

PLUS: A New Canadian's take on a New Canadian trucker, PG. 24



Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Trucks

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**OPPOSITE
PAGE 44**

September 2012

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**"Test that chute before
jumping off the cliff."**

Owner-Operator Extraordinaire **Dale Holman**



SPEC'ING TIPS FROM WILEY COYOTE, PG. 30

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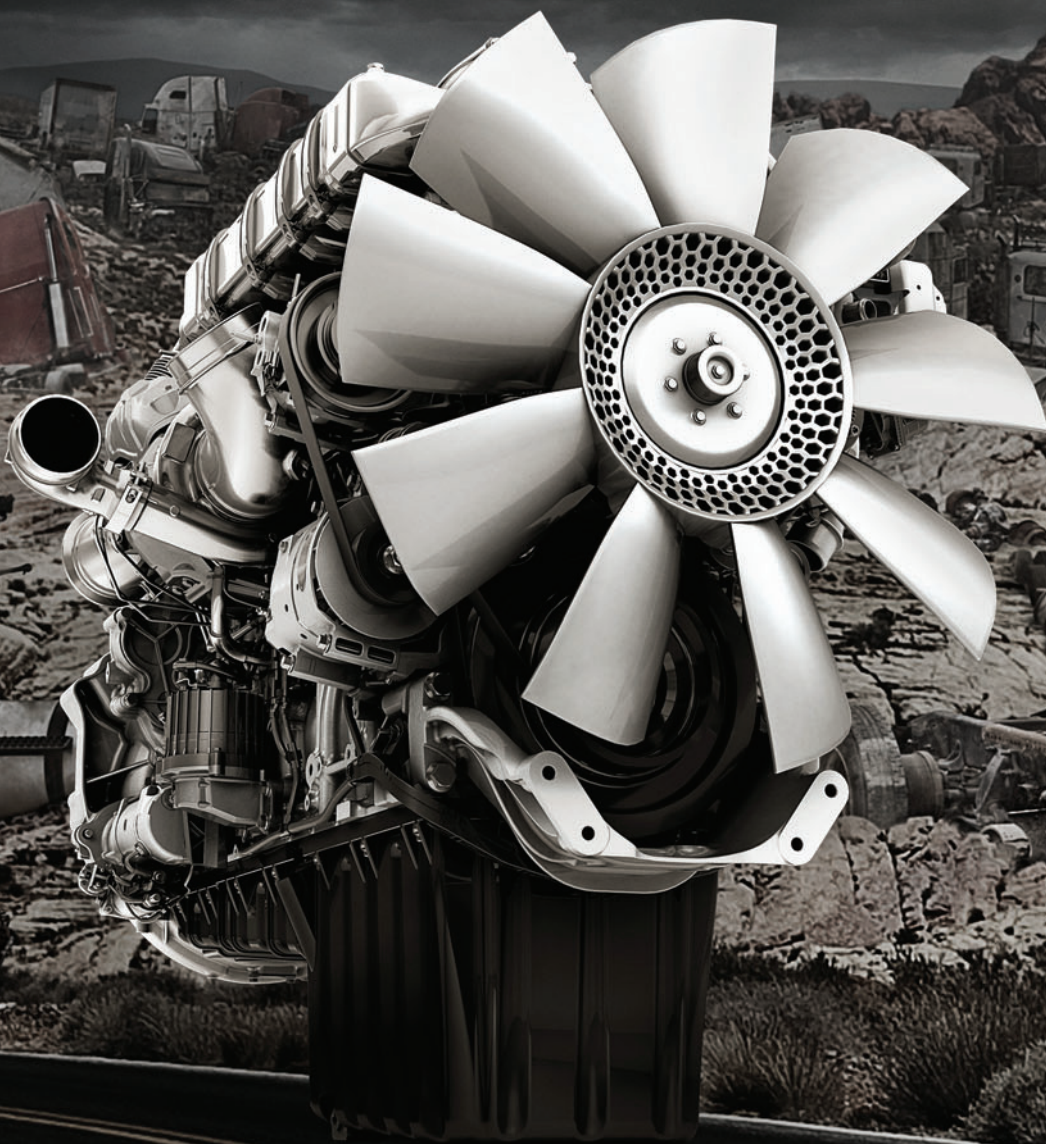
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DETROIT
DEMAND PERFORMANCE™

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P&D DIESEL: Hino has introduced its class 5 hybrid, the 195H, to North America. Twenty one years ago, Hino developed the world's first hybrid bus.



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How to play the HOS, economic and fuel-price hands you're dealt, over the next 12 months.

— BY JASON RHYNO

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To the moon and back 20 times is how far Dale Holman has run his '95 Freightliner FLD. Along the way, he's learned a lesson or two.

— BY PETER CARTER

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ON THE COVER: The 99

Freightliner cabover on our cover, with it 525-hp, M14 Cummins, 18-speed transmission, 244 in. wheelbase, and 110-in. bunk, is owned by the Equipment Resource Group (ERG) of Ayr, ON. ERG's Wayne Scott reports that the rig claimed first prize in the cabover category at the recent Fergus Truck Show.





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Canada



Kenneth R. Wilson
Award Winner



Audit Bureau of Circulations

letters to the editor

Makes For A Clutch Situation

Who was the brainiac in the Ministry of Transportation (MTO) that decided to let new CDL applicants take their tests with automatic transmissions? I have just retired after 47 years of trucking, 33 of it long-haul, and this is one scary situation.

What if a new driver with an automatic going through the mountains in winter breaks down and the company floats him a tractor with an 18-speed? The poor bugger wouldn't have a clue what to do, thereby endangering everyone on the highway as well as everybody in the small towns he has to drive through.

If a new driver cannot drive a standard, he has no business being out there. And if this is the way of the future, I'm just glad I'm not driving any more.

— **Brian McKay, Midland, ON**

We Can't Just Roll Over On This One

Re: "Playing Risk," by **Rolf Lockwood**, pg. 9, July, 2012.

We all admit that anything that genuinely helps the environment or makes the roads safer is a good thing. Many of our new drivers who are inexperienced with the challenges our weather offers need all the help they can get.

If Electronic Stability Control (ESC) and Roll Stability Control (RSC) work well, they would be a benefit. The problem is that no one seems to be considering what happens when those little sensors and monitors decide to quit; or worse, misread the situation and mis-correct an already bad situation.

How many trucks and trailers out there have ABS issues?

It is almost a rite of passage that when the snow flies, you can expect to see that ABS light come on.

I just see this as another headache and added cost, and there are still questions about how effective the systems are. Just look at all of the EGR/DPF issues we are having that no one ever talks about.

The industry has suffered countless hours of downtime and spent ridiculous amounts of money on new systems that rarely work. And the stupid thing is, it often is just a sensor that shuts you down for days on end while you wait to get into the shop.

Now I can spend even more time getting my ESC or RSC fixed because some sensor decided that I have made too much money this month. The emission mandates shoved down our throats have cost most truck owners immensely in repairs and downtime. We are being told that ESC and RSC will save wrecks much the same way that we were told DPF/DEF would save the environment.

At what cost to the Canadian trucker? Love the magazine. Keep up the good work. Thanks for letting me vent.

— **Wyatt Knafelc, Blue Ridge, AB**

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By Rolf Lockwood



From the People Who Brought You Monty Python

BRITISH INMATE NUMBER ONE:

**"Whatcha in for pretty boy?
Murder? Robbery?"**

INMATE NUMBER TWO:

**"Nope. Logbook violations."
Sound far-fetched? Read on.**

Life is an absurd deal all round, you'll have to agree, full of things that make no sense. Religious wars, 99 percent of politicians, the broad usefulness of duct tape... the list is endless. Being a jaded journalist, I'm surprised by very little any more, but every once in a while a new example of the truly absurd springs up and widens my tired eyes.

Like this one: it seems the Road Haulage Association (RHA) across the pond wants to nail drivers who play fast and loose with their hours-of-work records by altering their analog or digital tachographs (the latter can be compromised by the judicious use of a magnet). And when the RHA says it wants tougher action to be taken against them, it means jail time.

What? Yep, prison, if you can believe it.

The RHA, by the way, is to some extent the U.K.'s equivalent of the Canadian Trucking Alliance (CTA), though much more involved in the operations side of its members' companies.

Anyway, here's part of the press release I found on the RHA website (www.rha.uk.net) in early August...

"Falsifying driving records is planned in advance and is one of the most serious offences in road haulage," says RHA chief executive Geoff Dunning. "Drivers do it because they can carry on driving for far longer than permitted under EU safety rules, which are designed to protect themselves and others.

"They are putting lives at risk and they are undermining the livelihoods of drivers who comply with the law.

"This crime appears to be becoming more common. This may be due in part to increased economic pressures but the main reason is that ineffective enforcement has increased the temptation to break the law. Deterrence is not nearly strong enough in practice and that is why we are calling for mandatory custodial sentencing and tough, visible enforcement."

The hours a driver can legally drive are governed by EU Regulation 561/2006, the RHA notes, which specifies the maximum daily, weekly and fortnightly driving time allowed.

The rules are less complex than ours but I'm still simplifying things when I explain that European drivers can drive for nine

hours in a day with a maximum of 56 hours in a week, 90 hours in two weeks. Whether by way of a tach card or an electronic equivalent, drivers have to be able to show records for the previous 28 days on demand.

Calling an HOS violation a 'crime' is absurd. Rape is a crime. Bank robbery's a crime. Going an hour or two over on your allowed driving time might deserve a fine at worst. Calling it a crime is just stupid, and if I were a praying sort of guy I'd be on my knees tonight begging all the gods I could think of to keep the Atlantic between us and this nutty notion.

And here's another one that truly surprised me with its utter and complete stupidity. My colleagues Jason and Peter were on this one in the August issue but I can't leave it alone without commenting. I'm talking about the anti-truck media campaign, and one wildly insulting billboard message in particular, that was run by the B.C. Government and Services Employees' Union through the summer. Among its members are the province's truck inspection force.

The billboard depicted four inspectors, one blacked out, with a message that read, 'That truck behind you may not be safe.' The one in silhouette supposedly refers to the understaffing of the B.C. inspection brigade, and the result is claimed to be unsafe trucks.

Again, whaaaaat?

It makes no sense. Did the union really want to destroy the relationship that quite a few of its members have been trying to build with drivers and the trucking community at large? That's always a pretty shaky connection but in B.C. I'd guess it's now dead in the water.

I know that some members of the RCMP, the truck specialist guys, have made efforts over the years to get the ear of trucking people, and in some cases they've succeeded admirably. Is that now compromised too?

The union's campaign has the hallmark of some naive ad agency or in-house communications person seeing a way to exploit the public's fear of trucks, with no regard for anything but the immediate impact it might have on the government. Union brass, likely people with no connection to what really happens on the road, obviously OK'd it. And set us back a few years in the process.

Try as we might to improve trucking's image, we'll never win if mothers keep bearing children like the idiots who came up with this bright idea. **TT**

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

Dispat



Into the Reti

ches

TECHNOLOGY, PG.12
The Curious Case of Navistar Part 3:
Navistar Turns to Cummins

HOS, PG.14
Everyone Vs. Hours-of Service

SAFETY, PG.17
Remove Not At-Fault Crashes Now

The Canadian Trucking Alliance and provincial trucking associations have launched a new program to help carriers set up a retirement plan for drivers and owner-operators. Will it be enough to attract new bodies and hang on to those that are leaving for **greener pastures**? The associations think “yes”

In early August, the Canadian Trucking Alliance (CTA), along with other provincial trucking associations, announced the launch of what it calls the first truly comprehensive program of retirement savings plans for employees and owner-operators.

Carriers that are members of a provincial trucking association will have access to the program. The hope is that the program will help carriers stand a chance of drawing new blood to the industry, plus hang on to those drivers who are thinking about quitting their day jobs for something with a little more security in the pasture.

“CTA and the provincial associations are not only trying to help the workers in the trucking industry prepare for retirement, but we are also trying to assist the industry in becoming more attractive in terms of retaining existing employees and owner-operators, as well as attracting new ones,” says CTA President and CEO David Bradley.

“The industry is competing with other sectors for a shrinking pool of labor and we’ve got to

meet or exceed the benefits those other sectors are providing.”

Bradley noted that companies that already provide some form of retirement savings plan may also be interested in the CTA plan, but, he said, “many have not yet introduced such plans and we hope this provides them with an easy way of doing so.”

The program is being offered through Standard Life and will be of interest to small, medium and large-sized carriers, CTA said.

“For some of the larger companies it might not be such a big deal,” admitted Laura La Palme of the Manitoba Trucking Association (MTA), but “there are a lot of companies that don’t have a pension plan.”

A 10-year marketing veteran in the trucking industry, La Palme is passionate about the industry. Her hope is that many carriers will take advantage of the program, she said, and she is working on putting together a package for MTA members to show how far a program like this can go. **TT**

retirement Pool

BY JASON RHYNO

TECHNOLOGY

The Curious Case of Navistar Part 3: Navistar Turns to Cummins

After retrenching, the battling OEM enlists the help of Cummins to bring an EPA-compliant engine to the market. But the recent news only brings up more questions.

— **By Rolf Lockwood**

Perhaps to nobody's surprise, Navistar International announced that it will enlist the help of Cummins in coming to market with an EPA-compliant engine lineup next year. And that includes engineering a Cummins ISX15 into certain International trucks.

For its part, Cummins is quick to say that the two companies have signed "a non-binding memorandum of understanding" that does not yet constitute a contract of any sort.

"It signifies our intent to negotiate a supply agreement," Cummins spokesperson Carol Lavengood told *Today's Trucking*.

The Illinois-based truck-maker tried to meet 2010 North American emissions standards without using SCR as employed by all other engine makers but has failed to reach the 0.2 grams-per-horsepower/hour NOx level of the mandate. It has been unable to get past the 0.4 mark, by all accounts, and has been using EPA credits to certify and sell its non-compliant engines.

As those accumulated credits have been running out, the agency has allowed Navistar to continue selling heavy-duty engines by pay-

ing a non-conformance penalty of \$1,920 per engine. But that engendered a suit brought by competing engine manufacturers against both Navistar and the EPA, and a federal judge recently ruled in favor of the competition. That left Navistar rather high and very dry, as it sought to find some solution with the EPA.

The Navistar-Cummins announcement came three weeks after the groundbreaking news that it would disband its EGR-only approach to 2010 emissions control in favor of what it called 'ICT+' (In-Cylinder Technology Plus). The company said it would combine its existing in-cylinder approach with liquid-based aftertreatment

and drive profitable growth and shareholder value." These actions include: "Adopting a U.S. market proven aftertreatment solution to accelerate delivery of ICT+, Navistar's next-generation clean engine solution; a market-transition plan for class 8 engine sales; and securing a \$1.0-billion loan commitment, which further enhances Navistar's liquidity."

In practice, assuming a deal is struck, that means Cummins Emission Solutions will supply its proven urea-based aftertreatment system to Navistar for use on the MaxxForce 13. They'll begin the introduction of ICT+ on the 13-liter in early 2013.

Cummins Emission Solutions will supply its proven urea-based aftertreatment system to Navistar for use on the MaxxForce 13.

to meet present and future Environmental Protection Agency standards. In other words, like all other engine makers did to meet 2010 rules, it would add selective catalytic reduction (SCR) on top of EGR.

We wrote at the time that there had been speculation that Cummins might be involved in this change in direction, but were led to believe Navistar's SCR technology would be developed in-house. The company does, after all, have SCR-equipped trucks working in both Europe and Brazil now.

The announcement listed three strategies that Navistar will employ "to enhance the company's competitive posi-

tion and drive profitable growth and shareholder value." These actions include: "Adopting a U.S. market proven aftertreatment solution to accelerate delivery of ICT+, Navistar's next-generation clean engine solution; a market-transition plan for class 8 engine sales; and securing a \$1.0-billion loan commitment, which further enhances Navistar's liquidity."

Does this signal the end of the MaxxForce 15 as presently conceived? An engine based on a long-proven Caterpillar block with Navistar fuel, air, and emissions systems on top, it was also to be used in Cat's CT660 truck as well as International models. We're assured that red Cummins engines will never be painted yellow, but will we actually have a Cat CT15 (a re-



"Navistar expects that by combining Cummins' aftertreatment system with its existing MaxxForce engines," the company said, "its ICT+ will meet 2010 U.S. Environmental Protection Agency emissions regulations and position the company to meet greenhouse gas (GHG) rules in advance of 2014 and 2017 requirements."

The fate of the MaxxForce 15 is a little unclear at this point. As part of the expanded relationship with Cummins, Navistar said it

badged MaxxForce 15) sporting a Cummins emissions system in the CT660?

It's among several interesting questions arising out of this latest announcement, none of which yet have answers attached.

"During the transition to ICT+," Navistar says it "will continue to build and ship current model EPA-compliant trucks in all vehicle classes using appropriate combinations of earned emissions credits and/or non-conformance penalties

logbook2012

September

4-10

National Trucking Week

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6-9

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10-12

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Website: www.efv2012.com

10-13

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David L. Lawrence Convention Center, Pittsburgh, PA

Website: www.tmc.truckline.com

11-13

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NTEA-the American Association for the Work Truck Industry.

Hyatt Regency, Dearborn, MI

Website: www.ntea.com

11-13

Safety & Human Resources National Conference & Exhibition

Sponsored by American Trucking Associations (ATA).

Hyatt Regency Crown Center, Kansas City, MO

Contact: 703-838-1861

Website: www.truckline.com



13-14

DriveWise Technology Demo Day

Check out all the highest-tech driver training gear.

121 Commerce Park, Barrie, ON

Website: www.techdemo.drivewisesafety.com

October

2-3

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Halifax, NS

Contact: 506-855-2782 • 888-866-1679

Website: www.apta.ca

2-3

Natural Gas Vehicles Conference 2012

Sponsored by Natural Gas Vehicle Institute (HGVI).

Schaumburg, IL

Website: www.ngv2012.com

3

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The Old Mill, Toronto, ON

Website: www.transportconference.net

18-20

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20-22



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20-27

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23-27

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7-10

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19-21

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Infrastructure Health and Safety Association.

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Holiday Inn and Suites, Markham, ON

Contact: Administrator Betty Taylor

1-800-263-5024, ext. 7936

Website: www.ihsa.ca or fleetsafetycouncil.com

November

5-7

CTEA Manufacturers' Conference



The Canadian Transportation Equipment Association promotes excellence in commercial vehicle manufacturing through the development of standard practices.

Delta Centre-Ville, Montreal

Contact: 519-631-0414

Website: www.ctea.ca

8-9

Ontario Trucking Association Annual Conference

Toronto, ON

Contact: 416-249-7401

Website: www.ontruck.org

11-13

2012 Intermodal Expo

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Anaheim Convention Center, Anaheim, CA

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(NCPs). The company continues to have productive discussions with the EPA and the California Air Resources Board regarding its transition to ICT+.”

The financial piece of the puzzle sees Navistar entering into “a firm commitment letter with a group of banks led by JPMorgan Chase Bank, N.A. and Goldman Sachs Lending Partners LLC and including Merrill Lynch, Pierce, Fenner & Smith Incorporated and Credit Suisse pursuant to which the banks have committed to provide an up to five year \$1.0 billion senior secured term loan. A portion of the proceeds from this financing will be used to pay down the existing borrowings under Navistar’s ABL credit facility.”

Stay tuned... **TT**

HOS

Everyone Vs. Hours of Service

With a new challenge to the Federal Motor Carrier Safety Administration’s proposed changes to hours-of-service rule, associations from across the U.S. have sided with truckers.

— **By Jason Rhyno**

Arbitrary and capricious: that’s what the American Trucking Associations’ (ATA) are calling the majority of the Federal Motor Carrier Safety Administration’s (FMCSA) proposed changes to hours-of-service.

In a brief filed on July 24 with the U.S. Court of Appeals for the District of Columbia Circuit, the ATA, along with Owner-Operator Independent Drivers Association (OIDA) and host

of other associations, said those rules further restrict drivers’ ability to work and drive, adding a cost to the economy, an undue burden on to drivers, and providing minimal safety benefits.

And then other groups came out in support, from the National Chicken Council and National Turkey Federation to the U.S. Chamber of Commerce and the National Private Truck Council—close to 20 groups at last count.

ATA said that the once-per-week restriction on the use of the restart provision, the requirement that restarts include two overnight periods, and the off-duty break requirements rest entirely on FMCSA’s conclusion that the safety and health benefits of those

changes outweigh their costs.

The agency’s cost-benefit analysis is “driven by irrational assumptions and unjustifiable decisions made to inflate the total benefits produced by the rule.”

The brief points to FMCSA’s calculation of safety benefits on what it calls an “unjustifiable claim” that 13 percent of crashes are caused by fatigue. That 13 percent, ATA said, was reached by assuming that when truck driver fatigue was present at a crash, fatigued caused the crash.

“This assumption contradicts both the agency’s own prior reading of the same data and studies showing that, under the 2003 and 2005 HOS rules, only about two percent of large truck crashes are caused by truck



driver fatigue," the ATA writes in the brief. "When a fatigue-caused crash rate consistent with those studies is substituted for FMCSA's inflated estimate, the final rule has net costs instead of net benefits."

In regards to the off-duty break rule, ATA said that nothing in the administrative record supports the argument that off-duty breaks are more effective in maintaining safety than working breaks. "To the contrary, the record demonstrates that all types of breaks from driving are equally effective at preventing crashes."

The restriction requiring every restart to include two 1:00 a.m. to 5:00 a.m. periods forces nighttime drivers to flip their schedules, increas-

ing fatigue shifting daily schedules, ATA stated. The agency claims that nighttime sleep is more restful than daytime, but under the rule, drivers must base



restarts on their home time zone even if they are on the other side of the country, ATA points out.

Many of the reasons for the new rules run counter to the agency's prior views, ATA argued, pointing to the

Administrative Procedure Act (APA), in which changes can be found arbitrary and capricious if the agency doesn't acknowledge a change in position or pro-

vide an adequate explanation for the departure.

National Retail Federation (NRF) president and CEO Matthew Shay said that "It is the retail industry's responsibility to get products to market and into consumers'

hands in a safe and timely manner," echoing many of the non-trucking associations involved in the brief position. "Any new regulation that impedes that ability increases our transportation costs, increases consumer prices, and jeopardizes the fragile economic recovery."

FMCSA didn't take into account the serious economic ramifications faced by the broader supply chain community when drafting these rules," Shay said.

"NRF believe that the new requirements will only drive up costs, make trucking less safe, increase congestion, and ultimately hurt job growth and the economy. Any change in supply chain policy should be based solely on science and fact." **TT**



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SAFETY

CSA Update: Remove Not At-Fault Crashes Now

The system is improving, but there are still serious deficiencies, says the American Trucking Associations.

— By Jason Rhyno

The American Trucking Associations (ATA) told the Federal Motor Carrier Safety Administration (FMCSA) that while it supports the agency's new process for improving Compliance, Safety, Accountability (CSA), the system still has serious deficiencies that must be corrected.

"ATA supports this new approach to making adjust-

ments to the Safety Measurement System methodology," ATA's Vice President of Safety Policy Rob Abbott wrote.

"Previously, FMCSA occasionally made changes to the methodology with no prior explanation or announcement."

The more open process aside, ATA said there are a couple of concerns about FMCSA's methodology.

First, the association is concerned with FMCSA's treatment of non-preventable crashes.

"There can be no better predictor of future crash risk than past at-fault crash involvement," Abbott said. The FMCSA recently announced that it will spend

a year conducting research before developing a process for determining crash accountability, but the ATA is urging FMCSA to create an interim process to remove those crashes in



which it is "plainly evident" that the truck driver was not responsible for the crash.

ATA said that while they support the FMCSA's plan to establish a category to measure hazardous materi-

als carriers, it should only be implemented after modifying and testing the methodology to ensure that carriers' scores relate to future crash risk. Currently, ATA said in a statement, the BASIC assigns high scores to many reputable, safe motor carriers with laudable crash rates and low scores in all other categories.

"While compelling fleets to improve compliance with HM [hazmat] regulations is important, the more pressing need—and the goal of CSA—is to identify fleets with a greater risk of crash involvement and to change their behavior," said Abbott. "Doing so would undoubtedly be a more appropriate and efficient use of the system." **TT**

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Trending

THE BEST FROM TodaysTrucking.com

— IN THE — NEWS

Saskatchewan Calls for Input on Second Prince Albert Crossing

The province of Saskatchewan is encouraging public input about location and timing on the second crossing from Prince Albert.

Trade Between U.S. and Canada Shows Improvement

Trade between the U.S. and its North American Free Agreement (NAFTA) partners, Canada and Mexico is looking up. About 8.3 percent more cargo was carried by truck, rail, pipeline, mail and other modes of ground transport in May 2012 than in May 2011, the Bureau of Transportation Statistics (BTS) says.

The increase means \$83.8 billion more was transported by land between the United States, Canada and Mexico in 2012.

#8 Loading Your Kids Properly

BLOG

11 WAYS TO SAVE ON FUEL

Load your trailer properly. Try to keep weight forward; a trailer with all the weight at the rear forces the truck to work harder; grossly, improperly loaded trailers will reduce fuel consumption as well as reduce the stopping ability of the truck. The truck is designed for the weight. A simple way to test this theory out? Put your kids in their wagon, put them at the back of the wagon and pull them around the block. Then put them at the front of the wagon and pull them around the block again. You will notice a tremendous reduction in effort to get the wagon moving and keep it moving. (This will also make the spouse happy, because after a long week of dealing with them alone, they will really enjoy the break from the rugrats. The kids will love it as well, some fun time with the absent parent or the favorite uncle/aunt will be something they remember years down the road. You don't have to tell them it's a little test to save money.)

— by Dan Dickey

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standard, does it make
him a worse driver?

#automaticvsstandard

@truckerwillow:

those drivers are proolly
all retired by now...

@Aero_Trucker: If they are so retro that
they think autoshifters are "new breed"
they probably aren't tweeting. Or reading.

@tdltruckin: how
many of the
drivers even
know what
5&4 means
anymore?

@Smeltzerk:

if that's true then
driving a two-stick
must make you
over qualified for
the job.

@Smeltzerk @tdltruckin maybe they think it's the new
hand position on the steering wheel 10 and 2 or 5 and 4.

@benlehman2

I've been driving an auto for a
bit now to be honest it's making
me lazy. I want my stick back.

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Heard on the Street



Fill in the Blank

A Mack-style bulldog Guarding a Pete is

Like A _____

Guarding A _____

Meet **Peterbilt**, the 2.5-year-old British Bulldog who rides shotgun with Brookville owner-operator **Scott Caldwell**, out of Florenceville, N.B. Photographer Teona Baetu got the shot of ole Pete minding Caldwell's rig at Master Steaks Truck Stop in Mississauga. Ironical, Baetu pointed out, that an icon Mack-type dog would be named after a Paccar product.

Volvo Leaves It To Beaver

Winnipeg's **Beaver Truck Centre** received Volvo's Canada Dealer of the Year again in 2011. They also won in 2009. "Barry Searcy and his team represent the Volvo brand with great dedication to excellence through customer service and satisfaction," says **Brent Weary**, the vice president of **Volvo Trucks** for sales in Canada.

Community Recognition Suits Armour

New Brunswick-based **Armour Transportation Systems** (ATS) has been knighted for corporate citizenship by both the New Brunswick Heart & Stroke Foundation and the Boys and Girls Club of Moncton. ATS received an H&S Foundation silver award in recognition of Armour's "Shift Gears, Live Well" program. The family-owned fleet followed that honor with the "Builder of Youth Lifetime Achievement Award" from the Boys and Girls Club of Moncton, presented to ATS president and CEO **Wesley Armour**. The wellness program, which started in 2006, promotes physical activity, tobacco-free living, healthy eating and psychological wellness. Armour has also mentored and financially supported young entrepreneurs in New Brunswick and set up an annual scholarship program.



The scholarship is available to their employees' children going into their first year of post-secondary education. Armour says that one lesson stayed with him throughout his life: "Treat people fairly and with respect, be truthful and honest," and this lesson, he said has helped him both in his relationships and business life.

WES IS MORE: Whether he's trucking, fishing, biking, sledding or just being a great sport in the Juvenile Diabetes Pie-Throwing contest, Wes Armour's credo is simple. "Treat people fairly and with respect."



M-O Goes Interlining

Maritime-Ontario Freight Lines (M-O) and **U.S. Xpress** have partnered to launch a cross-border North American freight network that will cover the United States, Canada, and Mexico. Under the terms of the agreement, M-O will carry the freight across the Canada/ U.S. border crossing and the Chattanooga, TN.-based U.S. Xpress will be responsible for Mexico/U.S. Border crossings.

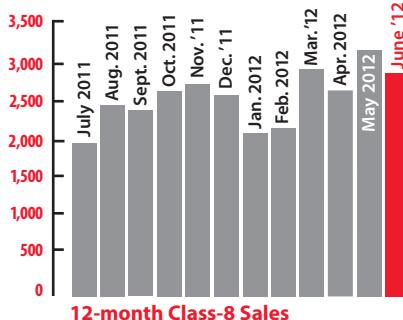
Trimac Bulks Up

Trimac Transportation Ltd. has wrapped up its acquisition of **Liquid Cargo Lines Ltd.** Trimac bought the shares of Liquid Cargo from McCaig Real Estate, a Trimac affiliate. The purchase price was \$1,986,000. The deal comes with 42 trailers, 22 company-owned power units, eight owner-operator units and a lease of a 13-acre property in Mississauga.

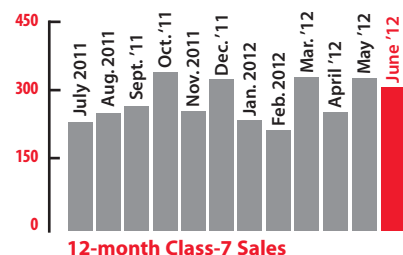
Canada – Truck Sales Index

June 2012

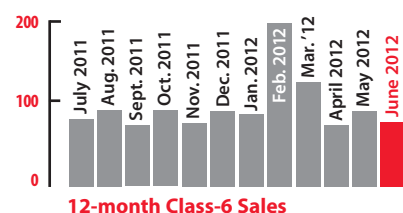
CLASS 8	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	591	3866	3102	24.4%	27.2%
Kenworth	581	3341	2151	21.1%	18.9%
International	441	2404	2248	15.2%	19.7%
Peterbilt	377	2112	1227	13.3%	10.8%
Volvo	419	1817	1113	11.5%	9.8%
Mack	246	1164	794	7.4%	7.0%
Western Star	206	1119	764	7.1%	6.7%
TOTAL	2861	15,823	11,399	100.0%	100.0%



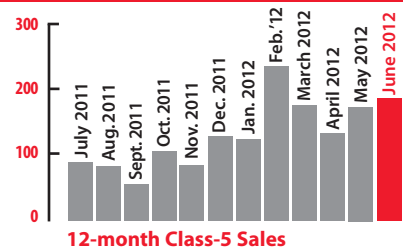
CLASS 7	This Month	YTD '12	YTD '11	Share '12	Share '11
International	105	498	564	30.3%	40.7%
Freightliner	75	408	212	24.8%	15.3%
Kenworth	46	313	244	19.0%	17.6%
Peterbilt	51	244	162	14.8%	11.7%
Hino Canada	26	183	203	11.1%	14.7%
TOTAL	303	1646	1385	100.0%	100.0%



CLASS 6	This Month	YTD '12	YTD '11	Share '12	Share '11
International	26	272	173	43.9%	37.8%
Hino Canada	37	173	226	27.9%	49.3%
Freightliner	5	167	55	26.9%	12.0%
Peterbilt	0	8	4	1.3%	0.9%
TOTAL	68	620	458	100.0%	100.0%



CLASS 5	This Month	YTD '12	YTD '11	Share '12	Share '11
Hino Canada	107	591	318	57.6%	61.9%
International	52	300	160	29.2%	31.1%
Mitsubishi Fuso	22	114	0	11.1%	0.0%
Freightliner	5	12	22	1.2%	4.3%
Kenworth	0	7	12	0.7%	2.3%
Peterbilt	0	2	2	0.2%	0.4%
TOTAL	186	1026	514	100.0%	100.0%



Eastern Canada

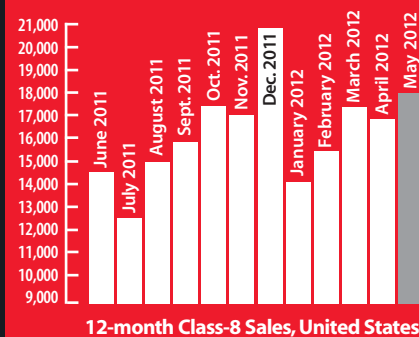
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- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales*

CLASS 8	May 2012	YTD '12	Share '12
Freightliner	5529	25,944	31.7%
International	3337	15,847	19.4%
Kenworth	2704	12,179	14.9%
Peterbilt	2586	11,519	14.1%
Volvo	2118	8,724	10.7%
Mack	1524	6,589	8.1%
Western Star	214	957	1.2%
Other	0	3	0.0%
TOTAL	18,012	81,762	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	48	82	30	62	206	112	41	10	0	0	591
Kenworth	60	265	31	23	109	86	7	0	0	0	581
International	14	67	7	25	210	90	10	5	10	3	441
Peterbilt	40	117	26	31	77	70	10	6	0	0	377
Volvo	25	35	19	36	166	95	15	27	0	1	419
Mack	10	38	14	17	108	48	3	7	0	1	246
Western Star	28	67	7	4	23	49	20	8	0	0	206
TOTAL	225	671	134	198	899	550	106	63	10	5	2861
YTD 2012	1273	3589	739	1210	5222	2872	561	275	32	50	15,823

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

*U.S. Truck sales numbers were not available in time for print. We apologize for any inconvenience. Please check todaystrucking.com for updates.

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10 Ways To Attract Women

How to make your fleet a female-driver magnet, at little or not cost

By Willa Dwyer

By all accounts, women make excellent professional drivers. I happen to think that compared to men, women are easier to train, better at paperwork, gentler on equipment, more polite, and take fewer risks. So, how do you find and keep these mythical creatures?

1 Be Approachable. Your company needs somebody who can talk with women, not at them. Translation: have a two-way conversation, don't just read from the company handbook. Listen. What are their needs and fears? Don't lie.

2 Update Your Attitude. When they walk into your offices, men know what to expect more than women do. Start a discussion about who and what the company is and how it functions. Be authentic. Get a better fit between the driver and the company at the outset. Cultivate a work ethic that welcomes women and in which they feel safe and respected. By bringing women into a male-dominated culture, many men will discover that they can be more than just "one of the guys".

3 Create A Safe and Presentable Work Environment. Women will note disorder and disrepair. If you can't do more, patching holes and a new coat of paint are quick and inexpensive investments. Exteriors and parking lots must be well lit.

4 Have a Female Support System. Most women who become drivers leave within two years. Let them know that their driving experience could lead to advancement within the company. Have visible and approachable women on various parts of your team.

5 Have Female Appropriate Amenities. Ideally, there would be separate male and female facilities, but shared, safe, clean and private will do. Get rid of the mould. Provide hooks to hang up towels and clothes.

6 Remember Health and Wellness. This industry's lifestyle is killing off its drivers 10 to 20 years ahead of the non-driving population. And women are more health-conscious than men. Set up a small exercise room. Nothing fancy – but something. Provide a clean stocked kitchen. OTR drivers should be supplied with a fridge in the truck. And do you even have a benefits package?

7 Shape Up Your Iron. An investment in ergonomic equipment today can save thousands in injury claims and missed workdays. Offer your drivers options: Automated transmissions are reducing the wear on aging drivers' joints. Women's shorter limbs necessitate an adjustable seat, steering wheel, and well-designed reachable dash. Keep equipment well-maintained.

8 Recruit Creatively. Most women who have the skills to be drivers have probably not thought about driving as a career. Get your message out to women who've shown interest in non-traditional activities like sports, autos, security, military and paramilitary. Don't forget wives, girlfriends, mothers, daughters, nieces, and aunts of drivers.

It's a good place to start. Women will not stay in this industry if they are not treated with consideration. Inject some modernity into trucking, and a wider audience might notice.

The great majority of women drivers have held different jobs before coming to trucking. They are both older and have



9 Join Women in Trucking Association. Men already make up 16 percent of its members. www.womenintrucking.org

10 Check Out CTA's Blue Ribbon Task Force. This spring, the Canadian Trucking Alliance (CTA) presented its statement of core values on how to begin resolving the driver shortage.

more world experience than the typical young men starting out. They will judge your company with a more critical eye and will be wary of corporate cultures not attuned to women.

So here's the kicker—they are comparing your company to ones they have known outside the transportation sector. How do you measure up? **TT**

Willa Dwyer has six years OTR experience and is a driver with Normandin Transit in Napierville, QC. With a background in product design, she had a career in management, in both the retail and manufacturing sectors, before obtaining her Class 1 license. She says she loves trucking.

By Teona Baetu

A couple of weeks ago, I met a Romanian guy who owns a successful trucking business that operates out of Valleyfield, QC. Ilie Crisan is the founder and president of Andy Transport, one of the biggest fleets in that province.

As recently as 2001, with his wife and daughter Andreea, Crisan arrived in Montreal. He had no connections, no Canadian driving experience, and about \$10,000. That sentence barely does justice in trying to describe a man's hard-earned life savings.

His family had uprooted and risked everything he possessed on the move to Canada. It's an experience very few families can relate to.

But I can. My parents were in an identical situation just nine years ago when we emigrated from Romania. We, too, were in this new country with no friends and a negligible amount of money,

Money was running out, and he had a family to support, but Crisan borrowed from a friend and with his last penny, he bought a used, burgundy Volvo. It was a desperate move. If things soured, the investment would have left the Crisan family destitute.

And he wasn't prepared for what happened next. "When I came in with my truck, he [Gauthier] laughed at me. He told me: 'Yes, you bought a truck, but you can't work with it.'"

"When he said I couldn't work I got nervous and started sweating. I had no job and no money; I thought maybe I misunderstood him when he said he'd give me a job."

Crisan had misunderstood, but not about the job. Luckily, the job was his, but Highland Transport only worked with white trucks so Crisan's Volvo needed a white coat. The truck painted, he started driving.

"But then the problems started," Crisan said. "Often, I didn't understand what the dispatcher said or where I was going, and

No Experience Necessary

In 2001, **Ilie Crisan** had little more than a few grand, a wife, a daughter and an immigrant's zeal for survival. Now he owns one of the biggest trucking companies in Quebec. Here's another new Canadian's view of what it all means.

our only possessions our clothes and hope for a brighter future.

In the beginning, Crisan couldn't even dream of having the success he now enjoys. All he wanted was a better life for his then-11-year-old daughter; just as my parents wanted a better future for me, at that time their 12-year-old daughter.

To me, Crisan's story is proof positive that Canada truly is a country where people can prosper, and that owner-operators can do very well if they are willing to work hard. As far as I can tell, if Crisan could do it, anyone can.

In Romania, Crisan managed a bus business. But when he arrived in Canada, there were no bus jobs to be had. He figured trucking would be more hospitable.

"I applied everywhere," he told me, adding, "but everywhere I went, the answer was always the same: you have no experience."

Through a friend, Crisan met Richard Gauthier, from Highland Transport, who told him that if he bought himself a truck, Crisan could have a job.



when this happened I called my daughter to translate for me. At 11, she was my ears."

I remember when I had to be my parents' mouthpiece and ears. The first time was on a trip to Ikea. We needed furniture; we had sold everything we had in Romania. All three of us were sleeping on an old futon in a rented basement, and we didn't even have blankets. It was 2003, only days after we arrived from Romania. With the aid of a

transit map we had figured out how to get to Leslie Subway station, but from there, we were lost.

We had to ask directions but my parents were nervous, so they nudged me forward. They looked at their skinny 12-year-old girl and said: "ask the next person who comes by how we can get to Ikea. You can do it, you speak English."

I had never had a conversation, long or short, in English and it wasn't like I was in a familiar environment. Through my foreign eyes, Toronto was a tall, intimidating concrete jungle, busy and heavy with traffic. I had never been close to a highway, and the tallest building I had ever seen was only eight floors high. Imagine



FATHERS & DAUGHTERS: Andy Transport is named for Andreea, who was her father's translator, dispatcher and accountant, before she turned 16.

made life somewhat easier: They would rotate every five hours, driving five, sleeping four, and it wasn't so bad.

Soon he got another truck. He left Highland for C.A.T. and kept buying trucks until he eventually had 14. Then, he stopped driving. His duties were to buy trucks and find drivers for them; C.A.T. took care of everything else.

Until the recession hit. Crisan was let go.

"I was left with 16 trucks, with drivers, and mortgages to pay on the trucks," Crisan said. "I had about \$30,000 to pay monthly for the trucks and no where to drive them."

Crisan was forced to sell most of the trucks. Few fleets were hiring, so his only choice was to start out on his own. He hired a dispatcher and, with his last four trucks, launched Andy Transport.

Andreea was only a teen then and although she went to school full time like her peers, she had another full time demanding job, quite unlike any of her peers.

She had the responsibilities of a reliable, mature, and competent adult: she did all the bookkeeping and accounting for her father's company. Andreea found time between school and homework to pay her father's drivers and tend to the company's finances. No doubt she sacrificed a lot of weekend time at the movies with friends to help out her father. I know few teenage girls who would do that, regardless of how much they love their dads.

"I couldn't," Crisan said, "have done it without her help."

"The company is named Andy Transport, because her nickname is Andy."

For years, Andy was the only accountant at Andy Transport. Only recently the company grew too large and hired someone else. At 22, she is now assistant manager of her father's company, a title she definitely earned. She also has a law degree from the University of Ottawa. Her father speaks excitedly about her accomplishments and the internship positions she's held at law firms. He's very proud of her, and rightly so.

Jacques Lacourse, Andy Transport's VP, described his boss as fearless, a person who doesn't shy away from taking risks, but added, they are "calculated risks." He also said Crisan has a gift of intuition when it comes to people and can find and employ competent, hard-working drivers.

Today, with 80 trucks and 130 trailers, Andy sits among the biggest fleets in the province. Head office is in Valleyfield, with terminals in Mississauga and St. Laurent, and Crisan reports that business is brisk.

And until somebody proves otherwise, I am going to hold on to my belief that in this country, if you want to work hard enough, anything is possible. **TT**

skyscrapers! Toronto made me feel as small as I was: barely 100 lbs, 5 ft 4 in.; a child. Nevertheless, I braved up and on my shaky stick legs, I approached a passerby: "Hello, can you please tell me how to get to Ikea?"

Like me, young Andreea Crisan had to be there for her dad and help translate. His new job as a driver for Highland Transport meant he needed to speak and understand some English or French and he could only say "yes" and "no".

Since 12, I've translated for my parents, edited their resumes and school essays, and helped them improve their English. Like me, at 11, Andreea found herself helping her father overcome language barriers by translating for him. Without her, Crisan wouldn't know what his boss wanted him to do and where his deliveries were. She was his GPS, his CB, his dispatcher.

"It's hard when you've never driven a truck before and you have to do it for the first time on your own," Crisan said. "The rules are different from place to place and I didn't know them all so I learned by paying off tickets, but I learned."

After a while, Crisan found a Romanian team mate, a man with no experience who no one wanted to hire. Crisan taught him what he could, and they started driving together, which

Brinkstr

Trucking over the next 12-months is going to be a high-wire act rivaling anything a Wallenda could pull off.

By Jason Rhyno

After climbing out of the depths of the recession, it feels like the country is doing an Olympian-scale balancing act this year, walking along a ledge towards what will hopefully be more stable ground.

It's a precarious position for any business, and given the headwinds up on the ledge, running towards rapid growth will not be for the faint of heart.

Most of those headwinds, according to The Canadian Chamber of Commerce 2012-2013 Economic Outlook, are coming from abroad, specifically the European sovereign debt crisis that could "hit the Canadian economy directly and indirectly through financial, trade and confidence channels."

With emerging markets slowing, Europe's debt crisis, and modest economic growth south of the border, don't expect Canada's export sector to take off, the report cautioned.

Exports may not be "taking off" but they are certainly moving better than last year. Recent statistics by the U.S. Bureau of Transportation Statistics (BTS) showed an 8.3-percent increase in cargo carried by truck, rail, pipeline, mail and other modes of ground transport year-over-year between Canada, the U.S. and Mexico.



U.S.-Canada trade increased 4 percent, reaching \$48.1 billion. Not bad.

But not great, either. Nashville, IN,-based trucking consultants FTR Associates' Trucking Conditions Index (TCI) dropped a half point in June—weaker than initially expected. The economy is getting better, modestly supporting three-percent tonnage growth, FTR said in the report. That's not enough for carriers to sustain a stronger pricing position during the summer shipping season, they noted.

After the fall peak season, FTR expects

the index to stay in positive territory, a trend that "will continue into 2013, culminating with the introduction of new Hours of Service rules by the FMCSA in July of next year. Given our expectations of a rising driver shortage, combined with a tailwind, versus year-ago fuel prices and continued modest freight growth, the index should steadily increase into 2013."

FTR has been talking about what the effect that the new FMCSA hours-of-service regulations will have on the industry for some time now. In a follow-up to the report,

uckmanship



Jonathan Starks, director, Transportation Analysis for FTR, said, “The key for us is that it’s going to be somewhere in the neighborhood of a three-percent total productivity hit for the entire industry. That’s going to eat up some of that excess capacity, and there’s not a whole lot of excess capacity as there is. What we see right now is that the capacity environment is running about 95 percent for what we call active truck capacity. And so, that’s usually right there on the margin of a moderate rate environment and a strong rate environ-

ment. So as we start getting above 95 percent we get into a strong rate environment and we’re sitting at that cusp and we anticipate being there until we start getting some more of these regulations in place.”

Starks said that the rate environment is running about two and four percent on average for the industry year-over-year. “So that’s moderate, that’s just a little bit above inflation, but it’s not a strong rate environment. If these regulations get into place, it’s going to eat up some of that capacity, the rate environment will

Contrans and Vitran: *Playing in the Bigs*

Vitran posted a second-quarter net loss of US\$4.2 million compared to last year’s loss of \$2.3 million on increased operating expenses.

The company pointed to workforce turnover as holding back their recovery. Their U.S. LTL results came in well under expectations, Vitran says, and continues to be their main challenge.

Contrans Q2 net income was \$8.1 million, a nice jump from last year’s the \$5.2 million in the same quarter.

Acquisitions contributed greatly, but Contrans CEO Stand Dunford noted that they are extremely carefully in weeding out the good buys from the bad.

Plus, Dunford said, their focus for the past two decades has been on slow and steady growth, an approach that they won’t be abandoning anytime soon.

Brinkstruckmanship

improve and that will help drive margins and trucker profitability.”

Of course, there's the other side of the loonie. “Trucker costs are going to increase when those regulations come into play, so it's a little bit of double-edge sword. But, he said, “we think it will be more of a positive for the truckers.”

Given all the challenges by various trucking and shipper associations to the

new hours-of-service rule, what if the regulations don't kick in?

“Barring a major change in the economic environment or barring a major change in the regulation environment, we will continue to run at this modestly tight trucking environment,” Starks said. “You'll have capacity at around 95 percent, you'll have low-single digit rate increases; it's not a bad environment but it's not a robust

Oil vs. The China Syndrome

The best-paid baseball player who ever lived was New York Giant right-hander Christy Mathewson, who in 1916, earned a mind-boggling \$16,000! With a \$1,000 signing bonus. The only thing that stops Mathewson's take-home from being considered astronomical in 2012 is inflation.

And inflation is also the driving force that will keep fuel prices going up. North America is in the middle of an oil boom. By 2025, because of fracking, stock piling, and engineering efficiencies, the continent should be self-sufficient when it comes to crude.

But it's going to be expensive.

Because of inflation; inflation and, well, China, along with the rest of the developing world.

Last year marked the first time China eclipsed the U.S. as the world's biggest consuming economy. This will continue.



China's demands will keep growing dramatically. Stir in all the other nations that are becoming strong consumers and keep in mind that there is yet no real substitute for gasoline and diesel, and you will understand that diesel prices will be on the rise for some time to come.

OPEC, that once-powerful near monopoly, is nearing its capacity. Only Iraq and Saudi Arabia have reserves.

Higher production elsewhere might balance out the Christy Mathewson factor to some degree, but don't count on cheap fuel.

By 2025 oil's going to be back up in the \$150-a-barrel range.

Financial Advisor **Bob Tebbutt** has spent 43 years watching the oil market and maintains a special interest in diesel prices. He can be reached at 416-707-9470.

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environment. It's not until you get an economic change or a regulatory change that pushes things one way or another."

For FTR, it's not the freight environment that is driving all of this; it's the utilization of rates coming from regulations or the economy that is going to determine how industry is going to feel a year from now. The freight environment is holding up moderately well, Starks said, especially given the moderately weak economy. That two-to-four-percent annual growth that the industry is currently hovering at is, said Starks, not very good but not bad. It's also roughly the historical average.

The main thing during times like these, Starks said, is that carriers develop a plan to deal with being in a negative economic environment while at the same time getting hit with a regulatory hurdle that will significantly impact their ability to manage margins and breaks.

"Our objective is to be more focused on the bottom line and be more focused on serving the bottom line and our people, so growth is not necessarily high on the agenda," says Mark Seymour, President of Prescott, ON.,-based Kriska Transportation. "It's hard to grow organically, anyway. We've been a bit of an acquirer in the last four or five years and we'll continue to try and be that, so we may see growth through acquisition."

On the regulation front, Seymour said that he sees regulations as improving safety and compliance as a good thing, but it still adds to costs. "We also continue to be challenged by our customers who are challenged by their buying customers to reduce costs and we got opposing forces that we just can't manage anymore. We gotta get our pricing up to protect our bottom line, we gotta get our pricing up to deal with some of these compliance and efficiency challenges we have," he stresses.

"We can't continue to invest in more expensive equipment and more expensive people when our productivity is going the other way because of things like hours-of-service. We've got some real challenges ahead of us and we have to get some people on the same page."

If all those headwinds coming from overseas pick up speed, and we move closer to recessionary-type environment while the hour-of-service regulations hit at the

same time, truckers will have no clout, explains Starks.

"It's the opposite of what happened in 2004 when we were in an upswing, and then they put in the hours of service at the same time so it was a double-whammy on capacity. But if they are doing that on the way down, they're going to lose all of that momentum to use that as a good rate tool."

So plan your steps carefully and balance

yourself is the advice coming from consultants like FTR.

Seymour agreed that slow and steady is the way to move forward. "Service our company, service our people, and we'll be fine. I don't know how big we'll be, I don't know how dynamic we'll be outside of the things we do right now, but now is not a good time to be taking chances and bringing risk into the organization." **TT**



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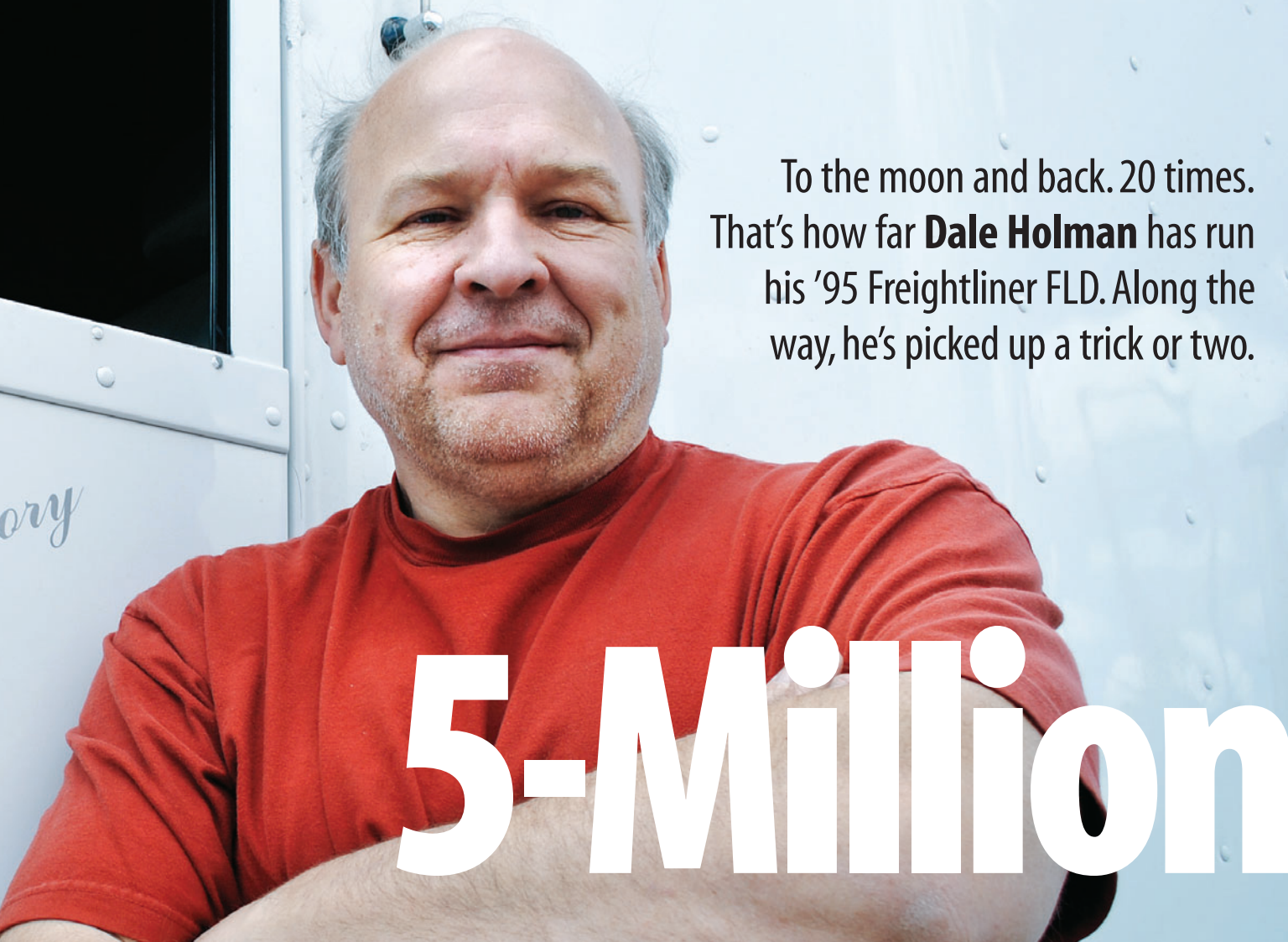
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To the moon and back. 20 times. That's how far **Dale Holman** has run his '95 Freightliner FLD. Along the way, he's picked up a trick or two.

5-Million

By Peter Carter

Look closely at the 1995 Freightliner depicted on the next page. Check out the design of the logo on the lower part of the sleeper berth.

Now look at the black-and-white 1963 B-model Jimmy. Notice any similarities?

The Freightliner belongs to Georgetown, ON-based Dale Holman. His company is called Tabcor Holdings.

The GMC was owned by Western Freight Lines, where Holman's father Floyd drove for many years.

The similarity between the logos is no coincidence. When he was four, it was in that very Jimmy that Dale fell in love with trucks. He says he'll never forget the first ride he took, helping his dad deliver bread from Toronto to Chatham, ON.

To assert that the Holmans are truck-positive would be a gross understatement.

At one point, Floyd actually drove for Dale and put the first million miles on the Freightliner. He passed away in 2005 at 67.

And now Dale's son Cory is the third generation to step into a cab.

And finally—get this—several members of the Holman clan have little replicas of a special 1959 International sitting in promi-

nent places in their homes. Discreetly attached to the noses of the trailers are tiny containers, holding some of Floyd's ashes.

It only makes sense then, that Dale Holman would be an owner-operator's owner-operator: a small businessman whose assets have wheels. And that he would know how to wring five million miles out of a truck. Indeed even the drive tires on the FLD have more half a million on them.

Its head was changed once and, Holman says "the truck has only been towed once."

It comes down to proper spec'ing and proper PMs. "You start by getting the right truck for the job," Holman says. "I wouldn't buy a highway truck for a construction job, but lots of guys do."

And don't be afraid to make your dealer work with you.

Ask Holman about buying this FLD112 from Freightliner Mid-Ontario and you'll hear him talk about putting sales reps through Olympian paces. He ordered an Eaton Roadranger RTLO-14713A transmission and an E1200-I axle, parts that weren't in the Freightliner order book.

Mated with a 310-hp Cummins M11, the dealer at the time commented that Holman was looking at a very fast truck.

Says Holman: "I remember him saying, 'you should work for FedEx because they fly planes,' and it's pretty ironic because now, the truck actually does work for Fedex."

"I wanted to do 102 km at 1,250 rpm," he says.

"I'm running the 401, typically going up and down the highway with 80,000 lbs. You need about 270 hp. It worked back in the '70s with a 250 Cummins and it works today." Holman says FLD, which has three overdrives, gets about 9.2 mpg.

Holman says many single-truck operators feel they don't have much say when it comes to spec'ing a new truck. But they're wrong.

"You don't have to be a big fleet guy to contact Eaton or Meritor or companies like that. They'll help you. Just do your research and make some calls. You'd be surprised at how much attention you'll get.

"I went in there and said 'it's that truck that I want and you're going to build it for me. Kenworth or Peterbilt will gladly build me a truck if you don't want to.'"

Holman's also a stickler for maintenance. He's running 10 trucks at the moment and keeps one as a spare so each rig gets yanked in off the road once a year for about a week.

"We do everything that is considered minor repairs; changing frame clamps, securing and wrapping wires, inspecting air lines for chafing, etc. We check brake system valves for functions, corrosion and dirt."

Success, to Holman, means doing research before making decisions and checking to see if the technology you're investing in is valid.

Which makes one think. The five-million-mile 95 Freightliner is called Generations in honor of the trucking Holmans. But it could just as well be called Roadrunner. But not for the obvious reason.

"Everybody," says Holman, "who has ever watched the Coyote and Road Runner cartoons knows that the Road Runner always wins, he gets away with everything. And why is that? It's because Coyote gets these crazy plans that involve parachutes and bombs and who knows what and they always backfire.

"Why? Because he never tests them. You gotta think about testing that parachute before you jump off the cliff." **TT**

-Mile Man



Photography by Allan Janssen

Even the Farmers **Don't** *Want Them*

That's how badly DPFs, the recession and extended trade cycles have dented the used-truck market. So what's a trucker who needs a used truck to do?



By Jim Park

The past five years have not been kind to used-truck sellers. In 2006, anything with a diesel engine and more than four wheels practically drove itself off the lot. The following year, calendar 2007, was a horrible year for the OEs but good for used trucks. With customers widely eschewing the first of the DPF-equipped EPA-2007 models, demand for used trucks remained solid. But then in 2008 the economy tanked and so did truck sales—new and used. Just when the used people thought they'd have the world by the tail, the world decided to stay home.

Then, during the depths of the recession when many people thought it couldn't get much worse, it did. Fleets decided it would be a good idea to hang on to their trucks longer than usual, extending their trade cycles to preserve cash and borrowing capacity. That move turned out to be a nightmare for fleets and it remains a problem for used truck dealers.

While we all saw it coming, the after-shocks of the 2007 pre-buy and the recession and extended trade cycles are still being felt by used truck dealers.

"Very few new trucks were sold between November 2008 and 2010," points out Bert Downton, used truck sales manager at Custom Truck Sales in Regina. "Consequently, a very limited number of used trucks came back on trade, and the ones we are seeing are pretty long in the tooth because of the extended trade cycles."

"Many fleets kept their trucks 18 to 24 months longer than usual," says Vik Gupta, branch manager of Arrow Truck Sales in Mississauga. "That pushed demand down at the time by 20 to 30 percent, and the supply of used trucks dropped by about 50 percent. And that's still with us."

The other effect of extended trade cycles was the condition the trucks were in when they finally came back on trade. Under normal circumstances, a fleet will trade a truck within three to five years with 600,000 to 800,000 kilometers on the clock. Trucks that had run through longer trade cycles are coming in with a million-plus on them, and they are pretty well worn out.

Rode Hard, Put Away Wet

There are a lot of terrible trucks out there nobody wants, Downton says. "They aren't even worth refurbishing."

In previous years, a dealer would take an older truck on condition that the seller give up some of the refurbishing costs on the trade. Today, Downton says, they have too many miles on them and they need way too much work. "We can get all kinds of old highway trucks with millions of kilometers on them, but we have to put \$10,000 into them just get them saleable," Downton says. "It's not worth it."

The trucks he's referring to would be '05 or '06 MY, that normally would have seen their first trade during 2009 or 2010. Then, with the economy floundering, nobody was spending money on new equipment. Fleets hung on to trucks much longer than has historically been the case. Extending trade cycles cost fleets a

NEWER USED: Late model second-hand trucks command top dollar but they're rare.



Used Trucks

great deal more money in maintenance and repair than they anticipated, and the mileage on the trucks is costing them again at trade in.

"Even the farmers don't want them," Downton says. "We used to sell 10-year-old trucks to farmers all day long. They'd use them for a couple of weeks a year, maximum, so they'd last forever. In Saskatchewan, now, the farmers have got it in their heads that they need heavy-spec

trucks. The old highway trucks just aren't moving in these parts."

Next door in Manitoba, the farmers are buying older highway trucks, notes Brian Sarna, Sales Manager at Freightliner Manitoba. "At a million or a million-two hundred thousand kilometers, it's not a highway truck anymore," Sarna says of the trades he's taking in today. "We have a contractor making day cabs and straight trucks out of them, and on a farm those

trucks will last another 20 years. They are driven only a few months of the year."

At one time, Freightliner Manitoba was selling pre-EPA-'07 trucks to places such as Russia, Mozambique and South Africa, but those markets dried up with the requirement for Ultra-Low Sulfur diesel. That fuel is unavailable in developing countries, and there were some political concerns with truck sales to some countries. Today, those markets are gone, leaving dealers here trying to find markets for used up, high-mileage highway trucks with technology nobody wants.

Are DPFs Killing Used Truck Sales?

Ever hear the joke about the guy selling a house? He's standing on his driveway, talking with a prospective buyer when his neighbor walks by and asks if he ever solved his termite problem. Except for a few minor details, it's the same for trucks with diesel particulate filters.

"DPFs are hurting sales, no doubt," says Bert Downton of Regina's Custom Truck Sales Inc. "It's the coffee-shop talk, mostly, but the word is out that the pre-2008 model-year trucks are nothing but trouble. They frighten people."

That's really not the case, Downton adds, noting that many trucks of that generation were repaired under warranty and refitted with better components than original.

"They caused their original owners some grief, but for the most part, the OEs came through and made good on the problems," he says. "We always need to do a little education on the history of the trucks and the work that has already been done on them. The second owner really has a lot less to worry about than many of them think."

Vik Gupta of Arrow Truck Sales agrees. He says customers are reluctant to look at an early EPA-2007 truck because of all the problems they heard about in the early stages of the roll out.

"The customer confidence in used trucks isn't what it used to be. But we back them up and offer warranty. That, and education, is the best we can do to ease the customers' concerns.

The legendary problems we saw with some trucks of that generation are helping to boost sales of 2005 through 2007 model-year trucks—the pre-DPF models

"Despite their age and mileage, there is still good demand for those trucks relative to the 2008 through 2009 MY trucks," Gupta notes, "as long as they have not been run into the ground."

DANG PARTICULATE FILTER: The left side giveth, the right side taketh away. DPFs (right) are universally scorned by used-truck buyers.

Where to From Here?

The market will recover from DPFs and extended trade cycles. Just like the beginning of the downturn, the end can be seen in recent-year new truck sales. Until June, new truck orders have been strong. They dropped precipitously then, and July's figures don't look any better. Used-truck sellers can expect a good volume of used trucks to hit the market in 2015 through 2017 time period — just when new trucks set up to meet the new fuel economy standards are hitting the market.

Whether that will hurt sales of used trucks remains to be seen, but at least the market won't be struggling with DPFs.

Downton says heavy-spec trucks are selling well in Saskatchewan and Alberta, and that will continue as long as there's activity on the oil patch.

In Ontario, Adam Davy of Davy Truck Sales sees customers becoming more accepting of the EPA-'07 generation trucks, but they are taking precautions.

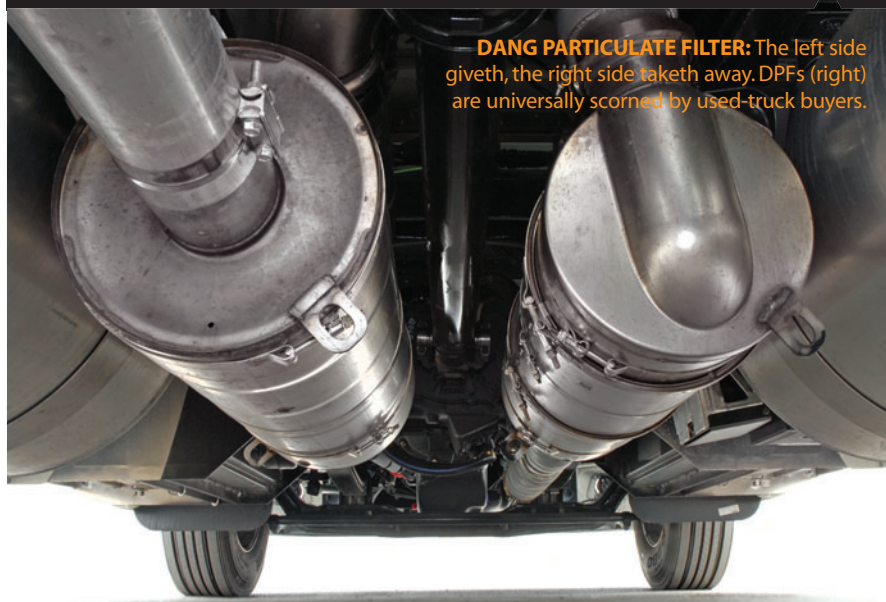
"Customers are embracing warranties," he says. "That wasn't always the case in used trucks. We're offering plans from six to 24 months, and customers are taking it."

Gupta notes the other side of the recession has impacted his customer base.

"We've seen a little drop in clientele," he admits. "Some got hurt during the recession, and others are taking a more cautious approach to the market."

He also sees more customers taking warranty on their used trucks, and with it, he's urging customers to take a more business-like approach to the truck.

"It's a used truck. It's going to break down," Gupta tells his customers. "You have to be prepared for that. I urge them





THE SOLUTION TO SLOW SALES? A Better Economy

June saw used-truck sales experience an eight-percent increase over May. But the numbers still lagged behind June 2011. The statistics come from transport industry consultants ACT Research.

Used-truck pricing looks to be slowing a little quicker than initially expected, ACT said. "While June's sales appear positive at face value, concerns are now surfacing, especially relative to the amount of inventory on hand and the prices at which those units were acquired," said Steve Tam, vice president, commercial vehicle sector with ACT. "The slowdown is not necessarily permanent, nor irreversible."

"Higher prices have led to changes in financing, which are making transactions more expensive and preventing some potential buyers from making purchases. The solution lies in increased economic activity, which is expected, but at a measured pace."



to prepare for breakdown, and write those costs into the business plan so they won't come as a surprise."

If there is one serious downside to the advanced technology that has emerged in

recent years, it's the challenge of repairing it. It's no longer the realm of the driveway mechanic. Fault codes and glowing amber dash lamps make people nervous because they don't understand them and they

can't repair them at home.

"We have to work with the customer so they understand what they are buying, and what they can expect from it," he notes. "Most of the trucks coming to market today have had their problems. They were repaired by their first owner, and they are good for several more years, but they will need service and maintenance. As long as they know what to expect, they can plan for it. That's our job as dealers."

The next five years for the used-truck market looks better than the past five, but there will be challenges. "A lot of the extended-trade-cycle trucks have yet to come back, so they will have to be dealt with," says Sarna. "We'll be clearing out that inventory for a while."

On the up side, new truck prices are creeping up again, and that has always been good for the used-truck business. But at least with today's trucks—with improved aerodynamics, better fuel economy and more reliable components—there's a perception that buyers are getting something for their money. That wasn't the case in 2007. **TT**

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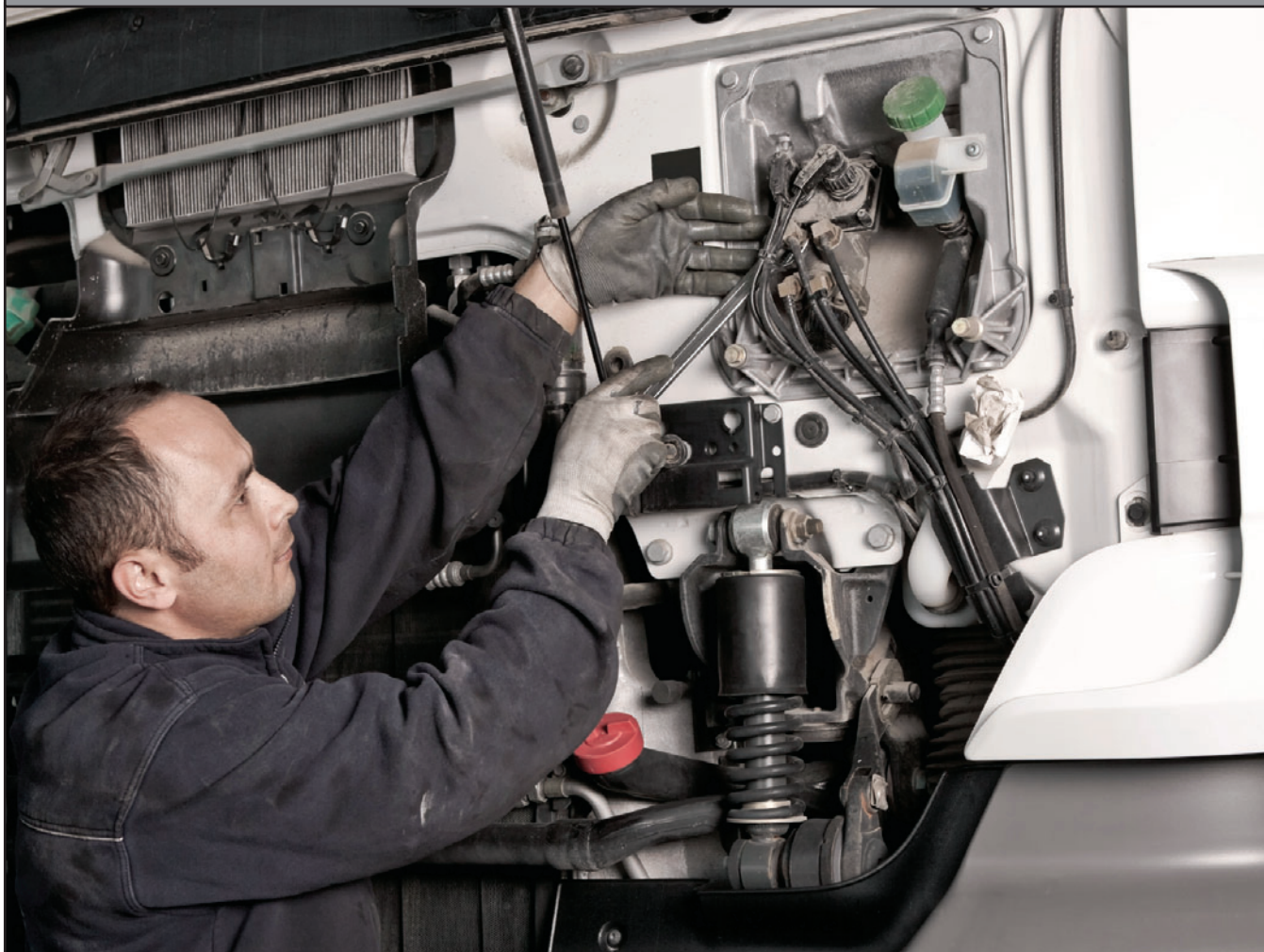
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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



Put up your dukes, Time.

prevention *How to fight the ravages of rust and wear, before you even start driving. By Mark Irwin and Tasnima Rhaman*

Most of us in the trucking industry are acutely aware of how important it is to keep our assets in good condition, and we work continuously to prolong the life of these valuable commodities.

But maintenance starts early.

With the purchase of a new truck or trailer, we all anticipate that there will be costs associated with replacing parts. In addition to the brakes and the tires, we do

our best to ensure that our investments in our fleets will provide us the earning power we desire.

One thing that will remain inevitable though is the unrelenting, often unsympathetic, passing of time.

We may not always see it as clearly as a flat tire or a faulty engine, but time silently shortens the lifespan of our equipment.

Impeding the effects of time may seem out of our control, but there are ways to

arm ourselves against aging and corrosion.

To do so, it is important to know the pressures that affect the lifecycles of our costly commodities.

Road salts used for their de-icing or anti-icing properties in the winter and as dust suppressants in summertime are extremely caustic and will eat away at the undercarriage and internal components of your vehicles, accelerating damage and deterioration.

Chloride compounds can corrode the body of a trailer and key electrical components of a tractor because of its hygroscopic properties.

But the use of these chemicals remains popular and widespread in Canadian



communities (five million tonnes of de-icing salt is used each year) for their unparalleled ability to effectively melt snow due to their chemical makeup.

Upon contact with snow, even weeks after placement, the compounds are active thus making frequent applications unnecessary and providing substantial savings for snow removal.

The particular chemical nature of this compound that makes it so attractive for snow removal is the very thing that makes it such a nasty enemy for people trying to keep trucks on the road.

These dissolved salts essentially depress the freezing point of water, turning ice and snow into liquid or slush and providing dust and ice control on roads.

Regular road salt, sodium chloride (NaCl), is effective from near-freezing to about minus-9 C. De-icers like magnesium chloride (MgCl₂) and calcium chloride (CaCl₂) can work at temperatures well below minus 18 C making them ideal for thwarting ice formation and preventing snow and ice adhesion to road surfaces ultimately allowing better traction in cold climates.

Though it is apparent that road salts play a considerable role in maintaining winter road safety and efficiency, there has been comprehensive evidence of chloride ions having many harmful ecological implications along with, of course, having detrimental effects on automotive equipment.

Because water is the active ingredient for a corrosive reaction, even the slightest amount of moist air (humidity) provides the perfect setting for corrosion. Moisture acts as a catalyst for these chemicals so as inert dry road salts enter the vehicle's



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interior, they become active with contact to humidity.

With this remarkable staying power, combined with such potency, it becomes a parasite when in contact with various vehicle components. Components containing aluminum, copper, or steel are most often the first to be affected. This means A/C systems, body panels and electrical connections or harnesses are most vulnerable.

Considering the abundance of chloride compounds found on our roads, it is not uncommon to see deterioration of parts less than one year old.

We've seen corrosion on trailer light cord sockets after just six months, and it was so severe the wiring system failed, leaving the trailer without lights.

We have also seen deterioration on breakers near the battery box and power-distribution module after only six to eight months of operation. Of course the cost to diagnose an electrical defect is charged by the hour and is generally supplemented by tow charges.

Fighting Back Time

The ideal resistance action plan consists of two tiers; acquisition, and ownership.

1 When acquisition opportunities arise, the lifecycle of the equipment must be determined based on the purchase price, cost of ownership and disposal. Usually, this process will lead to longer ownership time. When assembling specs for trailers' critical areas of corrosion; namely, the meeting of two dissimilar metals, doors and aluminum panels, must be considered. An increased amount of galvanizing is one of the easiest ways to prevent corrosion without compromising the structural stability of a trailer. Sealed wiring harnesses are also critical along with dielectric grease at all locations.

2 Once a life cycle has been established, a body-maintenance program should be set in place. Though many protective products are available, we recommend choosing one that has the ability to creep

uphill and that has been tested by the industry to resist rust when sprayed with a 25-percent saline solution. The number of hours in this test environment determines the durability of the product; however, there are products that can reach extreme durability (i.e. 6,000 hours) that carry the disadvantage of their inability to creep in between metal connections.



Alternatively, there are products that can be as low as 400 hours that would require multiple applications. The ideal product would provide optimum creeping abilities along with sustainable durability.

Undoubtedly, there are many adversaries working against us as we try to safeguard our equipment but with proper care and strategic initiatives, we will gain an optimum lifecycle for our fleet and take on time. **TT**

Mark Irwin is Maintenance Manager for **Bison Transport** in Mississauga and **Tasnimah Rhaman** is **Bison's** Administrative Coordinator.

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Beating the Clock

prevention *A checklist for keeping your long trucks longer.*

By Lyall Megaw

Start off right

Spec it right. Having the correct horsepower, torque, transmission and axle capacity for the job can extend the life of your truck from the very beginning.

Plan and prevent

Follow your PM schedule but make it flexible. If a truck is down for another reason, it might be wise to also complete PMs and other routine, predictable maintenance tasks. For example, approximately 40 percent of all engine downtime is due to cooling-system problems, and regular preventive maintenance can often alleviate this downtime. PM programs may vary from fleet to fleet, but there are four consistent tasks that are imperative to keeping trucks in top operating condition.

■ *Check fluid levels and monitor additives.* Improper fluid and additive management can cause cavitation and erosion in the cylinder liner which can, in turn, cause catastrophic engine failure, premature water pump replacement, seal issues and ultimately leads to downtime.

■ *Change the oil and filters.* Lubrication and filtration in the engine is key to avoiding excessive wear and tear during operation of the truck. If not properly maintained, the lack of a simple oil change can cause severe issues later in a truck's life.

■ *Lubricate, lubricate, lubricate* Similar to the oil change, it is important to lubricate the other joints and moving parts of your equipment. In the battle for longevity, friction is the enemy.

■ Complete visual inspection

Visual inspections can catch many potential issues during day-to-day operation. Making visual inspection a part of your PM program as well as part of your daily routine can alleviate issues in the long run. Adding additional diagnostic testing to this routine can also enhance the ability to detect problems before they cause serious damage or downtime.

Yearn to learn

Train drivers upfront to make them aware of best practices, OEM recommendations and how to recognize issues before they become serious maintenance concerns that greatly impact the performance of a truck. A seasoned driver with the proper training can often contribute to long truck lifecycles simply due to his daily care and proper use of the vehicle.

Clean it like you mean it

It may seem a bit of a stretch to say that a clean truck will run longer, but that truly is the case. Regular washing and cleaning of your trucks can remove dirt, debris, chemicals and even trash that can cause corrosion, cooling system complications, electrical problems and other serious issues that are costly to the life of the truck as well as your bottom line. Also, dirt hides problems and other signs of wear that, if you don't keep the truck clean, you miss.

Generic is cheaper... in more ways than one

Use quality parts, fluids, fuels, lubricants and filters that are recommended by the OEM. They may not be the least expensive maintenance solution up front, but in the long run quality materials will improve longevity of truck life as well as reduce downtime due to a gain in performance and reliability.

Leave the tech to the techs

Have maintenance and repair of your truck handled by reputable service providers with highly trained technicians. Quality service providers may not have the lowest rates, but will more likely be a better value in the end cost. Getting your truck fixed quickly and right the first time is not only good for your its lifecycle, but for your bottom line.

Rules are NOT made to be broken

Though it may seem harmless, straying ever so slightly from traffic laws can do more than get you into trouble with the Ministry of Transport. Travelling faster than the posted speed limits can earn you a fine, true, but high rates of speed can also cause detrimental wear on a truck's engine. Similarly following the "rules" and guidelines of the OEM can help to get the most miles out of your truck. This is especially important in new trucks with higher-tech emissions technology, computer systems and other equipment that is crucial to the operation of your truck. Again, training your drivers and keeping trucks maintained by reputable service providers will help to keep your truck on the road to a long, profitable life.



Pump it up

Keeping a truck's tires inflated to recommended levels is another way to minimize downtime and help you to get the most out of your truck. For example, if tires are a mere 10 psi under-inflated it can cause a one-percent increase in fuel consumption and increases tire wear by 15 percent both of these scenarios have one thing in common: they cost you money.

Steer clear

Though what you do to your truck is important for its longevity, what you don't do can be equally as important. For instance, some fleets will delay draining of oil past the OEM recommendation. WheelTime recommends against extending oil drain intervals, but notes if this is the practice of your fleet, trucks must be carefully monitored under an oil-analysis program to ensure that no harm is done to the engine due to the extended intervals. Another practice to avoid at all costs is idling. Idling is another leading cause of shortened lifespan of a truck due to the fact your engine is operating for hours upon hours while not hauling freight and actually causes greater wear than when

traveling at cruising speed on the highway. Avoiding idling while stopped can increase the lifecycle of a truck significantly. Alternative power units (APUs) to alleviate idling for heating, cooling and other power uses while a driver is stopped.

Don't shake it up

Vibration is part of the package that comes with operating heavy-duty trucks, but minimizing it can have an extremely beneficial impact on truck longevity and keeping your repair bills low. Here are some common issues due to vibration and ways to avoid or curb the negative impact of vibration to your truck that are inevitable while traveling down the highway:

■ *Compromised cab mount isolation & bushings*

The truck needs well-designed engine and cab mounts to isolate the engine from the passenger cabin.

■ *Poorly maintained suspension systems*

Vehicle suspension systems isolate the chassis from the road, and a cab suspension system isolates the cab from the chassis. Road vibration and jarring terrain cannot be eliminated. It is important that truck components in general are structurally stiff and mounted in a stiff way.

■ *Compromised structural integrity/frame rigidity*

Structural stiffness, both of the frame assembly (including all its crossmembers), and also of the cab-in-white are important to the overall vehicle life.

■ *Drivelines*

Driveline imbalances—when the driveline components' working angle is out of line, it can cause further damage to major components—such as transmission or differential issues.

■ *Wheel ends*

Wheel ends (which include tires, wheels, drum and hub) are impacted by road quality, terrain and weather and driver performance. These need to be maintained to insure the integrity and productivity of the vehicle. **TT**

Lyall Megaw is vice president of Operations at WheelTime Network member Wajax Power Systems. WheelTime operates more than 30 training facilities and nearly 200 service centers located across the U.S. and Canada.

www.wheeltime.com

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MOBILE COMPUTING

SHAW INTRODUCES THE MCP50 PLATFORM,
AFFORDABLE COMPLIANCE FOR SMALL FLEETS



MOBILE COMPUTING

SHAW INTRODUCES THE MCP50 PLATFORM, AFFORDABLE COMPLIANCE FOR SMALL FLEETS

Shaw Tracking is about to launch the new Mobile Computing Platform 50 (MCP50), allowing fleets of all sizes increased accessibility to fleet-management sophistication. Priced at around C\$900, users will be able to manage hours of service and CSA compliance, while also using ALK's PC*Miler and CoPilot Truck in-cab navigation, among other third-party apps, plus Shaw's own

Performance Monitoring, Analytics Manager, and other applications. It will handle all likely EOBR rules, Shaw says. The company is working with third parties on an oilfield HOS manager.

Already in use in the U.S. via Qualcomm, as of this past April, the MCP50 will hit its full Canadian launch in September, though it can be ordered now. On a 5-year lease, explains Shaw Tracking chief Mike Ham, it will cost \$18 a month plus messaging and services, the latter offered in bundles or a la carte. Typical monthly cost would be \$35-\$50,

he adds. Subscription fees are the same as other Shaw full-service products, the MCP200 and 110. Geo services are included, but printing and scanning are not available.

Shaw says it's ideally suited to regional operations, because it relies exclusively on cell connections, not wi-fi, adding that its value-focused pricing means that fleets of any size—including those with class 6 and 7 trucks—can benefit from it. Put another way, Shaw says it's designed to give fleets who don't require a satellite system a more affordable option.

The MCP50 is said to be easy for fleets to adopt given a simple, one-hour in-cab installation process. The intuitive user interface ensures that minimal driver and back-office training is required. There's no built-in keyboard, rather a touch-screen type, though a third-party keyboard could be connected by way of the unit's usb port.

The MCP50's Performance Monitoring tool allows operators to watch driver habits such as idling, speeding, time in top gear, cruise control, shifting patterns, and hard braking, among others. Shaw says that coaching based on such monitoring can save significant money, offering evidence by way of an actual case that shows a 0.5 mpg improvement in fuel economy. That would represent several thousand dollars for many operations, making payback on the MCP50 pretty fast, the company says.

See www.shawtracking.ca

TRUCK FLUSH ADAPTER

FROM GATES, AN ADAPTER FOR POWERCLEAN FLUSH TOOLS FOR LARGER-ID COOLANT HOSES

The new **Gates** 4.5-in. cone accessory (Part # 91002-9) fits the PowerClean Flush Tools whip hose for larger-ID truck coolant hoses. This allows for proper cleaning of the radiator, heater core and engine block.

Improper maintenance can lead to coolant contamination and premature failure of water pump seals, which can void manufacturer warranty. Gates says its flush tool can help eliminate these problems using pulsating technology to ensure a completely clean cooling system.

The PowerClean tool (Part # 91002) uses water and compressed air to remove accumulated sludge and scale deposits without the use of harsh chemicals or solvents. The patented process allows



pressurized air to scrub deep into corners and crevices, says Gates, and it automatically regulates the pressure to a safe level if a hard blockage exists, eliminating the possibility of cooling system damage. In tests, the tool is said to have flushed cooling systems thoroughly, while other methods left unacceptable levels of contaminants in the system, especially in neglected vehicles.

See www.gates.com

WHEEL SEAL

MERITOR ADDS OIL-BATH WHEEL SEAL TO AFTERMARKET LINE

Meritor's aftermarket business recently added heavy-duty truck and trailer oil-bath wheel seals to its all-makes wheel-end parts offerings.

The new product—available in a standard and a premium version—will be distributed from Meritor's North American distribution centers in Florence, Ky., and Brampton, Ont., beginning in July.

These wheel seals feature a wide seal band, a multi-zone labyrinth design, unique low-friction bumpers, plus what is claimed to be the industry's thickest steel casing (0.07-in.) that helps prevent installation damage.

You can install this product by hand or use a third-party installation tool, the company says.

The warranty for the seals will be one year or 150,000 miles for the standard model, and two years or 300,000 miles for the premium model. Warranty extension

is possible by using Meritor PlatinumShield coated brake shoes with MA friction materials.

The standard model is manufactured from nitrile rubber, also known as NBR, while the premium model uses hydrogenated nitrile rubber or HNBR. The premium model is compatible with all lubricants, including synthetics.

See www.meritor.com

MOBILE MANAGEMENT

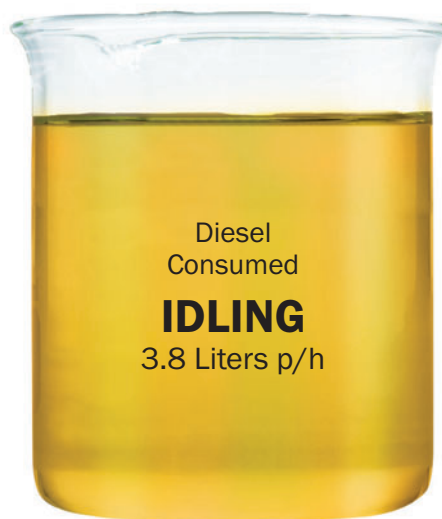
RAND McNALLY LAUNCHES NEW, LOWER-COST TRUCKPC

Rand McNally has unveiled a new hardware design and upgrades for its top-end mobile communication fleet management system, the TruckPC, model TPC 7600. It cut the system's price to just under US\$1200 and significantly reduced the size of the mounted box.

Fleet Sense 101

Today's Lesson: Cab Heating

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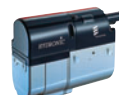


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* Based on \$1.33 p/l; the average price of diesel in Canada on Sept. 08, 2011.

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

Product Watch

At the same time, the company has also previewed the new Rand McNally Connect web portal that provides a single access point for fleet tracking, mapping, performance reporting, e-mail communication, as well as providing access to third-party applications.

The new TPC 7600 box, measuring a third the size of the prior-generation mounted device, packs the same computing power and Windows 7 operating system. The reduced size and high-sensitivity in-cab antenna design allows the unit to be installed in numerous locations in the front or back of the cab.

The TPC 7600 is the sixth major revision of the TruckPC platform. It's said to be a fully compliant electronic on-board recorder that tracks and manages hours



of service, with back-end monitoring via a web portal, two-way communication with the ability to send e-mail attachments, on-board scanning and printing, in-cab video playback plus connectivity via cellular and Wi-Fi communications. The TPC7600 also supports satellite communications via an optional module.

The new TPC 7600 sells for just under \$1,200—with the antennas, cable and display mount components included. Note: taxes and monthly service fees not included. It comes with a three-year warranty.

The Rand McNally Connect web portal is accessible for all customers of the company's mobile communication fleet-management products, including the TND 760 and TPC 7600 system. All are integrated with products from TMW, McLeod, and other transportation management systems.

The new portal allows fleets to quickly access new features such as geofencing.

See www.randmcnally.com

DROPDECK TRAILERS

FONTAINE ADDS THREE MODELS TO THE INFINITY LINE

At Fontaine Trailer Company, three low-deck-height platform models have been added to the Infinity product family: 48-ft spread axle, 53-ft rear-axle slide, and 53-ft rear-axle slide with twist locks to accommodate shipping containers. All of these dropdeck trailers feature a 36-in. loaded deck height and the strong RASR siderail.

The company says it collected input for the development of these new models from dealers and end-users regarding dimensions, specifications, features, and options.



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The entire Infinity line is constructed with fabricated steel mainbeams and steel cross-bracing with aluminum siderails, floor and rear skirt. The result is said to be a very durable trailer that delivers a balance of strength, weight and economy. Infinity mainbeams are strong, Fontaine says, built with grade-130 flanges and welded continuously on both sides. The design and construction are strong enough that Fontaine offers the XtremeBeam Lifetime Warranty (details from your local dealer).

See www.fontainetrailer.com

ON/OFF-HIGHWAY TIRE

NEW BRIDGESTONE M853 OFFERS EXTRA LOAD CAPACITY

The M853 is a new on/off-highway all-position radial for regional hauls that's said to combine wear resistance with extra load capacity for longer service. From **Bridgestone Commercial Solutions (BCS)**, a division of Bridgestone Americas Tire Operations, it's for haulers who must travel on a variety of terrain to get the job done, the company says.

The M853 features a number of tread enhancements that deliver extended, reliable performance, Bridgestone says. An enhanced tread pattern, designed with interlocking multi-edge blocks, digs deeper for more solid traction on both worksites and highways; tie bars link

tread blocks together to combat heel-and-toe wear. A unique shoulder design helps combat irregular wear for longer tread life, and stone rejector platforms help repel stones that can damage casings.

The M853's four steel belts, a steel body ply and thick sidewalls help protect the casing from worksite damage.

The M853 replaces the M850 and is currently available in two sizes, 11R22.5 and 11R24.5, both in an 'H' load rating. A third size, 12R22.5 (H load rating), will be available in the fourth quarter of 2012.

See www.trucktires.com



HINO'S CLASS 5 HYBRID IS READY FOR SALE

The class-5 **HINO** model 195H truck is here. A diesel/electric hybrid, it's a first for Hino on this continent. The company's cabover returned to these shores last year, a new truck designed from the ground up for North America. A straight diesel model 195 is also available.

Hino Canada's Eric Smith told us before press time that there were five of the hybrid models in the country, four of them in customer hands, one at head office for demo use. Purolator and Nippon Express have each bought one and have them in service now.

Production vehicles hit western Canada in August and were to reach the rest of the country in September, Smith said. Training programs are in progress for both salespeople and technicians at the dealerships that will carry the hybrid line. Not all Hino dealers will qualify to handle it.

The 195 and 195h models are good for 19,500 lb GVW. They're powered by Hino's 5-litre J05E Series diesel engine, rated at 210 hp and 440 lb ft of torque, hitched to Aisin's A465 6-speed automatic transmission. The 195 model meets EPA 2010 emission regulations by way of SCR.

The hybrid version's power module and all related equipment are designed and manufactured in-house, with 60 percent of the componentry coming from parent company Toyota's hybrid parts cupboard. It provides 258 lb ft of start-up torque. The system automatically shuts the diesel down when the truck stops, even briefly at traffic lights.

The 195H is available in three wheelbase options—137.8, 149.6, and 173.2 in. (3500, 3800, and 4400 mm).

Hino is no stranger to hybrids, having developed the world's first hybrid bus in 1991, the company says. It's been evolving the technology ever since and claims to have manufactured the highest number of hybrid trucks around the world. The new truck is in fact the company's sixth generation of hybrid technology.

Hino suggests a remarkable payback period of under five years for the class 5 hybrid in typical P&D applications.

The 195 cabover models feature a new wide cab with a North American-standard 33-in. frame-rail width, a 56,900-psi frame, and a standard center-mounted rear fuel tank. The cab's aerodynamic performance is claimed to be 29 percent better than the competition. Inside, the new cab has room for drivers up to 6 ft. 6 in. tall, seating for three, and a versatile mobile workspace with a variety of organizational storage options. A crew-cab version will also be available. See www.hinocanada.com

ALUMINUM WHEELS

ACCURIDE INTRODUCES WHEELS WITH NEW ACCUARMOR TREATMENT

Accuride says the new Accu-Armor surface treatment creates lightweight aluminum wheels that can handle harsh environments but look good and are easy to clean. Those applications, the company says, include tankers, fire trucks, and other vocational vehicles.

The proprietary Accu-Armor treatment is said to make wheels highly scratch-, chemical- and corrosion-resistant. The surface treatment option is priced "comparably" to other aluminum wheel treatments on the market, says Accuride.

Accu-Armor aluminum wheels undergo a multi-step, post-production treatment process that texturizes, anodizes and

seals the surface without changing or compromising their original form, fit or function. As a result of this process, the wheels are also said to be resistant to high- and low-pH chemicals commonly used in truck washes, and common



chemicals used in de-icing road surfaces, says Accuride. They're also claimed to be durable under extended exposure to heat and UV light, and will not chalk or fade.

The new Accu-Armor treatment is available to order on several Accuride wheel models in both 22.5 and 24.5 sizes in both the aftermarket and on new trucks and trailers.

See www.accuridecorp.com

COBRA NAVIGATION

CB MAKER OFFERS NAVIGATION SYSTEM FOR TRUCKS

Cobra Electronics has introduced a portable GPS navigation system developed specifically for commercial truck drivers with features that include hours-of-service timers and state mileage logs.

The 8000 Pro HD has a 7-in. full-color high-definition touch screen that offers 3D images of highway junctions and lane



guidance as well as turn-by-turn directions. The unit's map database is provided by TomTom, providing last-mile dock-to-dock coverage.

Trucking-specific features include truck-optimized multi-point routing, over 33,000 'trucker friendly' points of interest, logs to track state/province

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mileages for IFTA reporting, and timers to help drivers keep track of on-duty, off-duty and driving-time hours. The new GPS unit also comes with free live and predictive traffic information services as well as free lifetime map updates.

The 8000 Pro HD is being sold at travel centers, CB shops, truck dealers and on the company's website with a suggested retail price of US\$449.95.

www.cobra.com/index.cfm

NAVIGATION APP

NEW AND IMPROVED COPILOT TRUCK NAVIGATION APP NOW AVAILABLE

The newest version of the CoPilot Truck GPS navigation app for professional drivers, from **ALK Technologies**, brings truck-specific, turn-by-turn guidance and routing technology to iPhones, iPads, and Android-powered smartphones and tablets.



Features include a new "driver friendly" user interface, a choice of up to three alternate routes to a destination, and the ability to drag the route to fully customize the exact route you prefer to take.

As well, a feature called 'Major Roads Preview' offers a list of only the high-ways of the planned route for quick verification. 'RouteSync' functionality means in-vehicle consistency with industry standard PC*Miler routing and mileage used for dispatch, billing, driver pay, fuel tax reporting, rating, and costing

The latest street-level ALK North American maps are stored on the device for offline use.

The apps are available to purchase on the iTunes App Store and Google Play for US\$149.99. Existing CoPilot Truck v8 customers will be able to upgrade to the new version for free.

See www.copilotlive.com/us and www.alk.com

LED LIGHTING

FOR CABS AND SERVICE TRUCKS
AMONG OTHER, FROM NEMALUX

Nemalux introduces the GSLEDIP two-in-one, LED lighting system for industrial and low-light applications. By incorporating 'CREE' brand LEDs into a single, low-profile fixture, this lighting product can switch from bright white to subtle red light for night-time visibility.



Typical applications include general lighting for operator cabins, emergency lighting systems, service trucks, and panel/indicator lights.

Powered with 12- or 24-volt DC, this system can be simply integrated into existing designs, says Nemalux. Available in 2-, three- or four foot lengths, the GS series can be ordered with Class 1, Division 2 Hazardous or General Location approvals. It's manufactured in Canada.

See www.nemalux.com

FASTER ISUZUS

WELL, NOT A FASTER TRUCK,
BUT A QUICKER WAY TO GET IT

Isuzu Commercial Truck of America (ICTA) has a new process that will enable Isuzu dealers to convert or modify gasoline-powered NPR-HD trucks for their customers faster. The truck has a 14,500-lb GVWR.

When placing orders for new trucks, Isuzu dealers can select a ship-thru option to indicate that they've arranged to have the trucks modified at one of two independent modification centers near the trucks' Charlotte, Michigan assembly plant. Following the modification, the center will return the trucks to ICTA, which will then transport them to the



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Shipper Carrier Breakout

FEATURED SPEAKERS:

KEYNOTE SPEAKER: Don Soderquist, Founding Executive of The Soderquist Center, Arkansas, and former Sr. VP Chairman and COO, WalMart USA.

Mike Riggs, Chairman, Jack Cooper Holdings, Kansas, *recipient of the 2011 General Motors, Supplier of the Year Award.*

Wolfgang Spillner, President, Albacor Shipping Inc., Toronto.

Hazem Ghonima, President, TAF Consultants, Ottawa.

George Magliano, Sr. Principal Economist, IHS Global Insight, New York.

Professor Pierre Desrochers, Associate Professor of Geography, University of Toronto.

Susan Moore, Director of Sustainability, Lakeside Logistics.

J. Gardner Hodder, Attorney, Hodder Barristers, Toronto.

Albert Gallegos, Director, National Automobile Dealers Association, Detroit.

Dr. Keith Mussar, VP Regulatory Affairs, IE Canada.

Rob Moseley, Attorney, Smith Moore Leatherwood LLP, South Carolina.

Professor Wenran Jiang, Project Director Canada-China Energy & Environment Forum and Associate Professor of Political Science, University of Alberta.

Dr. Sylvain Fournaise, Vice-President, Food Safety and Technical Services, Olymel I.p.

Kevin Doucet, AVP, Automotive, Canadian National.

Jean Robert Lessard, Vice President of Marketing and Business Development, Robert Transport.

Patricia Mohr, Vice President & Commodity Market Specialist, The Scotiabank Group.

Gary Kissack, Legal Counsel, Fogler Rubloff and Maurice Law.

Neil D'Souza, Vice President, Versa Cold.

Loreto Saccucci, CEO, Blue Rover, Advanced Asset Tracking Solutions Inc.

David Sellers, AVP, Multilevel Distribution, TTX, Florida.

Richard L. Furman, Attorney, Carroll McNulty Kull, New York.

Lou Smyrlis, Editor, Canadian Transport & Logistics, Wrap-up and Summary of Presentations.

FEATURED MODERATORS:

Richard Kunst & Mariela Castano-Kunst, President and Vice President, Kunst Solutions Corp, *Plenary Session*

Doug Munro, President, Maritime Ontario, *Plenary Session*

Adam Giambrone, Former Chair of the Toronto Transit Commission, *Plenary Session*

Mark Feduke, Director of Trade Compliance, VLM Foods Inc., *Food Safety and Regulation Session*

John Fiorilla, Attorney, Capehart & Scatchard, *Transport Law Session*

Patrick Bohan, Manager, Business Development, Halifax Port Authority, *Automotive Session*

Christine Brown, Consultant, *Shipper-Carrier Session*

Last year, over 300 companies attended the event in order to learn and exchange views on logistics innovation and cost savings. Manufacturing companies from the consumer goods, automotive, grocery industries, as well as trucking, railways and intermediaries, receive an overview of the solutions to a number of current problems in the transport industry. This year we have added a new panel on Food Safety and Transport Regulation. There will be ample opportunities for networking during our traditional four-course rotational luncheon. Educational Accreditation Provided.

dealers that ordered the units. This new process will eliminate unnecessary dealer-incurred transportation expenses and will shorten the amount of time necessary to obtain alternative fuel conversions and certain other types of modifications.

Utilimaster makes CNG/LPG fuel conversions and other modifications for Isuzu trucks at a modification facility located on the Spartan Motors campus in Charlotte, while IMPCO Technologies does CNG fuel conversions at its facility in Union City, Indiana.

See www.isuzucv.com, www.spartamotors.com, and www.impcow.com

LOGISTICS MAP

NEWEST TOMTOM LOGISTICS MAP
PRODUCT SPECIFICALLY FOR TRUCK
CUSTOMERS

TomTom has announced the newest version of its Logistics map product designed specifically for truck and fleet operators. Use of its precise data can mean increased driver and vehicle safety, improved fleet efficiency, and avoidance of expensive fines, the company says. Users can avoid striking a low bridge or accruing a large fine for carrying an oversized load.

Features include dimensional restrictions totaling more than 1.6 million miles in the U.S. and 225,000 miles in Canada; designated truck routes for more than 400,000 miles in the U.S. and 60,000 miles in Canada; operating bans on idling or 'Jake' brake usage totaling more than 180,000 miles in the U.S. and 80,000 miles in Canada; and critical last-mile content required to get a driver to the final destination.

BIOMETHANE BORN IN QUEBEC

Quebec's **GAZ MÉTRO** has announced the first public liquefied biomethane fuelling station at Rivière-du-Loup. An agreement made with and/or supported by about many government bodies will see the gas company buy the liquefied biomethane produced by an anaerobic digestion plant—that means landfill waste is the source—in the eastern Quebec city and will operate the fuelling station to serve the heavy truck market.

This marks a new stage in the 'Blue Road' project, which supplies liquefied natural gas in the corridor between regions of Quebec and Greater Toronto, a busy truck route. **TRANSPORT ROBERT** has been a key part of the plan, buying some 180 natural-gas trucks to run that corridor backed by supply agreements with Gaz Metro.

As well as being the first public station, unlike the two other fuelling sites serving the Blue Road, the one in Rivière-du-Loup will also be the first to distribute a renewable fuel. The Québec government says it's serious about the development of LNG for commercial transportation, and this new effort offers ample proof. Biomethane is a natural gas equivalent.

The agreement has Gaz Metro Transport Solutions undertaking to buy all the liquefied biomethane produced by the Rivière-du-Loup plant for a minimum of 20 years.

The annual production of liquefied biomethane at the new plant is estimated at 3 million m³, which will lead to savings in GHG emissions of more than 7000 tonnes, says Gaz Metro. It adds that the use of biomethane as an alternative to diesel fuel by heavy trucks translates into a reduction of GHGs in the order of 85 percent.

Gaz Métro is the principal natural gas distribution company in Quebec, with a 10,000-km underground network serving some 300 municipalities. It also operates in Vermont, where it distributes electricity as well as natural gas. Its subsidiary, Gaz Métro Transportation Solutions, was specifically created to encourage the transportation industry to switch to natural gas.

Renewable biomethane is different than natural gas, though it's for all intents and purposes the same in chemical and operational terms. By exploiting landfill sites that everyone otherwise loves to hate, it's a logical—and local—solution. And it's not a fossil fuel.

See www.gazmetro.com and www.gazmetrotransport.com



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Mississauga, ON L4Z 1X8
www.jdfactors.com

TomTom's product is enabled by way of ProMiles. It appends to the standard map product and can be merged with other TomTom enhancement products to enable truck-relevant POI content as well as warnings for curves or steep grades.

See www.tomtom.com/en_ca, www.promiles.com, and business.tomtom.com/en_us/fleet-management

DESCARTES GOES ANDROID

DESCARTES HAS UNVEILED A NEW ANDROID-BASED VERSION OF MOBILELINK. **Descartes Systems Group** says that MobileLink, its GPS-based tool for managing mobile workers, is available on the Android operating system.

Combined with Descartes' cloud-based Wireless Global Logistics Network and routing applications, MobileLink enables dynamic dispatching and tracking of drivers and other resources in the field to improve fleet performance and customer service.

MobileLink for Android is a GPS-based tool for managing pickup-and-delivery operations, and is part of Descartes' Routing, Mobile and Telematics suite. It provides route sequences, route status, vehicle tracking and dynamic dispatching. It communicates bi-directionally, in real-time, with Descartes' route-planning and execution applications and customer back-end systems. With MobileLink, companies have better visibility into the real-time actions of their drivers and field workers and the ability to make changes en-route.

See www.descartes.com

PETERBILT PTO FEATURE

NAMCO'S PRODUCTS NOW FULLY INTEGRATED INTO THE PRODUCTION PROCESS

Peterbilt's vocational product line now is now available with a wide range of split-shaft power take-off (PTO) options, popular with users operating specialized equipment that frequently require a PTO installed rearward of the transmission. The new split-shaft PTO options are available immediately.

Peterbilt has partnered with Namco to fully integrate their product designs into the production process. Split-shaft PTOs are designed for high speed and torque

characteristics necessary to function with concrete pumbers, oilfield equipment, vacuum trucks, mobile drilling rigs (water or petroleum), and emergency vehicle applications.

See www.peterbilt.com

DEL FLEET BASECOAT

NEW PPG BASECOAT DESIGNED FOR VALUE-CONSCIOUS CUSTOMERS

PPG Commercial Coatings has launched Delfleet Essential Basecoat, a 3.5 VOC basecoat designed to complement the Delfleet product line and increase its capabilities. The new basecoat is intended for value-conscious fleet refinishers and collision centers aiming for greater productivity, more efficiency and ease of use, says PPG. It's recommended for overall color repair, refurbishing and when striping is required.

The company says it wanted this basecoat to be just as easy to use as a single-stage topcoat, and it says very little training time is needed.

Delfleet Essential Basecoat is claimed to provide enhanced durability, and when used with ESC621 clearcoat, a



three-year warranty is offered. The new basecoat is also said to feature faster dry speeds than single-stage topcoats to help shops increase productivity and efficiency. The fast dry times make it ideal for two-tone jobs or striping. Since the basecoat is mixed from the same color formula as the single-stage, lower shop inventory is possible.

See www.ppgcommercialcoatings.com

REWARD PROGRAMS

PACCAR PARTS REWARDS PETERBILT AND KENWORTH LOYALTY CARD HOLDERS

PACCAR Parts has announced a new rewards program offering savings on parts and services for Peterbilt Preferred and Kenworth Privileges cardholders.

The loyalty card programs already offer cardholders significant discounts on parts and services. In addition to these savings, cardholders now earn

bonus rewards for using their cards on three separate days over a quarterly period at participating dealers.

A typical reward might be \$30 off a purchase of \$100 or more in TRP all-makes parts.

In addition to rewards, which cardholders redeem simply by using the card at a Peterbilt or Kenworth dealer, members are eligible for more than 100 parts and service discount offers throughout this year.

A new rewards offer starts each quarter. Cardholders can track their purchases and view their reward status online. They'll also receive e-mail notification when they've qualified for a reward.

To participate in the rewards program, you must either register your existing card using your email address, or pick up a new card at any participating Peterbilt or Kenworth dealer in the United States, Canada and Mexico. There's no recurring membership fee and no extra charge for participating in the rewards program.

See www.peterbiltpreferred.com and www.kenworthprivileges.com

DETROIT'S DT12

DETROIT DIESEL UNVEILS THE DETROIT DT12 AUTOMATED MANUAL TRANSMISSION. The new DT12 automated manual transmission from **Detroit Diesel** is part of the Daimler Trucks North America subsidiary's complete powertrain offering that includes engines and drive axles. It combines the operational ease of an automatic with the efficiency of a manual transmission, the company says, bringing with it enhanced fuel economy and performance.

Available in the Freightliner Cascadia in 2013, first with the DD15 engine in late spring, later the DD13, it sports a lightweight design with its aluminum housing and single countershaft.

The 12-speed, direct- or overdrive transmission combines a traditional manual gearbox with high-speed, computer-controlled shift and clutch actuators that automatically select the right shift pattern and "perfect clutch engagement for fuel economy and engine power."

The DT12's creep mode simulates a torque converter to improve low-speed maneuverability for parking, docking, heavy traffic, and other low-speed situations.

Features include Skip Shift, which automatically skips gears, enabling the transmission to run through lower gears faster to achieve cruising speed sooner; and eCoast, which allows the vehicle to 'coast' down grades with the engine operating at idle speeds while preserving vehicle momentum, maximizing fuel efficiency.

A proprietary control module communicates with the entire powertrain, giving the transmission and engine the ability to share information and offer complementary functions. For example, the engine can limit torque to protect against driveline damage and harsh shifts, while the transmission can optimize shifts to keep the engine in the sweet spot.

Detroit DT12 transmission



Other features: helical gears and optimized gear-cut for noise reduction; pneumatic clutch and shift actuation for faster shifts; and a choice between eco or power-mode configuration. A kick-down feature improves vehicle acceleration when needed.

The DT12 comes standard with a 5-year/750,000-mile warranty, with a 2-year/200,000-mile warranty on the clutch.

It's also equipped with Virtual Technician, the factory-installed on-board diagnostics system that's said to

take the guesswork out of powertrain repair. When a check transmission light illuminates, the fault is sent to a contact and the Detroit Customer Support Center (CSC) who can analyze the issue. The driver receives a service recommendation and the nearest authorized location with parts in stock.

www.demanddetroit.com

IN-CAB ENHANCEMENTS

MACK'S PINNACLE GETS IN-CAB ENHANCEMENTS FOR COMFORT & PRODUCTIVITY

Mack Trucks has unveiled several driver-focused enhancements for its Pinnacle highway models.

Among other new features, Mack says there's improved functionality for PowerLeash+ engine brake controls, standard on all models, enabling the driver to set and maintain a target downhill braking-engagement speed, in or out of cruise control. When equipped with the mDrive automated manual transmission, the new MaxBrake function on the transmission's keypad uses mDrive's downshift strategy to automatically keep the engine in its optimum rpm range for maximum engine-braking efficiency.

Also standard is a new dash-mounted single-DIN shifter keypad for the mDrive.

There's now an optional center storage console, located between the seats in day cab models, with nearly one cubic foot of storage space plus interior lighting and a 12-volt power supply.

There's also optional ambient red floor lighting, subtle or indirect, for use at night when driving or when stationary. Either the driver's footwell area or the entire floor can be illuminated.



Mack Pinnacle

Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of August 7, 2012 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	130.9	-2.0	113.5
VANCOUVER *	133.7	0.0	89.7
VICTORIA	126.9	-0.5	90.7
PRINCE GEORGE	120.3	-0.4	87.9
KAMLOOPS	122.9	-0.3	90.4
KELOWNA	121.2	0.0	88.8
FORT ST. JOHN	124.6	-0.7	92.0
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	103.9	-0.5	86.0
RED DEER	104.9	0.0	86.9
EDMONTON	105.7	0.0	87.6
LETHBRIDGE	111.9	-0.3	93.6
LLOYDMINSTER	113.9	0.0	95.5
REGINA *	111.2	0.0	86.9
SASKATOON	109.7	0.0	85.5
PRINCE ALBERT	116.9	0.0	92.3
WINNIPEG *	112.9	0.0	92.0
BRANDON	109.1	-0.3	88.4
TORONTO *	115.9	-0.7	84.3
OTTAWA	116.8	-2.1	85.1
KINGSTON	115.9	-1.5	84.3
PETERBOROUGH	114.6	-1.6	83.1
WINDSOR	110.5	0.0	79.5
LONDON	114.4	-1.0	82.9
SUDBURY	118.0	-0.5	86.1
SAULT STE MARIE	119.5	-0.8	87.5
THUNDER BAY	123.9	-0.8	91.3
NORTH BAY	118.1	-0.8	86.2
TIMMINS	124.5	0.0	91.9
HAMILTON	116.4	-0.5	84.7
ST. CATHARINES	113.9	-2.0	82.5
MONTRÉAL *	132.9	0.0	93.4
QUÉBEC	129.6	-3.9	90.5
SHERBROOKE	128.9	0.0	89.9
GASPE	131.9	0.0	96.3
CHICOUTIMI	129.2	-1.3	94.0
RIMOUSKI	130.4	0.0	93.1
TRIS RIVIÈRES	130.9	0.0	91.7
DRUMMONDVILLE	129.9	0.0	90.8
VAL D'OR	129.9	-1.0	94.6
SAINT JOHN *	128.5	-1.0	90.5
FREDERICTON	128.9	-1.4	90.9
MONCTON	129.9	-0.6	91.7
BATHURST	131.2	-1.3	92.9
EDMUNDSTON	130.8	-1.3	92.6
MIRAMICHI	130.2	-1.4	92.0
CAMPBELLTON	130.3	-1.5	92.1
SUSSEX	128.8	-1.3	90.8
WOODSTOCK	130.7	0.0	92.4
HALIFAX *	126.9	-1.2	91.0
SYDNEY	129.8	-1.5	93.5
YARMOUTH	128.9	-1.5	92.7
TRURO	127.8	-1.5	91.7
KENTVILLE	128.5	-1.8	92.3
NEW GLASGOW	129.0	-1.5	92.8
CHARLOTTETOWN *	122.3	1.0	92.3
ST. JOHN'S *	132.2	-0.7	96.5
GANDER	128.8	-4.3	93.4
LABRADOR CITY	141.1	-0.9	104.4
CORNER BROOK	132.9	-1.3	97.1
CANADA AVERAGE (V)	118.0	-0.4	87.9

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



A 'dead pedal' for the driver's left foot is now standard, to maximize comfort and to help the driver maintain an ergonomically correct seating position.

A remote in-dash auxiliary HVAC switch allows the driver to pre-warm or pre-cool the sleeper from the driver's seat while the truck is in operation. This feature is standard for 70- and 60-in. sleepers and optional for the 56- and 48-in. models.

Self-cancelling turn signals are now standard on trucks and optional on tractors.

www.macktrucks.com

PEOPLETNET ON IPAD

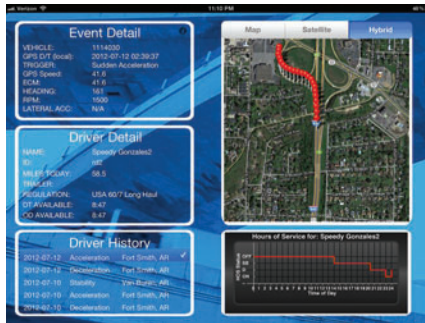
MANAGEMENT APP FOR IPAD, IPHONE AND ANDROID DEVICES

PeopleNet has introduced a management app for iPad, iPhone and Android devices that provides critical alerts to smart devices within seconds, based on data from multiple sources. The company says immediate notification of critical event information helps avoid all manner of trouble.

In announcing the new app to attendees at the company's 10th annual user conference in Florida, company vice president Randy Boyles explained that safety and maintenance managers in

particular would appreciate the immediacy and detail of alerts.

"There is a tremendous amount of safety and maintenance-related information available through PeopleNet reports," he said. "However, we understand that there are events that require immediate attention rather than waiting



to review reports. We're taking advantage of smart-device technology's notification features to develop this safety app for helping customers avoid potential safety incidents and better protect drivers and the public."

PeopleNet developed what sounds like a killer safety app for iPad first, leading a queue that includes: a maintenance app featuring fault-code and tire-pressure alerts to help fleets avoid major overhaul expenses and poor fuel economy; and a

vehicle location and messaging app for smart devices that allow executives to check up on key concerns regardless of location. Additional availability of all apps for the iPhone and Android devices is in the works as well.

The PeopleNet system sends an alert to registered smart-device users. The user can then access all relevant event data through the alert. For instance, if there were a rollover or sudden-deceleration event, a satellite map of the incident would be provided along with pre- and post-incident trails, all of the particulars of the incident, the identity of the driver, the driver's available hours of service, and their past 24-hour HOS activity. The last five safety events for the driver are also displayed to help assess the emergence of a negative trend.

PeopleNet also announced the availability of its fully functional software on commercial-grade handheld devices to meet the market's need for point-of-work management throughout the supply chain, from pick-up to the customer's doorstep to the back office. This was driven by users, especially those in the consumer goods private-fleet sector, who want a single-solution approach.

www.peoplenetonline.com **TT**

YOU CAN'T GET THERE FROM HERE



The Monsters Among Us

Each month, we award a stylish **Today's Trucking** cap to the first 10 sharp-eyed readers who recognize our landmark. Last month, our photographer pulled over on Number 11 just north of Orillia, the gateway to Toronto's cottage country and some of the priciest real estate going. If the U.S. has Beverly Hillbillies, we have the Muskoka variety. Camp Hillbilly Estates is actually a 125-acre tent, trailer and cabins park, complete with saltwater pool.

If you can tell us where **this month's steel critter** is, we'll fix you up with a cap of your very own! (Tell us what species it is, we'll send you a matching pair.) Contact Jason Rhyno at:

August Answer:
Muskoka's
Camp Hillbilly



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By Peter Carter

Professional Driving 101

The things you learn not watching the road

Riding in the car with my parents. Dad always drove. Mom rode shotgun. When I was really little I could squeeze in between them but when I got bigger I graduated to the back seat to join a continually varying number of brothers and sisters.

One of my favorite road games: “Keep the speck of dirt on the window above the telephone lines.”

If the weather was nice, I played the upgrade: “Stick your arm out so your outstretched hand surfs the air above the wires and not let your wrist bend too much.”

It only occurs to me now that the second was better because it meant a window was down so smoke from Dad’s Export Plains would chimney out. On the other hand, I don’t recall the smoke bothering me much.

And while I’m on the topic, when I was growing up other rules seemed different, too.

One of the best trips I ever took was from Ottawa to Sudbury with two of my favorite aunts, Dad’s sisters Bonnie and Leona.

I was a student at Carleton U. in Ottawa. Back home in Sudbury, my uncle Alex on my mom’s side had passed away—he was hit by a car, actually—and I chauffeured my aunts, who were in their 70s, to the funeral.

I got to drive Leona’s beautiful two-door Pontiac while the “girls” sat in the back, reminisced, sipped rye and milk, smoked and announced—with increasing frequency as the miles passed—how handsome I was or what a great driver I was or maybe that they just loved me.

I wonder if people do stuff like that anymore.

But back to Dad.

Cruising down the TransCanada from Sudbury to the Ottawa Valley (Dad grew up in Corkery, ON) he would say something like “Did you see that? Two Charolais out in a downpour like this?”

Mom would say she didn’t notice and Dad would elaborate: the cows were beside a grey and red shed, in off the highway a bit.

Not only was it pouring—but Dad could see, count, identify and form an editorial opinion on something so far removed from the highway that he might as well have been in an office somewhere.

Dad reported on cloud formations; ungainly stacked hay; historic plaques, Hutterite-looking clerks at roadside markets and whether or not the corn was unusually tall for this time of year.

Much later, I learned how important it is for drivers to be aware of everything around them, but back then? I thought, “Does that man EVER look at the road?”

One thing my dad didn’t comment on? Other drivers’ behavior.

One thing my dad didn’t comment on? Other drivers’ behavior.

He would point out if a Buick blowing by us had mismatched sidewalls. Or if we were passing a certain kind of bus we might hear something about “pushers with no doghouses,” but I can’t recall Dad ever calling another driver a name or even commenting on erratic maneuvers.

Another topic he avoided: Traffic. It was completely irrelevant.

We used to joke that every time we drove through Pembroke they seemed to be holding some sort of town celebration that would invariably tie up the Trans Canada.

Dad was happy to tell us about why the parade was happening (probably a tribute to the area’s rich lumber heritage or Big Joe Mufferaw or something) but to complain about the traffic jam that resulted?

That would be useless whining.

Which wasn’t in Tom’s playbook.

Neither do I recall Dad ever talking about his own driving, as in how difficult a particular corner was, or how stressed or tired he might be. Or about the fact that, say, one of the windshield wipers was leaving a streak right at eye level.

Even though I’m pretty sure that driving seven hours on the two-lane Trans Canada through small villages with no power steering or A/C and with noisy kids in the car would stress out the Dalai Lama, Dad never let it get to him.

And that’s the sign of a truly professional driver. Which is what my Dad was. **TT**



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