavy-duty, spark-ignited natural-gas engine to meet coming demand for on-highway trucks powered by the fuel that everyone loves to love.

As with the ISL G and ISL12 G, the ISX15 G will be a product of Cummins Westport, its joint venture with Westport Innovations in Vancouver, B.C.

The 12-liter ISX12 G will begin production in 2013 while the 15-liter gas engine is expected to be in limited production by 2014.

The ISX15 G will be based on the

ISX15 diesel engine and will build on the same spark-ignited technology used elsewhere in the Cummins Westport lineup. A simple, maintenance-free three-way catalyst will be the only required exhaust aftertreatment. The engine will run on compressed natural gas, liquefied natural gas or biomethane.

Predictably, natural gas was a big theme at the show, especially at the huge Navistar display area where the fuel's key proponent, T. Boone Pickens, joined Navistar vice president Jim Hebe and others for an evening's worth of discussion before a huge crowd of dealers and analysts and some media types. Its new LoadStar low-cab-forward trucks will come with a natural-gas option.

Other OEMs were keen to note their natural gas offerings too, if not in such a big way, with Volvo announcing a VNL

daycab with the Cummins Westport ISX12 G engine. Kenworth did the same.

There are those, however, yours truly among them, who see something of a bandwagon forming here. Clearly, natural gas has a place, and its benefits are real. But it doesn't suit everyone.

Andreas Renschler, head of Daimler Trucks and member of the Board of Management of Daimler AG, agrees. He calls it a "niche" market. That said, he also allows that his company has been and will be there with a natural gas product, while saying there are no plans for Detroit Diesel to go down this road.

Dan Sobic, PACCAR executive vice president, speaking at the annual Heavy Duty Manufacturers Association breakfast during the show, said much the same thing. He pegged the market at about 8,000 trucks today, out of a total of 240,000 likely to be sold this year. Diesel is still king, he said.

Peterbilt's all-new Model 579



### PETERBILT MODEL 579

THE ALL-NEW 579 CLAIMS  
BEST-IN-CLASS AERODYNAMICS

Calling it the result of “the most extensive, rigorous product development process in the company’s history,” **Peterbilt** unveiled its all-new Model 579 during the Mid-America Trucking Show.

The cab structure is a new design that features greater strength and enhanced safety, says Pete. With 83-in. or 2.1-meter width, the aluminum cab is light, and both cab and sleeper are tested to SAE and ECE crashworthiness standards.

As part of the Unibilt family, the sleeper is fully detachable for enhanced resale value and increased versatility in second- and third-life operations.

Aerodynamic performance is achieved through modular aero packages that meet the EPA’s SmartWay designation. They include variable-length chassis fairings, sleeper extenders and rubber flares, under-cab close-outs, and under-fairing skirts.

The Model 579’s sleeper area includes an integrated entertainment center that includes an inverter, fourth battery, and duplex power outlets. You get all-LED interior lighting. Other sleeper features include a strong-looking pull-out workstation.

The dash gauges are completely visible through the steering wheel, and the 5-in. Driver Information Display can also display ‘virtual’ gauges. The pedal package allows adjustments for pedal-position and pedal-effort preferences.

The Model 579’s all-new electrical system sports optimized routings, and enhanced protection for connections and routing troughs. Pete says the best improvement to the electrical system may be the new electric-over-air rocker switches that enable critical interlocks. This removes air plumbing from the dash and ensures the correct operation settings of critical systems.

The backbone of the Model 579 is a new chassis design that’s said to be light and stiff while providing an “exceptional” turning radius. New routings for air and fuel lines reduce repair times, as do separation of key air, fuel, and emissions fluid lines and electrical wiring.

The 579 comes standard with front air-disc brakes and the Bendix ESP stability control system.

See [www.peterbilt.com](http://www.peterbilt.com)

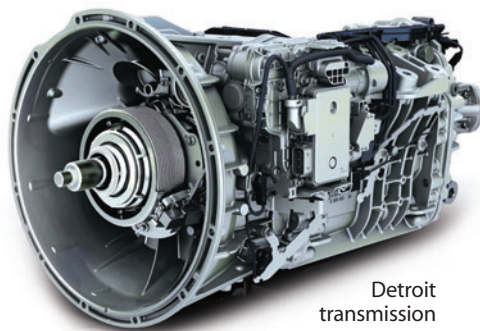
### DETROIT TRANSMISSION

NEW DETROIT TRANSMISSION COMPLETES INTEGRATED POWERTRAIN

**Daimler Trucks North America** used the Mid-America show to launch the Detroit transmission, thus completing its integrated powertrain offering, all from in-house sources, including Detroit axles and heavy-duty engines.

Part of a long-established global plan, development of these powertrain products has been an international effort, with resources drawn from all of Daimler’s capabilities around the world. The no-clutch-pedal transmission has been tested and proven in series production for European markets since 2005.

It’s a 12-speed, direct or overdrive automated transmission combining a traditional clutch-actuated manual gearbox with computer-controlled shift and clutch actuators. It’s claimed to provide the operational ease of an automatic with the efficiency of a manual transmission. DTNA says the direct-drive version will be the best technical solution to maximize fuel efficiency for linehaul/long-haul operations while



Detroit transmission

## STABILITY CONTROL STANDARD

**P**ETERBILT has made the Bendix ESP full-stability system with Automatic Traction Control standard equipment, as of this month, on all its heavy-duty class 8 trucks and tractors except the Models 320 and 382.

“Stability control has long been an option for our product lineup and we are now advancing it to a standard feature due to customer demand,” said Bill Kozek, Peterbilt general manager and PACCAR vice president.

The system is especially well suited for loads with a high center of gravity, such as mixer, dump and tanker applications, says Pete.

Mack and Volvo, it’s worth noting, made the Bendix system standard fare in 2005.

It’s also worth noting that air disc brakes, made standard by Peterbilt in 2010 as a delete option, are being spec’d more and more often. Before being made standard, Pete chief Bill Kozek says they represented about 12 percent of the build but that doubled to 24 percent last year and the current order book reflects a takeup rate of about 30 percent.



providing improved slow-speed maneuvering capabilities. Features include torque limiting and “active driveline protection,” which anticipates torque windup.

It will skip-shift, of course, enabling drivers to run through lower gears faster to achieve cruising speed sooner. Its EcoRoll feature helps the vehicle coast more efficiently, the company says. The transmission’s use of aluminum is said to result in weight savings of up to 300 lb vs. cast-iron designs.

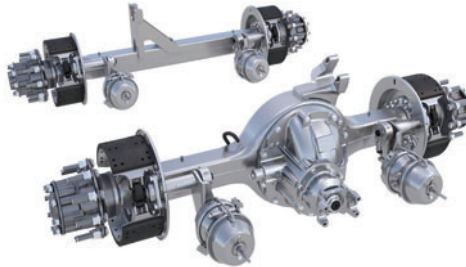
Driver-friendly features include helical gears that reduce noise; a control module that communicates with the entire powertrain; and a kick-down feature that improves acceleration.

Additional features of the Detroit transmission include: Hill-Start Aid option to prevent roll-back after standing still on a hill; enhanced cruise control; improved dash display; and driver-selectable shift modes for performance or economy.

See [www.demanddetroit.com](http://www.demanddetroit.com)

## MERITOR 6X2 DRIVE AXLE

THE FUELLITE TANDEM AXLE SAVES WEIGHT AND INCREASES FUEL EFFICIENCY  
Meritor’s new FuelLite drive axle is the first member of its SoloDrive Series of 6x2 tandem rears. Based on the Meritor 160 series drive axle, it’s designed for



linehaul applications to maximize weight savings and increase fuel efficiency.

The Meritor FuelLite tandem axle delivers nearly 400 lb in weight savings and approximately a two-percent increase in fuel efficiency when compared to a traditional 6x4, the company says.

Features include: Meritor’s 160 DualTrac housing that allows the

option of running wide-based single tires or duals; a 2.50 to 4.10 ratio range; and a 12.7-mm wall housing that’s compatible with all current 40,000-lb tandem air suspensions.

All SoloDrive Series axles will use the same rear tag axle for simplified maintenance and are designed to function optimally with Meritor brakes and options.

The warranty for linehaul applications is five years or 750,000 miles with parts and labour included.

See [www.meritor.com](http://www.meritor.com)

## SAVE ON FUEL

MACK LAUNCHES SUPER ECONODYNE POWERTRAIN PACKAGE

Mack Trucks says its Super Econodyne powertrain package can produce a 3.5-percent improvement in fuel economy.

It uses all-Mack proprietary components—MP8-445SE engine, mDrive automated manual transmission, C125 proprietary drive axles, and

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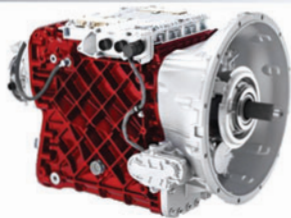
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# SUPER ECONODYNE



High engine fuel efficiency

+



mDRIVE transmission optimization

+



Super C125 overdrive axles

custom software—and is rated up to 88,000 lb GCWR.

The central idea, not unlike Volvo's XE13 system, is what Mack calls the "down speed" feature. Super Econodyne is engineered to drop engine speed more than 200 rpm at a highway speed of 65 mph, cruising at 1,160 instead of 1,380 rpm. This reduces fuel consumption by up to two percent compared with previous engine models, says Mack,

while its proprietary C125 drive axles are claimed to deliver an additional 1.5-percent fuel economy saving.

The Mack MP8-445SE offers 445 hp and up to 1,760 lb ft of torque. The C125 axles have a 2.66:1 ratio. All powertrain components communicate with each other via Mack software.

Mack says the system, available on Pinnacle models, does not compromise power or performance.

The low-speed Econodyne engine comes out of the 1960s, notes Dave McKenna, Mack director of powertrain sales. "Historically, we've insisted on gearing fast, running slow. Now, we've designed a completely integrated system to run efficiently at 450 rpm above idle speed when before it was 700 to 800 rpm above idle speed."

See [www.macktrucks.com](http://www.macktrucks.com)

## PARTS CROSS-REFERENCE

ALLIANCE TRUCK PARTS LAUNCHES ONLINE TOOL

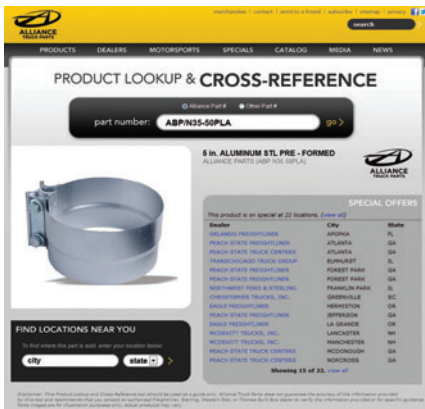
New from **Alliance Truck Parts** is an online parts lookup tool to help customers find the right part among countless competing numbers and naming conventions. The web-based tool consolidates data from the top OEM and independent manufacturers, creating a single point of access.

Alliance Truck Parts is a brand of Daimler Trucks North America.

With a simple web interface, visitors can search for the part needed in two



# THE POWER TO



## ECO-FRIENDLY TIRES

BRIDGESTONE INTRODUCES ECOPIA TIRES AND MATCHING BANDAG RETREADS  
**Bridgestone** debuted its new Ecopia truck tires and Bandag FuelTech retreads at Mid-America. The two product lines—five new tires and four retreads—are designed to work together.

Specially engineered compounds paired with matching retread patterns promote an eco-friendly system that continues low rolling resistance from new tire to retread while extending casing life, the company says.

The Ecopia line includes the Greatec M835 Ecopia drive and Greatec R135 Ecopia trailer wide-base singles. Both use Bridgestone's patented NanoPro-Tech polymer technology in the tread compound and a high-rigidity tread pattern that's claimed to promote even wear while reducing rolling resistance. Retread patterns based on the Greatec M835 Ecopia and R135 Ecopia are available in the FuelTech retread line.

The Ecopia line also includes the new R283 steer tire plus conventional duals for

drive and trailer positions—the new M710 drive (shown here) and R197 trailer radials. They're all EPA SmartWay verified and comply with CARB requirements.

See [www.trucktires.com/us\\_eng/index.asp](http://www.trucktires.com/us_eng/index.asp)



ways: by the Alliance number or by a competing supplier's part number. The new tool provides the suggested part number and information from Alliance, and if the user enters a city name, it offers links to dealers and relevant parts specials in the area.

The cross-reference tool is currently loaded with information from more than 30 different product lines, with more being added as new products become available from Alliance.

See [www.alliancetruckparts.com/products/partsreference.asp](http://www.alliancetruckparts.com/products/partsreference.asp)



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### INTERNATIONAL LOADSTAR

STAINLESS-STEEL CAB ON LIGHTWEIGHT WORK TRUCK FROM NAVISTAR

The all new **International LoadStar** is a lightweight low-cabover work truck. Designed from the ground up with input from drivers and fleet managers, the LoadStar was built for the waste, concrete pumping, and airplane refuelling markets.

Features include a stainless-steel cab to minimize corrosion and increase durability; variable-depth frame rails; “ergonomically designed” cab interior; and Diamond Logic multiplexed electrical system with capabilities that provide seamless body integration for increased safety and ease of operation.

The industry’s first stainless-steel cabover design, it offers a standard tilt/telescoping steering column and 10-in. fore/aft and 6.5-in. up/down seat travel, providing what Navistar calls “unprecedented” belly room. A wide 90-degree door opening and easy 18-in. first step height were also included. You’ll also get up to 40-degree wheel cuts.

The truck will available with 10-, 11- or 13-liter MaxxForce engines, and a Cummins Westport ISL-G compressed natural gas engine will be available in spring 2013. First orders will be taken in October.

See [www.navistar.com](http://www.navistar.com)

### FUEL-BASED TRACKING

ZONAR RELEASES FUEL-BASED GPS TRACKING TECHNOLOGY

**Zonar Systems**, a provider of electronic fleet inspection, tracking and operations systems, has announced a new

patent-pending technology that adds fuel as a fifth dimension to the firm’s GPS reporting.

Zonar’s vehicle telematics platforms have always utilized four-dimensional—latitude, longitude, time, and odometer—GPS reporting. With the addition of fuel as the fifth dimension, Zonar’s telematics platforms will not only determine sample rates based on geographical data, but also fuel consumption.

The sampling methodology accounts for route and driving changes, the company says. For example, if a vehicle is driving in the city with frequent stops and turns, the computer samples much more frequently than if the vehicle is running down a long straight highway.

Fleets will now be able to identify, easily

and with tremendous detail, says Zonar, the routes and lanes over which their vehicles are most and least fuel-efficient.

Zonar’s telematics platforms also transmit engine fault codes and verified electronic vehicle inspection data in real-time, as well as a set of driver performance metrics including accelerating too quickly, hard braking, excessive idling, ABS activation, and roll-stability control activation.

See [www.zonarsystems.com](http://www.zonarsystems.com)

### LINKED SAFETY SYSTEMS

BENDIX ADVANCED SAFETY TECHNOLOGIES CONNECTED THROUGH WEB PORTAL

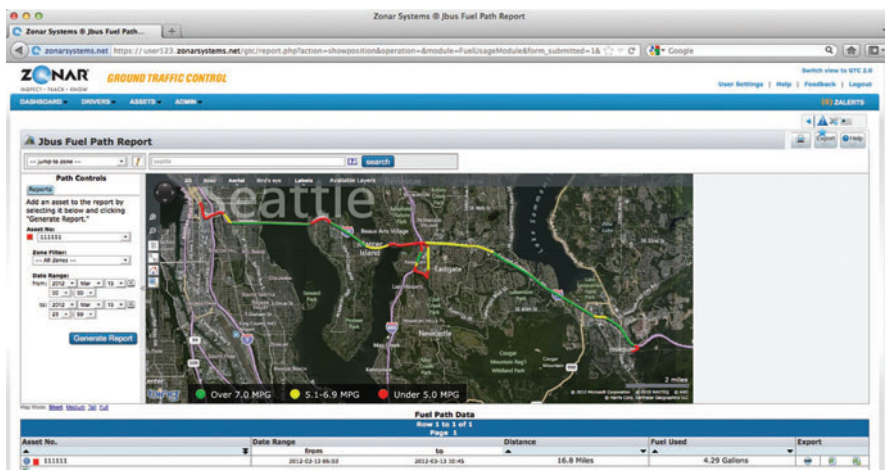
SafetyDirect from **Bendix** is a Web portal that provides fleet operators with a comprehensive view of their fleet and each driver. It now connects to three of the company’s onboard safety technologies.

The Bendix Wingman Advanced collision-mitigation system, ESP Electronic Stability Program full-stability system, and SmartTire Tire Pressure Monitoring System (TPMS) provide SafetyDirect with safety performance data, which the system then delivers to fleet operators as actionable information.

A fourth onboard safety system, the AutoVue Lane Departure Warning (LDW) System (bought from Iteris last year), was already connected to SafetyDirect.



International LoadStar



SafetyDirect information is wirelessly transmitted via telematics devices already on the trucks. The system can provide immediate warnings and critical safety information. For example, explains Bendix, fleet operators can easily see if their drivers are having difficulty staying in their lanes—often a first indicator of drowsiness—or other potential problems, such as stability control activation, collision mitigation system activation, or critical tire alerts.

The system collects the data and translates it into easy-to-understand information that a fleet can use in daily operations. There's real-time driver performance data, as well as event-based information—including video clips of severe occurrences—for analysis by fleet safety personnel and to aid fleets in developing targeted, ongoing driver education and training.

Among the essential information on the portal are following-distance histograms, event counters, and system usage details for each driver. This information will better help fleet managers



identify risky driver behaviour and provide drivers with targeted training they need to reinforce safe driving practices.

The system captures and reports events in more than a dozen pre-set categories, including excessive curve speed, lane changes without turn signal, and forward collision warning. Data reports can be created for individual drivers and the entire fleet. Bendix can expand the system to meet a fleet's particular needs by building in certain reporting functions—say, tailgating monitoring—using the fleet's chosen parameters.

Along with video, severe events are captured and stored with time and date, driver and vehicle ID, odometer reading,

vehicle speed, and GPS location.

SafetyDirect is available on vehicles at all major North American OEMs, and it can be retrofitted to vehicles already in service.

See [www.bendix.com](http://www.bendix.com)

## VOLVO NG DAYCAB

THE NEW VOLVO VNL DAYCAB COMES WITH NATURAL GAS POWER

**Volvo** says its new VNL daycab gives customers a larger 123-in. bumper-to-back-of-cab (BBC) and is rated up to 80,000 GCWR, with a more robust spec than the natural-gas powered Volvo VNM daycab. Introduced in 2011, the VNM features a 113-in. BBC and is rated up to 66,000 lb.

Equipped with a 12-liter, 400-hp Cummins Westport ISX12 G engine that develops 1,450 lb ft of torque, it requires only a three-way catalyst to meet EPA 2010 emissions standards, says Volvo.

Production will begin in conjunction with commercial availability of the 12-litre gas engine.

See [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

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## Product Watch

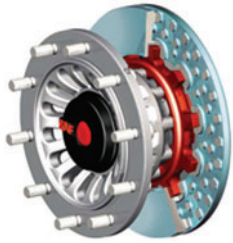
### SELF-STEER AXLE SUSPENSION

SAF-HOLLAND SYSTEM COMES STANDARD WITH AIR-DISC BRAKES

From **SAF-Holland** comes the CBX integrated suspension/axle system with self-steering capability. It will feature the company's latest lightweight 'Fusion Beam' technology, available in two different steer-angle models—with wheel cuts of 20 degrees or 25-to-30 degrees. SAF Integral air disc brakes (photo) are standard on the initial offering, while drum-brake configurations and other options are planned for the future.

The company says the CBX system is "designed to turn easier, greatly reducing tire wear, while improving fuel economy by reducing drag and tire scrubbing."

The integration of the company's Fusion Beam Technology is said to reduce beam weight without compromising beam strength or integrity. This is accomplished through the



fusion of a lighter-weight cast beam and a fabricated tail section.

Various capacities are available in the series which include the SAF Self-Steer CBX23, CBX25 and CBX25/30. While the CBX23 and CBX25 models deliver capacities of 23,000 and 25,000 lb respectively, the CBX25/30 offers an additional 30,000 lb of load carrying capacity at creep speed (five mph or less) and 25,000 lb of capacity for on highway operation. The CBX25/30 delivers its additional load capacity through the addition of a larger air spring.

See [www.safholland.com](http://www.safholland.com)

### ONBOARD RECORDER

NEW VDO ROADLOG EOBR HAS A BUILT-IN PRINTER

The new VDO RoadLog electronic onboard recorder (EOBR) is described as a "simple, all-in-one solution for daily logbook and other compliance reporting." It's designed to allow drivers and fleets to record and report hours of service and other key compliance data quickly, easily and without monthly fees, says **Continental Commercial**



## FREIGHTLINER'S REVOLUTION

**F**REIGHTLINER showed off its Revolution 'innovation truck' in Louisville, a concept truck featuring the latest technologies. The fully functional tractor includes some of the most advanced elements in efficient design, the company says.

Its asymmetric crossover cab design is unique, a daycab with a sleek, integrated raised roof. It makes for a roomy interior—with a convertible jumpseat that transforms into a sleeper—but also seamless integration of body panels that removes air gaps and improves air-flow management between the tractor and trailer.

The truck's wrap-around windshield, dramatically sloped hood, and low-mounted front grille are stylish but they also enhance performance. To reduce drag, a top step is hidden behind the door and the door handles have been removed from the cab. Side-view cameras transmit a wide-angle view of the road into the cab via monitors mounted inside, replacing cab-mounted mirrors, further benefiting overall aerodynamics.

**Vehicles & Aftermarket**, a business unit of Continental Tire.

In fact, Continental claims to be the world leader in EOBR technology, having put over five million such devices in use worldwide over the past 30 years. The VDO name is a European mainstay.

The RoadLog can automatically track a driver's time in one of four categories: On-duty, Driving, Sleeper Berth, and Off-duty, and will provide a warning if allowable limits will be exceeded. The driver's data can be transferred in

seconds from a USB without the need for a smartphone, the company says.

RoadLog features a built-in printer, which provides an instant paper report of daily logbook data at roadside inspections, with all the information provided by a handwritten log.

It can also record data for a variety of reports that can help make trucking operations more efficient, including International Fuel Tax Agreement and International Registration Plan.

The RoadLog fleet-management soft-



VDO RoadLog

ware provides can manage an unlimited number of drivers and vehicles.

It's FMCSA-compliant and also meets Canadian rules, says Continental, while being "easily" upgradeable to future U.S. and Canadian EOBR mandates.

An optional wireless download feature will be available in 2013 to allow data collection via cellular networks.

See [www.vdoroadlog.com](http://www.vdoroadlog.com)

## TRAILER SUSPENSION

INGERSOLL EXPANDS INTO TRAILER SUSPENSIONS

**Ingersoll Axles** (a division of IMT Company), based in the town of the same name, showed off its first line of Ontario-built heavy-duty suspensions at the Mid-America show. It's been building axles since 1947.

Several years in development, the Ingersoll Suspension System (ISS) is said to have been engineered for durability, strength and customization.

The ISS features an optimum I-beam trailing beam design, a fully wrapped axle connection, and industry-standard parts.

The company's current axle offerings include standard, drop-centre, steerable, and in-line types, among others, as well as any of their 15 new suspension designs.

See [www.ingersollaxles.com](http://www.ingersollaxles.com)

## AIR DISC FRICTION

TMD OFFERS FIRST FRICTION MATERIAL TO MEET TMC'S RP 628

**TMD Friction** of North America says its air-disc brake-pad friction material, Textar T3070, has met the FMVSS 121 dynamometer requirements of TMC's Recommended Practice 628—'Aftermarket Brake Lining Qualification'—as verified by SAE's Performance Review Institute. As a result, TMD says, its friction material for 225-size

calipers is the first and only air-disc pad listed on TMC's list of approved replacement linings.

TMD's "premium" drum brake lining, Textar T5000, has also passed the RP 628 qualification testing for standard 16.5x7 drum brakes. Together, these two products offer the first TMC-approved replacement option for newer tractor designs with air-disc brakes on steer

axles and drum brakes on drive axles, an increasingly common configuration.

Compatibility issues facing operators of vehicles with different brake designs on front and rear axles was a major reason TMD developed and certified to aftermarket standards a disc brake pad formulated to replicate the performance of drum lining material.

See [www.tmdfriction.com](http://www.tmdfriction.com)



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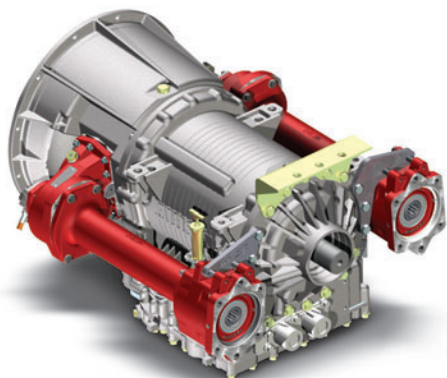
  
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### COMPACT PTO

PARKER CHELSEA SAYS INSTALLATION TIME IS CUT WITH THE NEW 899 SERIES PTO  
**Parker Chelsea** says its new 899 Series makes PTO and pump installation simpler and more reliable on oil-field exploration and maintenance trucks.

Because of the large physical size of the pumps used in such applications, the company says clearance has always been



a challenge. The 899 was designed with this in mind to provide maximum clearance for the 4700 Series transmissions. Another challenge is the torsional vibrations from today's diesel engines that prematurely wear out mating PTO and pump splines. The wet-spline system that lubricates the mating PTO and pump shafts is claimed to increase the life of these components seven to 10 times longer than a dry-mating connection.

The 899 features six speed ratios, eight output types, and is a constant-mesh shifter which is a useful option for variable-displacement piston pump applications.

See [www.parker.com](http://www.parker.com)

### ONLINE DRIVER TRAINING

J. J. KELLER LAUNCHES ONLINE TRACTOR-TRAILER DRIVER TRAINING, SCHOOL EDITION  
 New from **J. J. Keller** is online Tractor-Trailer Driver Training, School Edition, based on the U.S. Federal Highway Administration model curriculum. It follows the Professional Truck Driver Institute's (PTDI) curriculum standards. Housed on the company's 'Training On Demand' site, the course provides resources for instructors to enhance their curriculum.

Subscribers receive a full complement of training resources designed to follow all 33 chapters of the training manual. Each chapter includes training resources such as an instructor's guide, student manual, PowerPoint presentations, quizzes, plus related documents, charts, images and clip art.

A free 30-day trial is available by calling 800-327-6868, ext. 8523 and referencing Promo Code 53583.

See [www.jjkellertraining.com/driver](http://www.jjkellertraining.com/driver)

### ONLINE INFLATION CALCULATOR

YOKOHAMA CREATES WEB-BASED INFLATION-PRESSURE CALCULATOR  
**Yokohama Tire** has launched an interactive, online tool that helps truck owners manage tire costs through proper maintenance. The company's inflation-pressure calculator recommends appropriate inflation levels, thus preventing damaging under-inflation or over-inflation.

The calculator is designed to optimize the performance of commercial tires on



all axles based on load rating and whether a truck has a single or tandem configuration. This allows for specific recommendations to be returned, the company says.

The calculator also connects users to local Yokohama dealers and product experts. It can be found here.

See [www.yokohamatire.com/air\\_pressure\\_calculator](http://www.yokohamatire.com/air_pressure_calculator)

### BRAKE ANALYZER

S-CAM BRAKE-SERVICE TOOL ALLOWS MECHANICS TO SEE ACTUAL CAMSHAFT TRAVEL  
 Developed by a commercial-vehicle inspection technician, the Foundation Brake Analyzer (FBA) from **Hubtech Systems** is claimed to be the

## Retail Diesel Price Watch

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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of April 10, 2012 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	140.9	0.0	123.0
VANCOUVER *	150.6	2.6	107.0
VICTORIA	142.9	0.5	107.2
PRINCE GEORGE	129.9	0.0	98.3
KAMLOOPS	131.9	0.0	100.2
KELOWNA	131.7	0.0	100.0
FORT ST. JOHN	135.9	0.0	104.0
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	115.9	0.0	97.4
RED DEER	115.4	0.2	96.9
EDMONTON	115.6	0.7	97.1
LETHBRIDGE	120.4	0.0	101.7
LLOYDMINSTER	116.6	0.0	98.0
REGINA *	122.6	0.0	97.7
SASKATOON	122.3	0.0	97.5
PRINCE ALBERT	125.9	2.5	100.9
WINNIPEG *	120.9	0.0	99.6
BRANDON	119.4	0.0	98.2
TORONTO *	130.4	0.5	97.1
OTTAWA	132.7	-0.4	99.1
KINGSTON	131.4	0.0	98.0
PETERBOROUGH	128.9	0.0	95.8
WINDSOR	125.7	0.0	92.9
LONDON	130.2	0.0	96.9
SUDBURY	134.0	0.0	100.3
SAULT STE MARIE	133.9	0.4	100.2
THUNDER BAY	134.3	2.6	100.5
NORTH BAY	134.0	0.0	100.3
TIMMINS	134.9	0.0	101.1
HAMILTON	128.9	-1.5	95.8
ST. CATHARINES	130.0	0.0	96.7
MONTRÉAL *	141.4	-1.5	100.8
QUÉBEC	141.2	0.0	100.6
SHERBROOKE	140.4	0.0	99.9
GASPÉ	141.4	0.0	104.6
CHICOUTIMI	139.9	0.0	103.3
RIMOUSKI	140.4	0.0	101.8
TROIS RIVIÈRES	140.9	0.0	100.3
DRUMMONDVILLE	137.9	0.0	97.7
VAL D'OR	139.9	0.0	103.3
SAINT JOHN *	138.1	-0.3	99.0
FREDERICTON	138.4	-0.4	99.3
MONCTON	138.7	-0.9	99.5
BATHURST	140.7	-0.4	101.3
EDMUNDSTON	139.8	-0.3	100.5
MIRAMICHI	139.8	-0.3	100.5
CAMPBELLTON	139.9	1.1	100.6
SUSSEX	138.6	-0.4	99.5
WOODSTOCK	141.9	-0.6	102.3
HALIFAX *	135.1	-1.0	98.1
SYDNEY	138.6	-1.0	101.1
YARMOUTH	137.7	-1.0	100.3
TRURO	137.2	-0.6	99.9
KENTVILLE	136.2	-1.4	99.0
NEW GLASGOW	137.7	-1.1	100.3
CHARLOTTETOWN *	131.3	0.0	100.8
ST JOHN'S *	142.2	0.0	105.3
GANDER	138.6	0.0	102.2
LABRADOR CITY	147.5	-0.2	110.0
CORNER BROOK	142.9	0.0	106.0
<b>CANADA AVERAGE (V)</b>	<b>130.2</b>	<b>0.1</b>	<b>99.2</b>

V-Volume Weighted  
 (+/-) indicates price variations from previous week.  
 Diesel includes both full-serve and self-serve prices.  
 The Canada average price is based on the relative weights of 10 cities (\*)

[www.espar.com](http://www.espar.com)





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**SPECIAL EVENT**



transportation industry's "most accurate" tool to determine the size of the brake drum present or to establish actual camshaft travel at each wheel end, without removing the drum. Costing C\$185 plus shipping, it's not new, but new to us. In fact, during a four-year project, KPMG inspection technicians used the FBA to verify compliance on over 6000 commercial vehicles.

This tool is claimed to eliminate the time-consuming removal of a brake drum to determine if it meets manufacturer's specifications or is within legal standards.

The system is said to be simple and easy to use. The gauge has three discs that are stacked one on top of the other, with an ever-present stainless steel pointer.

The largest disc measures the total amount of S-cam travel evident in a specific S-cam brake assembly. The second largest disc converts the lining thickness you measure in the specific brake assembly into a number representing the number of degrees of S-Cam travel used up by lining wear. The smallest disc is used to determine the size of the brake drum.

See [www.hubtechsystems.com](http://www.hubtechsystems.com)

## MANAGE VIA TABLET

TOMTOM OFFERS FLEET MANAGEMENT ON IPAD AND ANDROID TABLETS

**TomTom** has released an updated version of its WebFleet Mobile fleet management app, extending its use to tablets for managers on the move. Tablet usage is growing rapidly, the company says, accounting for around 30 percent of non-PC internet traffic worldwide.

WebFleet Mobile 1.2 offers new functionality, the company says, that allows users to view details for all current orders, manage workflow, and meet service agreements. New jobs can be sent straight from the smart phone or tablet to a driver or field worker's TomTom Pro device, providing them with all critical

information about the job. It displays an accurate time of arrival, which can be used to inform the customer.

The app also displays tracks on the map for selected trips by date and vehicle, and supports seven different languages—English, Dutch, French, German, Italian, Portuguese and Spanish. It's available in app stores for US\$9.99.

See <http://business.tomtom.com>

## THE 2013 CANTER

MITSUBISHI FUSO INTRODUCES NEW 2013 MODEL-YEAR CANTER TRUCKS

**Mitsubishi Fuso Truck of America** (MFTA) has announced the availability of its 2013 model-year medium-duty cabover trucks. The new Fuso Canters are in production now.

In addition to the five cab colours MFTA has traditionally offered, the 2013 Canters can be ordered in solid black.

All new Canters will come standard with dual batteries and will also include a factory-installed PTO wiring harness designed to receive an optional, matched control switch and to make connection to optional PTOs easy. As well, mirrors will have new, wider mounting arms that facilitate the installation of bodies with outside widths up to 102 in. on all FE models.

See [www.mitfuso.com](http://www.mitfuso.com)

## ARROW USED-TRUCK WARRANTY

NEW WARRANTY COVERS 2005-MODE- YEAR AND NEWER TRUCKS, ALL MAKES AND MODELS

**Arrow Truck Sales** has announced its ConfidencePlus Comprehensive Coverage Program, a 90-day/25,000-mile comprehensive warranty program available on 2005 or newer class 8 and medium-duty trucks.

It offers coverage on the truck's major components, including the engine, transmission, and rear ends, even injectors and



fuel pumps. On 2008 and newer trucks, it also covers turbochargers, radiators, and ECM modules. Cumulative claims can go up to \$10,000 during warranty period, and there are no deductibles.

Arrow says this much coverage on 2005 and newer trucks is unprecedented.

See [www.arrowtruck.com](http://www.arrowtruck.com)



Mitsubishi Fuso Canter

## Product Watch

### LOW-PLATFORM TIRE

CONTINENTAL OFFERS A HIGH-LOAD-CAPACITY TIRE FOR LOW PLATFORM TRAILERS

A new **Continental** tire for low platform trailers, the HTL2 Eco Plus (Heavy Trailer Long-Haul), is said to combine structural durability and improved fuel economy. It's now available in sizes 215/75R17.5, 235/75R17.5 and 245/70R17.5.

The tire provides low-profile sizes for high-cube applications but incorporates compounding that's claimed to offer low rolling resistance and increased fuel savings at cooler operating temperatures. The tire's tread pattern has married two Continental design favourites—patented groove technologies that reduce stone retention for increased casing life, along with groove geometry that's said to promote efficient water evacuation, traction and wet braking capabilities throughout the tire's life. Its 18-ply construction allows its heavy capacity.

The HTL2 Eco Plus is available in load range J and tread depths from 13 to 15/32nds.

See [www.continental-truck.com](http://www.continental-truck.com)

### LIGHTER SIDE RAIL

STRONG AND LIGHT RASR SIDE RAIL ON ALL FONTAINE INFINITY TRAILERS

**Fontaine Trailer** now offers the patented RASR routed-aluminum side rail on the 2012 line of Infinity platform, dropdeck, and twistlock container trailers.

The side rail is a one-piece aluminum extrusion that's said to be significantly lighter than steel while withstanding impact damage better. The design also offers faster, easier, more convenient

## WASTE-HEAT RECOVERY

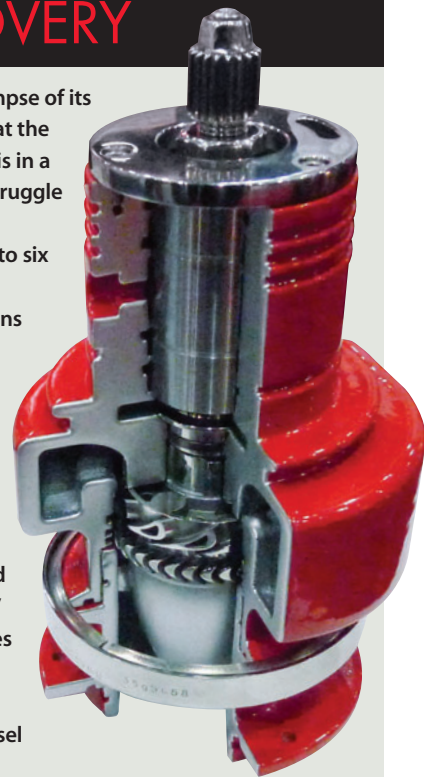
**CUMMINS** Turbo Technologies offered a glimpse of its advanced waste-heat expander prototype at the Mid-America show. We'll likely be seeing this in a couple of years time as engine and truck makers struggle to meet EPA fuel-economy mandates.

The system can reduce fuel consumption by up to six percent the company says.

"With increasing pressure to reduce CO2 emissions and fuel consumption, engine manufacturers and integrators are searching for fresh ways to achieve improvements in the efficiency of their equipment," said Adrian Tipling, Cummins Turbo Technologies account executive for Global OEMs.

"Our waste-heat expander captures what would otherwise be lost energy—in the form of heat—from a number of sources on board the vehicle and turns it into useful mechanical or electrical power."

The principles of waste-heat recovery, which uses organic fluids to draw energy from available and waste heat, have been proven in applications such as electricity generation and very large marine diesel engines, says Cummins.



load securement and greater durability, Fontaine says.

The entire Infinity line is constructed with fabricated-steel main beams and steel cross-bracing with aluminum siderails, floor, and rear skirt. The result is said to deliver the right blend of strength, weight, and economy. Infinity main beams are built with grade-130 flanges and welded continuously on both sides. The design and construction are so strong that Fontaine backs it in writing with the XtremeBeam Lifetime Warranty.

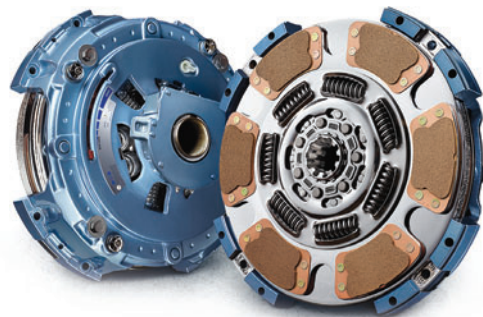
See [www.fontainetrailer.com](http://www.fontainetrailer.com)



### EATON WARRANTY

EATON OFFERS BUNDLE PACKAGE TO EXTEND FULLER REMAN TRANSMISSION WARRANTY

**Eaton Corp.** will now extend warranty coverage of an Eaton Fuller Reman transmission to three years with the combined purchase and installation of an Eaton Advantage Series clutch and Roadranger-approved lubricant.



Eaton Solo Advantage and Easy Pedal Advantage clutches feature extended 50,000-mile standard lubrication intervals for linehaul use, along with premium patent-pending release bearings.

The program is available only for standard Fuller Reman transmissions in linehaul applications in the U.S. and Canada.

See [www.eaton.com/Eaton/index.htm](http://www.eaton.com/Eaton/index.htm) ▲

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<b>Espar</b>	<b>31, 49</b>	<b>Northbridge Insurance</b>	<b>38</b>	<b>TruckPro</b>	<b>11</b>
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<b>Great Dane Trailers</b>	<b>55</b>	<b>Peterbilt</b>	<b>back cover</b>	<b>VehiclePath</b>	<b>41</b>
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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 24-ft tall coffee pot on the outskirts of Davidson, SK, was erected to symbolize the town's friendliness and hospitality. Davidson is about halfway between Regina and Saskatoon. **Today's Trucking's** resident algebra wiz estimates a coffee urn of this heft would hold about 2.9 million regular timmies.

**This month's mystery landmark** was sent to us by the eagle-eyed Ottawa-Valley-based trucker/photographer Ron Pridmore, who insists that no matter where he drives across North America, there's no place like Carleton Place. Think you know where this? Contact Jason Rhyno at:

**April Answer:**  
Davidson, SK.



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By Peter Carter

# A Reading from the Book of Tom

## Why you should never put a \$40 saddle on a \$10 horse, and other lessons

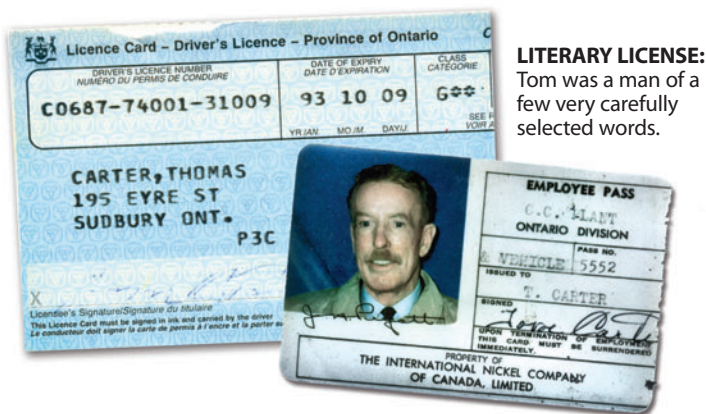
**E**ven though my father, Tom, died 20 years ago, he insists on hanging around. I hear from him pretty much on a moment-by-moment basis. When I'm, say, in a truck factory, watching robots paint new tractors, I cannot help but sense Tom looking over my shoulder. Or when I'm walking through a garage and smelling the coolants and lubes, there he is.

Nobody warned me that this would happen but I should have seen it coming.

When I was growing up, Tom and his brother Ed ran a fleet of buses in Sudbury, so I and my eight brothers and sisters were raised around pits. We played on small mountains of tires, using welding rods as swords. The guys at the garage were accustomed to tripping over Carters, and on any day of the week you'd find drivers, mechanics, cleaners and handymen at our kitchen table.

Late-night phone calls only meant one thing and that was, somebody was going out to work, and mostly it was Dad.

In our family, which made much of the original 10 Commandments, "drive safely" was the 11th. "Drive so your passengers are comfortable" was the 12th.



**LITERARY LICENSE:** Tom was a man of a few very carefully selected words.

Although I have this desk job now, I was thrilled when once, a few years back, one of my daughters mentioned in passing that she really liked the smell of diesel.

One of the first magazines that ever came into our house in Sudbury was *Today's Trucking's* granddaddy and it was called *Bus&Truck*.

And you wonder why Tom has such a presence in my life?

Frequently, when I'm going into an uncertain situation, I ask, "What would Tom do?"

And I quote him. I bet I use my late father's words more than

my own. Some day after I've died one of my daughters is going to look at her brother and say: "Remember how Dad always used to say, 'Like my dad always used to say.'"

Recently, my son Michel faced a minor driving situation. I cited the Book of Tom: "If you're a good driver, you don't need a license."

Translation: You only need a license if you have to show it to the authorities and a good driver will never be in that position because every accident is avoidable.

Here's another: "No point putting a \$40 saddle on a \$10 horse." My older sister Norma got sore when I tried that one with her. She had asked my opinion of a new dress. Dad used it when he figured there was little point spending money on a unit with no future. (My point exactly Norma!)

"While you're resting, split some wood," was a favorite. As was "there's no such thing as spare time." I cannot remember Dad ever doing nothing. Other kids' dads took holidays.

"The only driver you have to worry about is the guy behind the guy in front of you," is self-explanatory. As was, "The most important part of the vehicle is the nut that holds the wheel."

Dad wasn't all about work, though. "One drink," he said, "is just right. Two is too many and three isn't half enough."

He also drew on the wisdom of his years and observed that if you're going to drink and drive you're better off driving a horse and buggy because no matter how much you've imbibed, the horse could find its way home.

Tom also knew an apple was a better breath freshener than the Sen-Sen drivers used to try to cover their tracks with.

Finally, more often than not, when I do ask for Tom's advice, it's almost always right. And that's just weird.

Recently, I was on the phone with a rather pushy sales agent. It was a dispute over something and about a grand was at stake. Things were not going my way. She insisted. Very by-the-book, she was. She was annoying. She threw out an ultimatum.

She waited for my reaction.

Channeling Tom's "99 times out of a 100 you're better off saying nothing," I just decided to stop talking. Clammed up.

She hesitated, hemmed and then for some reason felt the need to fill the dead air. Miraculously, she said, "well if that's the case" [I had not made a case] then delivered a counter offer we could both live with.

Thanks to Tom I had shut up before I got into more trouble. Just like I'm going to do now. ▲

IN EVOLUTION, THERE ARE NO SHORTCUTS



THE GREAT DANE TRAILER (R)EVOLUTION.

Greatness takes time. At Great Dane we've had nearly a century to hone our expertise making trailers. To relentlessly test our industry-leading innovations. Not for the sake of change, but because we are absolutely driven to continue delivering the world's best trailer. And we've done it again. Our all-new, best-ever line of American-made Reefers, Dry Vans, and Flatbed trailers are as revolutionary as they are evolutionary. Each incorporates the latest industry-best innovations as standard, not optional. Each is re-engineered to deliver the best results for your business.

*Introducing Great Dane's all-new line of revolutionary trailers:*

EVEREST  
REEFERS

TL

SS

CL

CHAMPION  
DRY VANS

SE

CL

CP

FREEDOM  
FLATBEDS

SE

LT

XP



**Great Dane**

[www.greatdanetrailers.com](http://www.greatdanetrailers.com)

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# 579

## THE LEGEND CONTINUES.

Introducing the new 579. We started with a rich history of proven quality. Combining aerodynamics, durability and reliability, the new 579 is the result of Peterbilt's legendary passion for unrivaled performance. Peterbilt. Class Pays.

Visit [www.peterbiltlegend.com/579](http://www.peterbiltlegend.com/579) for more information.



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