



DRIVERS' VOICE:

"GOT AN IMPOSSIBLE JOB? GIVE IT TO AN OWNER-OPERATOR," PG. 25

Truckers' Guild Founder Larry Hall



Today's Trucking

The Business Magazine of Canada's Trucking Industry

WORLD-CLASS TRUCKING

What you can learn from Across The Pond, PG.28

Hard-to-track trucks, PG.33

A game-changing transmission, PG.48



CLASSIFIED ADVERTISING
 +
OWNER/OPERATORS & DRIVERS WANTED

OPPOSITE PAGE **44**

November 2012

www.todaystrucking.com

+
Your plain-English
GUIDE TO CSA PG. 39

CASCADIA® EVOLUTION

SURVIVAL OF THE EFFICIENT. In the trucking business, you either move forward or get left in the dust. That's why Freightliner took the game-changing Cascadia® and made it even better. The new Cascadia Evolution incorporates the latest in aerodynamic technology and runs only with the newly designed Detroit™ DD15® engine. As a result, the Cascadia Evolution achieves up to a 7% increase in fuel efficiency over our EPA 2010-compliant model. That's more than surviving. That's thriving. **THE CASCADIA EVOLUTION. POWERED BY DETROIT.**



Run Smart™



FreightlinerTrucks.com/Evolution





Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks dealer nearest you, call 1-800-FTL-HELP. www.freightlinertrucks.com. 7/12. FTL/MC-A-1208. Specifications are subject to change without notice. Freightliner Trucks and Detroit Diesel Corporation are registered to ISO 9001:2008 and ISO 14001:2004. Copyright © 2012. Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC. Detroit™ is a brand of Detroit Diesel Corporation. Daimler Trucks North America and Detroit are Daimler companies.

H2BluTM

2 **MAXIMUM**
PURITY AND PERFORMANCE

DIESEL EXHAUST FLUID



PURE PERFORMANCE.

H2Blu is formulated and tested to ensure Maximum Purity. This helps your fleet to Maximize the Performance benefits of SCR technology.

Benefits such as...

- Improved Fuel Economy – by as much as 5%*
- Reduced NO_x and Particulate Emission
- Optimized Engine Performance and Power

Helping Your Fleet and Helping the Environment... That's Pure Performance.



Please visit us at H2Blu.ca or call us at 1-888-99H-2Blu for more information about pricing, programs and equipment offers or to make an appointment with your local Wakefield Sales Rep.

*Versus non SCR technology
Produced and distributed by Wakefield Canada inc.



49 | SNOW? BRING IT! Mitsubishi Fuso's ready, with this new plow kit.



25 Kamloops-based ingenuity



43 Pavers recast '52 Ford

NEWS & NOTES

10 DISPATCHES
DOES A DRIVER'S
WEIGHT AFFECT
SAFETY?



- 11** Rx for Vancouver congestion
- 12** Cargo-crime crack down
- 13** Mind your parking-lot Ps'n'Qs
- 17** Trucking events to pencil in, featuring Trooper!
- 19** What's Trending on todaystrucking.com
- 20** News from around the industry
- 21** Truck Sales Statistics
- 26** Know any drivers who could use an extra \$10 grand?
- 43** Paving Company Rescues '52 Ford

FEATURES



28 COVER
STEP RIGHT UP!
Today's Trucking whisks you over to Germany where the western world's biggest truck show unfolds and where we learn what's coming from Across The Pond.
— BY JASON RHYNO

33 SECTORS
HE-MAN TRUCKING
Some sectors of this business simply aren't for the faint of heart.
— BY JIM PARK



OPINIONS

- 7** LETTERS
- 9** ROLF LOCKWOOD
- 54** PETER CARTER

SERVICE DEPT

- 23** A WINTER-DRIVING ATTITUDE
- 39** CSA, IN PLAIN ENGLISH



- 44** LOCKWOOD'S PRODUCT WATCH
- 52** GUESS WHERE THIS IS. WIN A HAT!
- 53** COMPANIES IN THE NEWS

ON THE COVER:

Check out the Mercedes-Benz Antos, designed for short-radius distribution. It's one of the countless new products launched at the Commercial Vehicle IAA in September. For more coverage, see Jason Rhyno's account of the show in "Step Right Up" on pg. 28.



UNPREDICTABLE COSTS? MEET UNLIMITED MILES

At Alliance Truck Parts, we only partner with the best suppliers to manufacture our all-makes parts. We're so confident in our parts that we back most of them with a minimum 1-year/unlimited-mile nationwide warranty.* In an industry that's tough to predict, look to the Alliance black-and-yellow for quality your fleet can count on.

Better Parts. Good Prices.

Find your nearest dealer at alliancetruckparts.com/dealers

* See warranty for complete details and limitations.

DTNA/PSM-A-729. Specifications are subject to change without notice. Copyright © Daimler Trucks North America LLC. All rights reserved. Alliance Truck Parts is a brand of Daimler Trucks North America LLC, a Daimler company.



**ALLIANCE
TRUCK PARTS**



@allianceparts



facebook.com/alliancetruckparts

NEWCOM

NEWCOM BUSINESS MEDIA INC.

451 Attwell Dr., Toronto, ON M9W 5C4
416/614-2200 • 416/614-8861 (fax)

VICE PRESIDENT, EDITORIAL

Rolf Lockwood, MCILT
rolf@newcom.ca • 416/614-5825

EDITOR

Peter Carter
peter@newcom.ca • 416/614-5828

ASSOCIATE EDITOR

Jason Rhyno
jason@newcom.ca • 416/614-5827

CONTRIBUTORS: **Steve Bouchard, Guy Broderick, Allan Janssen, Jim Park, Octavian Lacatusu** (Editorial Intern)

DESIGN LAYOUT

Tim Norton, Frank Scatozza
production@todaystrucking.com • 416/614-5810

PUBLISHER

Joe Glionna
joe@newcom.ca • 416/614-5805

NATIONAL ACCOUNTS MANAGER

Heather Donnelly
heather@newcom.ca • 416/614-5804

QUÉBEC SALES MANAGER

Denis Arsenault
denis@newcom.ca • 514/938-0639

PRESIDENT

Jim Glionna

CONTROLLER

Anthony Evangelista

PRODUCTION MANAGER

Lilianna Kantor
lily@newcom.ca • 416/614-5815

DIRECTOR OF CIRCULATION

Pat Glionna

CIRCULATION INFORMATION

P.O. Box 370, Station B, Toronto, ON M9W 5L3
416/614-2200 • 416/614-8861 (fax)

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

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

Canada



**Kenneth R. Wilson
Award Winner**

Member



Canadian Business Press



Audit Bureau of Circulations

High Maintenance, Low Appeal

After reading “10 Ways To Attract Women” (by Willa Dwyer, Sept.12) I found myself thinking of creative ways to repel them. The subhead: “How to make your fleet a female-driver magnet, at little or no cost” must be somebody’s attempt at humor.

Cleaning up all the “disorder and disrepair,” patching holes and a new coat of paint, making sure all my exterior areas and parking lots are well lit for their safety. Separate facilities, setting up a small exercise room, providing a clean, stocked kitchen. Oh yes, and my favorite, “Shape up Your Iron.”

So basically, I should run a trucking business out of a Good Life Fitness facility, with a well-stocked kitchen and make sure there are no blind spots outside so nothing



spooks them at night. Oh, and I need to replace all my equipment with brand new equipment, with “automatic transmissions and well-designed interiors to accommodate their shorter limbs.” Is that about right?

Any woman interested in trucking, or in my case construction trucking, better be able to adapt to a tough, heavy, environment of loading equipment, tarping and chaining down machinery, early mornings, hand bombing, shoveling and a host of other assorted

duties where she might break a nail. Oh, and manual transmissions. Nobody should ever learn on an automatic, or perform a test in one.

Having said all of that, there is a place for women in the industry. And I don’t mean in the office. But they need to realize most employers are not going to go out of their way to change a bunch of things at their own expense, just to be accommodating to someone who has to perform equally with their male counterparts. Patching holes and a new coat of paint? Probably not going to happen. Better exterior lighting that benefits everyone and keeps the equipment from theft. A separate room with a toilet and locker? Okay. A clean place to eat? Sure. Well stocked? Not likely. A small exercise room? Help the mechanics change a few tires. You’ll get your exercise. Shaping up my iron? Everything is in good shape and well taken care of. Drivers and equipment operators are given whatever they need to take care of their trucks and machines at my expense, and they are given paid time at the end of the week to wash and even wax if they want. Nobody is allowed to smoke in anything.

In short, if I am going to hire a woman, I want one that can walk in the door and start work like her male counterparts, without a lot of fuss and bother. Willa Dwyer happens to think that “compared to men, women are easier to train, better at paperwork, gentler on equipment, more polite, and take fewer risks.” That may be true, but if they require a lot of extra expense and accommodation, you’re not really benefiting your company by hiring them, are you?

— **Daniel D. Shepherd, St. Catherines, ON**

What’d you expect at a joint called Stallion?

I thoroughly enjoyed Jim Park’s piece on the truck stops of yesteryear—especially his mention of The White Stallion on the old 69 highway in Mactier, ON. (“The Truck Stops Here,” Aug. ’12.) I remember stopping there for bathroom breaks as a child and puzzling over the vending machine that sold such mysteries as “French Ticklers” and miracle growth cream. Truck stops have certainly changed. Congrats on 25 years, too.

— **Duff McCutcheon, Toronto, ON**

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



Choose Mobil Delvac 1™ for ultimate cold weather protection and a chance to **win great prizes,** including a snowmobile.



Winterize your vehicle with Mobil Delvac 1™ diesel engine oil: formulated to protect critical engine parts at extreme temperatures. Plus, enter the Winterize Your Life contest for your chance to win instant and daily prizes including a 2012 Polaris snowmobile, snowblower or hockey equipment.

Enter at winwithmobil.ca and Winterize Your Life.

Mobil Delvac 1™



No purchase necessary. Contest Period begins October 1, 2012 at 9:00 AM Mountain Time ("MT") and closes on November 30, 2012 at 12:00 AM MT. There are 60 Instant Win Prizes, each consisting of \$50 Cnd in Tim Hortons gift cards, and 45 daily prizes available to be won (one to be awarded each weekday of the Contest Period) consisting of one (1) 2012 Polaris Snowmobile shipped to anywhere in Canada, and 44 gift cards for either a sporting goods store or an electronics retailer valued between \$75 and \$1,000 Cdn. The approximate retail value of the snowmobile is \$12,000 Cdn. For the daily gift card prizes, there are 10 gift cards for an electronics store available to be won valued between \$75 and \$350 Cdn (totaling \$2,300 Cdn) and 34 gift cards for a sporting goods store available to be won valued between \$75 and \$1,000 Cdn (totaling \$5,425 Cdn). Skill-testing question required. For complete contest rules, privacy policy and entry details, visit www.winwithmobil.ca. All trademarks used herein are trademarks or registered trademarks of Exxon Mobil Corporation or one of its subsidiaries.

By Rolf Lockwood



Rules To Rue

Whether you're talking EOBRs, cell phones or CB laws, some regulations are just itching to be broken.

You know I hate rules. If you've read this column even sporadically over the years, you'll have 'heard' me bitching about everything from speed limiters to emissions mandates. But there's one I like, which I'll get to in a minute.

I have a particular hatred of hours-of-service rules, or at least of their nonsensically arbitrary nature. And therefore of electronic onboard recorders, EOBRs.

If I were out there hauling loads of widgets from A to B and back again, I'd go crazy in no time. Every day I'd find myself looking for a non-existent parking spot at a point when the law demanded it while my body would be saying 'Whaaat? Already?' And then I'd spend a few hours wide awake, bored stiff, and sitting still, the frustration growing with every minute. Like as not, when the numbers said I was good to go again, I'd be ready for a nap within an hour or three—but unable to take it because I'd never get the widgets to Wisconsin in time if I did.

And at that point I'd be legal but dangerous.

My body's rhythms aren't typical. I don't need a lot of sleep, actually don't even like it much. Waste of good hours, I say. My normal bed time is about 3:00 a.m., frequently later, and I'm back at the keyboard somewhere between 8:30 and 9:30. Alert, too, if not very chatty.

But those particulars don't matter much at all, the point being that 'typical' is hard to define. I'll bet that many thousands of truck drivers are just as atypical as me. In fact I know it. The rules, such as they presently are, were built by wildly scientific calculations based on means and averages, and they may well fit most drivers more or less. But I'd bet you could quantify 'most' in the 50-60 percent range. The rest? Well, they suck it up. Or they bitch and moan and get all gnarly. Maybe they even leave the industry.

There has to be a better way.

OK, so that's one rule among the many I despise, but there's actually one I like, which surprises me no end. The ban on cell-phone use while driving makes perfect sense to me. It didn't at first, so finding myself angry when I see another driver blabbing

away on his iPhone—a very, very common sight—really is a surprise. I'm usually the first one to say 'to each his own' but not when my life is endangered.

Shockingly enough, I'm not even sure I like the hands-free solution. There's still a bit of button-pushing to do, and then there's the distraction of the subsequent conversation. I don't even like talking to my passengers most of the time. So more often than not I'll pull over if I have to make a call or receive one that's going to demand much of my brain.

Frankly, having examined my own cell use pretty carefully, I'm somewhat reluctantly tempted to suggest banning use of the damn things in vehicles entirely.

Yeah, I know, what have I said?

But how far down that road should we go? The list of on-the-road distractions is a lengthy one. Like the search for a new CD to shove in the stereo. Chomping on a Big Mac. Billboards with clever lines or pretty girls or phone numbers you just have to catch. Do we ban all that?

And what do we do about some of the biggest distractions of all? Like worry over making the next truck payment, like re-living and regretting the fight you had with your mate this morning, like fretting about your kid's problems in school. Obviously there's no controlling any of that.

Which leads me to my usual response to excessive rule-making and the unimaginative plods who feel bound to create them: we cannot make a perfect world. The best we can do is limit risk where there is an obvious—really obvious—gain to be had. Hoping all the while that common sense will prevail.

We've recently seen a rare example of exactly that when Ontario's Minister of Transportation extended the exemption for the hand-held use of CB radios by commercial drivers for an additional five years. The original exemption was for two years, made back in 2009, the idea being that in the meantime some hands-free alternative would be developed. Hasn't happened yet, hence the extension.

CB radios, it seems to me, are entirely different from cell phones and I don't even see the need for a hands-free gizmo. The suits now have half a decade to figure that out. **TT**

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

Frankly, having examined my own cell use pretty carefully, I'm somewhat reluctantly tempted to suggest banning use of the damn things in vehicles entirely.

Dispat

BY JASON RHYNO

BASIC Problems

The American Transportation Research Institute wanted to find out if CSA percentile scores actually relate to safety. What they found was a serious flaw in the Driver Fitness BASIC.



Better tell your Stateside drivers to ease up on the salads and exercise. A study released last month by the American Transportation Research Institute (ATRI) found that when a driver's fitness record improves under the CSA's Driver Fitness BASIC category, the carrier's crash rate goes up.

It's perhaps the most alarming outcome of the study, which analyzed Safety Measurement System (SMS) and crash data for a sample of 471,306 active carriers. Titled *Compliance, Safety, Accountability: Analyzing the Relationship of Scores to Crash Data*, the study focused on the five BASICs that are available to the general public.

While there have been numerous studies that have attempted to understand the degree to which carrier's scores are related to actual crash involvement, researchers at ATRI wanted to use a more targeted analysis to answer two questions:

- 1 Are percentile scores related to actual safety?
- 2 Does CSA properly classify

carriers according to crash risk (i.e. do carriers with "Alerts" have higher crash rates than carriers without "Alerts"?)

A high percentile of scores in a Behavior Analysis Safety Improvement Category (BASIC) is supposed to point to a lack of compliance and a greater chance of safety problems (read: crashes). The Driver Fitness BASIC does the exact opposite, the study found. (A similar problem also existed with the Controlled Substances and Alcohol BASIC, although to a much lesser extent.)

The scope of the problem should be considered, however. Roughly 10,500 carriers have a CSA profile that publicly displays a flawed

percentile in both of those BASIC categories. That number, roughly two percent of all active carriers, should be considered against the 89,829 carriers who have a score in the Unsafe Driving, Fatigued Driving and/or Vehicle Maintenance BASICs; those three BASICs checked out fine.

Still, though, it's problematic; that's 10,500 carriers who may not be getting business because their publicly displayed CSA score is turning off shippers, or causing insurers to charge them more.

The reason for the discrepancy, ATRI said, could be that the Federal Motor Carrier Safety Administration (FMCSA) severity weighting

ches

CARGO CRIME, PG.12 Partnership to Apply Brakes on Cargo Crime



**DRIVER
ETIQUETTE
— PG.13 —**
Complaints about
trucks taking
up parking spots
reserved for LCVs

methodology places too much weight on safety-irrelevant violations and too little weight on safety-critical violations (the Agency's severity weighting methodology is not public information, noted ATRI).

The study also found that the best indicator of crashes is not how many BASIC

"the SMS methodology for assigning carriers with an 'Alert' status seemed to target carriers with lower crash risk than those without an 'Alert'."

The solution, ATRI suggested, could be in the way that carriers are classified when it comes to safety, and how that information is shared with the public.

carriers have found to be true in their operations—namely, that scores in the CSA Driver Fitness BASIC do not bear a statistical correlation to crash risk," he said to the Subcommittee.

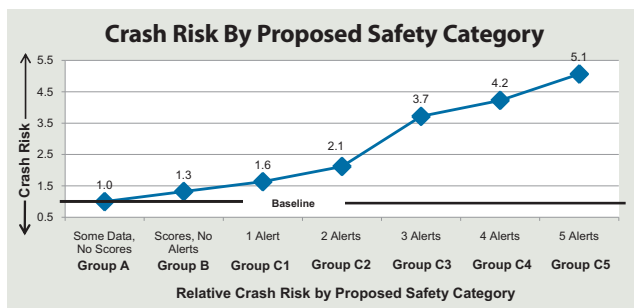
Whether or not the FMCSA will adjust—and how quickly—remains to be seen.

Still, though, there are portions of CSA that are working as intended, Mugno told the Subcommittee, and "the industry has always supported CSA where it does reduce crash risk." **TT**

The congestion in the 54-year-old George Massey Tunnel, which connects Richmond to Delta, is familiar to BC truckers and commuters, and a replacement, agrees everyone, is long overdue.

The tunnel carries over 80,000 people each day, and while it has served the region well, Highway 99 is now seeing over four hours of congestion a day in both directions. Add in the estimated Metro Vancouver population growth set to increase by one million people come 2031, and container capacity at Port Metro predicted to double by 2030—increasing truck traffic between Surrey, Richmond, and Delta—and you've got yourself a sizable economic bleed.

According to the Vancouver Sun, a 400-page Canadian Environmental Assessment Act screening report, released earlier this year for Port Metro Vancouver's Deltaport Terminal, Road and Rail Improvement Project, noted that the port expansion project could bring in 1,300 more truck trips per day. Once the terminal reaches capacity in 2017, total truck trips into and out of the port would total 4,700 per day. An estimated 35 percent of those trucks



Empirically Determined Continuum of Safety Risk

Classification Group	Description	Level of Safety Risk
		Low → High
Group A	Sufficient data in at least one BASIC, but no scores	→
Group B	Scores in at least one BASIC, but no "Alerts"	→
Group C-1	1 "Alert"	→
Group C-2	2 "Alerts"	→
Group C-3	3 "Alerts"	→
Group C-4	4 "Alerts"	→
Group C-5	5 "Alerts"	→

scores a carrier has, but how many "Alerts" the carrier has. However, carriers with an "Alert" in the Driver Fitness BASIC had a lower crash rate than those without an "Alert" status.

In the Driver Fitness BASIC, ATRI concluded that

Scott Mugno, vice president of Safety, FedEx Ground testified on behalf of the American Trucking Associations (ATA) at a Congressional Subcommittee on CSA in September. "The conclusions in ATRI's study support what many motor

INFRASTRUCTURE George Massey Tunnel Set to Get Heimlich

The George Massey Tunnel is a notorious choke point for traffic, one that threatens to worsen as an estimated population increase hits Metro Vancouver and container traffic at the ports doubles over the next couple of decades. The province, however, looks to be opening an air hole with the announcement of a replacement for the tunnel. But don't hold your breath; actual construction is years away.

— **By Jason Rhyno**

One of BC's worst traffic choke points is on the docket to be replaced, the Province of British Columbia announced in October.

Dispatches

would use the tunnel.

Don't expect to see guys with hardhats and shovels anytime soon; the project could take up to 10 years. At this point, the project's form (tunnel or bridge) and cost are yet to be decided. There are still consultations with stakeholders to be scheduled, along with all the other "bridge-building" requirements.

The Massey Tunnel replacement "needs to be addressed within a predictable timeframe," commented British Columbia Trucking Association (BCTA) President and CEO, Louise Yako.

Meanwhile, the province also announced that \$650 million will be spent over the next 10 years to four-lane the Trans-Canada between



Kamloops and the Alberta border. A "high priority," Yako said.

"Completing the four-laning of this important national transportation corridor will not only benefit trade, it will improve the safety of all drivers traveling that route."

The BCTA would like to see the federal government

join the province in ensuring the projects are delivered in a timely fashion.

"Support from all levels of government is necessary to ensure our transportation system keeps pace with the projected growth in Asia-Pacific trade," Yako said.

That means working

closely with municipalities, First Nations, and respecting environmental concerns. As for federal support, it may also require BC to play nice with Alberta on the Enbridge pipeline—a project close to the federal government's heart. **TT**

CARGO CRIME

Partnership to Apply Brakes on Cargo Crime

Just in time for "stealing season," a new partnership between the Canadian Trucking Alliance and CargoNet hopes to increase information sharing between carriers and law enforcement.

— **By Octavian Lacatusu**

The Canadian Trucking Alliance (CTA) and CargoNet announced in October they are working

THE POWER TO

to help motor carriers by introducing an additional layer of security to reduce carrier vulnerability to theft.

Also on the agenda is providing police agencies with critical information in apprehending criminals who commit these crimes.

This comes as good news to the industry, according to CTA CEO David Bradley.

“By joining forces with CargoNet, which is already working with carriers and police departments in the United States, we are able to provide a secure mechanism that will assist the Canadian trucking industry and police in better addressing many of the issues and recommendations identified in CTA’s report on cargo crime released a little over a year ago,” he said.

Those determined in committing hit-and-run attacks on truckers will have their acts recognized nearly everywhere they go.

CargoNet features a national database, 24/7 theft alert system, a task force and investigations support. They also provide driver education and awareness training and a tractor-trailer theft deterrence program.

The purpose of CargoNet is to prevent cargo theft and increase recovery rates through secure and controlled information sharing among theft victims, their business partners, law enforcement and the National Insurance Crime Bureau (NICB). A national database, managed by crime analysts, allows for information-sharing. CTA member

carriers will also have a seat on CargoNet Canada’s advisory board.

David Shillingford, president of Verisk Crime Analytics, said that they are excited “to support CTA and the industry in the implementation of one of the major recommendations of the study; secure data collection and sharing between cargo theft victims and law enforcement.”

Bradley stressed the need for everyone’s co-operation and awareness as critically important to ensure the newest preventive measure will produce positive results.

“Cargo crimes affect the entire supply chain; from shippers, to insurers, to carriers, their employees and ultimately the end customer,” Bradley said. “[...] we need to

work with and convince members of the enforcement community, governments and the Canadian judicial system that cargo crime, which is increasingly orchestrated by sophisticated organized crime syndicates, is a serious issue that is costing the Canadian economy billions of dollars.” 

DRIVER ETIQUETTE

What a Guy!

There seems to be an uptick in complaints about trucks taking up parking spots reserved for LCVs. Is this an isolated incident or does it speak to a larger issue of etiquette and respect?

— **By Jason Rhyno**

Dan Adams, a 34-year trucking vet, was west of Brockville, ON. at an OnRoute when he saw every LCV



DEFY FUEL PHYSICS.

Miles go up. Costs go down. Tank empties. Bank fills. Impossible? Not with PeopleNet. We can see opportunities for MPG gains where others can't. Guaranteed. Find out more and get the power too:

peoplenetonline.com/ThePowerTo



A FLEET MANAGEMENT, MOBILE COMMUNICATIONS AND ONBOARD COMPUTING COMPANY
©2012 PeopleNet.

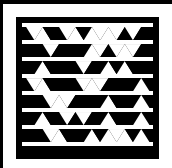


Serious trucks.™



THE CURVES MAKE IT EFFICIENT. THE EDGE MAKES IT OURS.

Western Star is known for building good-looking trucks. But with the Fuel Efficiency (FE) package on a 4900SB, we're also known for being the company that combined classic styling with aerodynamics, lightweight options and up to 530 horsepower under the hood to create the first fuel efficient truck that is all Western Star. **FIND OUT MORE AT WESTERNSTAR.COM**



ON THE ROAD?

Use your smartphone to scan this code. **GET THE FREE APP AT [HTTP://GETTAG.MOBI](http://gettag.mobi)**

WS/MC-A-449. Specifications are subject to change without notice. Western Star Truck Sales, Inc. is registered to ISO 9001:2008 and ISO 14001:2004. Copyright © 2012 Daimler Trucks North America LLC. All rights reserved. Western Star Truck Sales, Inc. is a subsidiary of Daimler Trucks North America LLC, a Daimler company.

Dispatches

parking spot taken up—not by LCVs.

Adams asked one driver taking up an LCV spot what he was doing.

“There’s none around, it doesn’t matter,” the driver answered.

“These guys,” Adams told me, “just don’t get it and don’t care.”

“You talk to LCV drivers and a lot of them say they just pull in the front now,” Adams said. “They don’t even go around the back cause they won’t get a spot and they can get hung up back there.”

The main reason he contacted us (full disclosure: he contacted journalist Jim Park who passed it on to us), however, was to inquire who was responsible for enforcing parking at OnRoutes.



“I know the OPP will give you a ticket if you’re parked in a fire route. Is there actually something on the books for guys who are parking in the LCV spots? If the OPP were to just spend a week doing a blitz on it, it would get the word out,” Adams said.

A quick call to the Ontario Provincial Police

(OPP) revealed that, no, it’s not the responsibility of the OPP. The property owners, the OPP said, are responsible for calling municipal bylaw enforcement if they are having an issue with parking.

The owners in this case would be OnRoute.

“Parking is managed by OnRoute,” said Sarah Cody, Sr. Director Communications and PR with a firm that handles public relations for OnRoute. “We try to manage the parking through signage and visual inspections but cannot control the etiquette of drivers, either commercial or non-commercial, beyond those measures.”

So really, nobody wants to touch the issue. And we can’t blame OnRoute for not wanting to call municipal bylaw enforcement to start ticketing truckers; real bad for business.

It shouldn’t have to come to that, anyway.

“I’ve been doing this for 34 years,” Adams said. “There’s no courtesy at all out here and guys just don’t seem to care.”

The question, then, is why?

“You get a lot of guys doing this as a second career. Unemployment says ‘Here, you’re going to go drive a truck’ and they’re not into this,” Adams explained. “A lot of the newer Canadian drivers don’t know, either. There’s no companionship, no teamwork out here, and you turn the CB on and you hear hardly anything. Nobody passes on information anymore.”

— continued on page 18

The confidence to pull you through, in any season.



HDW2

Optimum grip and great traction on winter roads are just two advantages of Continental’s new HDW2® truck tire. Providing up to 10% more traction* on snow, this new winter drive tire handles even heavy loads with excellent directional control. The deeper, 2-stage tread pattern wears down for summer use, so you can count on its performance year-round.

Available now in Canada through your local Continental dealer.

Continental



www.continental-truck.com

*Compared to previous generation HDW tire

Nothing makes CNG/LNG engines work better than ALLISON Automatics.



Proven on job sites, delivery routes, in stop-and-go and all types of short haul operations, Allison fully automatic transmissions make the absolute most of CNG/LNG engines.

Allison Automatics' incredible startability and efficient transfer of horsepower easily overcome the inherent lower horsepower, less torque and slower response time-to-throttle cycles

of CNG/LNG engines. No manual or automated manual can accomplish that.

Manual and automated manual transmissions simply can't match Allison Automatics in experience, performance and reliability with CNG/LNG engines. Ask your dealer about the natural advantage Allison Automatics offer CNG/LNG vehicles.



© 2012 Allison Transmission Inc.

DRIVING TRANSMISSION TECHNOLOGY®
www.allisontransmission.com/naturaladvantage



logbook2012

November

1

NOTA BENE: The Canadian Border Services Agency (CBSA) has stated that all carriers coming from the United States must be registered with the Automated Commercial Interface eManifest program by November 1. Don't risk delays at the border. Find out more here: www.cbsa-asfc.gc.ca/prog/manif/portal-portail-eng.html

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

6-10

Natural Gas Vehicles Global Biennial Conference and Exhibition

Banamex Center, Pavilion A, Mexico City

Website: www.ngv2012.com

10-14

National Industrial Transportation League Annual Meeting and Exhibition

Anaheim, CA

Website: www.nitl.org

11-13

Intermodal Expo

Anaheim Convention Center, Anaheim, CA

Contact: 866-438-3976

Website: www.intermodal.org/expo

15

Manitoba Trucking Association Fall Awards Dinner

The Gates on Roblin, Headingly, MB

Contact: 204-632-6600

Website: www.trucking.mb.ca

14-15



Canadian Waste Recycling Expo

International Centre, Toronto

Website: www.cwre.ca

28-30

The **American Trucking Associations (ATA)** will host "the first-ever national summit" about the growing use of natural gas in the trucking industry. Arlington, VA.

Contact: 703-838-1935

Website: www.truckline.com

29

Toronto Transportation Club Annual Dinner

Fairmont Royal York Hotel, Toronto

Website: www.torontotransportationclub.com

november

December

1

Island Equipment Owners Association Truck Light Convoy

Victoria, B.C.

Contact: 250-382-4362

2

Christmas Truck Parade

Cloverdale, B.C.

Contact: 604-576-3155

NEW YEAR

January 16-18, 2013

70th Annual B.C. Truck Loggers Association Convention & Trade Show



Victoria Conference Centre & The Fairmont Empress Hotel, Victoria, B.C.

Website: www.truckloggers.com

March

6-8

The Work Truck Show and NTEA Convention

Indianapolis, IN

Website: www.ntea.com

21-23

Mid-America Trucking Show

Louisville, KY

Website: www.truckingshow.com

April 11-13

EXPOCAM

The Meeting Place for Canada's Trucking Industry.

Place Bonaventure, Montreal

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

Website: www.expocam.ca



Go Online
for more events, visit
todaystrucking.com



Nov. 8-9

Ontario Trucking Association Annual Conference

Featuring Trooper!

DoubleTree by Airport, Toronto

Contact: 416-249-7401

Website: www.ontruck.org

Dispatches

Adams has a good point: “nobody passes on information.”

People new to any industry, no matter their age, need help and guidance by the veterans; there are things that they just don't teach you in school.

With new people coming into the industry every day, it's probably best to just assume they have no idea about trucking etiquette. They're probably more worried about not being late and the 15 billion regulations.

Is it sad and frustrating that we have to teach etiquette? You bet. And, as Adams notes, “a lot of this is just plain laziness.”

But still, it's worth taking the time to pass your knowledge on, advise new drivers,

and do it with the understanding that every driver shares the same challenges and pressures.

Former driver, and now driver-trainer Steve Rock, told me a story about his



SHARE THE TAR, MACK: Has truck stop etiquette gone the way of the two-stick transmission?

first long-haul trip in Canada (Rock's a Brit). He had little food with him, his kettle wouldn't work, and he was feeling homesick.

That feeling was made worse when Rock pulled into a little restaurant in Chalk River, ON., and he discovered

that he was out of hours. “This meant a 36-hour reset was on the cards.”

Five hours before his reset was about to end, a big, red Pete pulled in next to Rock. “I was feeling a

little better physically, but desperately needed to chat to another human being, so I got out of my truck and greeted the driver.”

The driver had stopped for supper, but invited Rock to join him for a coffee.

“During our chat this guy

turned my situation completely around. I soon began to realize that being a long-haul trucker was more than just a job; it was a lifestyle. And one which would take a little time to adjust to.

The driver could have finished his supper and hit the road, but he opted instead to stick around for three hours until Rock could legally drive again and they could do the Montreal run together.

“What a guy,” Rock says. “I honestly think that if it were not for him, I would have hung my long haul keys up as soon as I got back to Toronto. Instead, I had a new outlook on many things, the main one being the camaraderie that exists between truck drivers.” **TT**

Kärcher Classic Hot Pressure Washers

USE 25+% LESS FUEL

Saving you \$1,000 or more per year in fuel costs!



\$864.⁰⁰
Value

Valid until November 30, 2012

Purchase any Kärcher Classic Hot Water Pressure Washer and receive a Kärcher Push Sweeper **NO CHARGE!**

Email: promo_kci@karcherna.com with your contact information and a Kärcher representative will contact you!



KÄRCHER

makes a difference

Trending

THE BEST FROM
Today'sTrucking.com



— IN THE —
NEWS

Navistar Announces Retirement of Hebe

After much speculation, **James Hebe**, Navistar senior vice president, North

America Sales Operations, is officially retiring, the company announced in early October.

The announcement comes not long after other corporate-level shake-ups at Navistar, which has been re-grouping in order to bring an EPA-compliant engine lineup to market.

“Jim Hebe has been a significant figure in our industry for four decades,” said Jack Allen, president, Navistar North America Truck and Parts, in a statement. “We have benefited greatly from his many contributions, perhaps none more important than Jim’s passion for developing deep customer relationships, which has become embedded within Navistar’s sales and marketing team. We thank him for his service and wish him the best in retirement.”

PETE’S BLOG & GRILLE:

Dwayne’s & My 50 Best Trucking Songs Ever. Again.

A few years back **Today’s Trucking** Magazine published a list of the 10 Best Trucking Songs of all time, as chosen by me. Shortly afterward, we received an email from Dwayne Rae, of Owen Sound, ON.

He said “Why stop at 10 when there are so many great trucking songs out there to choose from?” And he provided us a list of 50 others.

We posted Dwayne’s list. And darned if Dwayne Rae’s 50 Top Trucking Song List didn’t turn out to be the single Most Popular Story **Todaystrucking.com** has ever posted.

Music and truck lovers from around the globe chimed in. We struck a chord. Responses are still arriving.

Enter Martin Smith and Jason Rhyno. They’re my clever colleagues here at **Today’s Trucking** and they suggested we provide direct links to these fabulous songs.

I hit the web one evening and proceeded to be amazed.

I discovered that every last one of our chosen songs is online, free for the listenin’. Who knew?

Visit [todaystrucking.com](http://www.todaystrucking.com) for NEWS as it happens or sign up for our newsletters at <http://www.todaystrucking.com/newsletters.cfm>

What’s Tweetin’?
When we posted the 50 Best Trucking Songs of All Time, apparently we missed some. Thankfully, our Twitter friends helped us out.



@SunteckSTG: Please can I see Ramble On from Zeppelin on that list?

@xxxPiemanxxx:

Just living da dream. I’m surprised ‘fat bottom girl Betty’ (Queen) not here to take me home with her!

@tank_yanker:

Stranglehold, Ted Nugent #50besttrucksongs

@heavyhaulchick: overdrive by the Roadhammers

@TheHellraiser78:

Highway 20 Ride by Zac Brown

FOLLOW US @ todaystrucking

Heard on the Street

Aftermarket Strategizing

Meritor has expanded its aftermarket distribution center in Edmonton, saying it will improve service and delivery time to its western Canada OE dealer and warehouse distributor customers. The 35,000-sq-ft facility now stocks a full line of Meritor and Euclid drive train and undercarriage products.



Canadian Truckers Get in On Shell Game

When **Shell Rotella** launched “My Miles Matter” program south of the border, word spread and Canadian drivers wondered “What about us?” Shell responded. Drivers can now earn reward miles upon purchase of select Shell Rotella products and services. To begin earning reward miles, participants must first register on to the “My Miles Matter” website and enter their 12-digit code found under the cap of specially-marked bottles of Shell Rotella T Triple Protection, T5 synthetic blend or T6 full synthetic.



Mullen Over Health Care

Want to improve health-service delivery? Get a trucker to do it. That’s what’s happening in Alberta. **Stephen Lockwood**, president of **Mullen Group**, has been appointed the new board chair of Alberta Health Services. Lockwood has promised to “challenge conventional thinking and be creative to make things better...”

Feds Use Tandet as Podium in Anti-Red-Tape Campaign

“Tandet is not just a trucking company. It is a critical vehicle for keeping the Canadian economy moving.” That’s what Federal Treasury Board President **Tony Clement** had to say about Mississauga-based **Tandet Group** last month when he dropped in to announce the Fed’s Red-Tape-Reduction Action Plan. “We are not opposed to regulations,” President **Scott Tilley** said during Clement’s visit, “but we do want them to be smart regulations that are uniformly applied.”



Octavian Lacatusu

Today’s Trucking Takes on Team Editor

Octavian Lacatusu has joined **Today’s Trucking** and *todaystrucking.com* as an editorial intern. Through a program organized by the Canadian Society of Magazine Editors (CSME) Lacatusu—a certifiable car nut and gifted writer—joined the operation in early October and after four days on the job, pronounced: “The work environment here feels alive, pulsating almost—it makes me feel like I’m ready to roll in any direction.” Lacatusu is a former student of **Today’s Trucking** Editor **Peter Carter**, who teaches a course in Magazine Journalism at Centennial College. Watch for Lacatusu’s byline here and on *todaystrucking.com*.

Jonjo Refrigeration Buys Eastern Canada Thermo King

Jonjo Transportation Refrigeration (JTR) has purchased **Thermo King Eastern Canada** (TKEC), making JTR one of the top providers of transport refrigeration equipment and service in Eastern Canada. “The combination of TKEC with our years of industry experience will provide our customers an unparalleled level of service and support,” said **John O’Dwyer**, president of JTR.

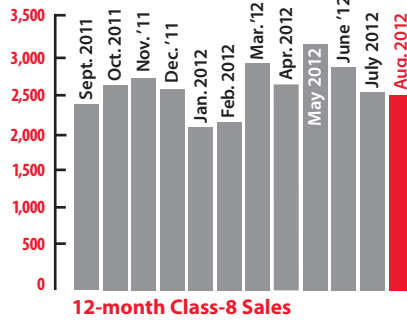
Speciality Trailer Folks Fire Up Old Factory

Since 1977, **Scheltema Trailer Manufacturing** has been building custom lowboys and specialized trailers for heavy-haul applications. And in late August, the company announced that it’s growing and moving into a new 180-sq-ft facility. The move means that Scheltema is breathing new life into an old John Deere property, which accommodated an assembly plant and a fabrication facility until it closed in 2006.

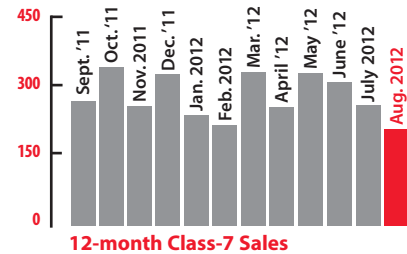
Canada – Truck Sales Index

August 2012

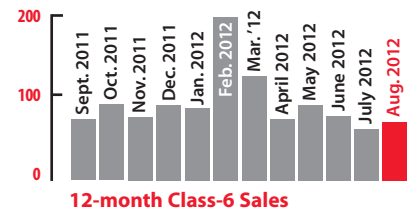
CLASS 8	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	675	5153	4105	24.7%	26.0%
Kenworth	428	4258	3198	20.4%	20.3%
International	394	3236	3147	15.5%	19.9%
Peterbilt	335	2777	1701	13.3%	10.8%
Volvo	271	2353	1502	11.3%	9.5%
Mack	209	1572	1047	7.5%	6.6%
Western Star	205	1533	1080	7.3%	6.8%
TOTAL	2517	20,882	15,780	100.0%	100.0%



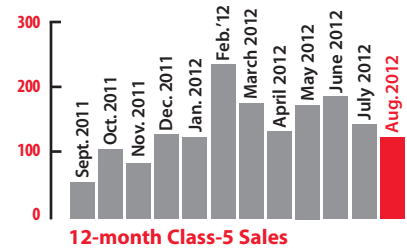
CLASS 7	This Month	YTD '12	YTD '11	Share '12	Share '11
International	67	645	748	30.6%	40.0%
Freightliner	42	507	310	24.0%	16.6%
Kenworth	40	395	336	18.7%	18.0%
Peterbilt	29	324	228	15.4%	12.2%
Hino Canada	29	239	248	11.3%	13.3%
TOTAL	207	2110	1870	100.0%	100.0%



CLASS 6	This Month	YTD '12	YTD '11	Share '12	Share '11
International	21	304	239	40.9%	38.9%
Hino Canada	26	224	268	30.1%	43.6%
Freightliner	16	204	99	27.4%	16.1%
Peterbilt	4	12	9	1.6%	1.5%
TOTAL	67	744	615	100.0%	100.0%



CLASS 5	This Month	YTD '12	YTD '11	Share '12	Share '11
Hino Canada	65	732	385	57.1%	56.6%
International	44	385	253	30.1%	37.2%
Mitsubishi Fuso	7	141	0	11.0%	0.0%
Freightliner	0	12	24	0.9%	3.5%
Kenworth	2	9	16	0.7%	2.4%
Peterbilt	0	2	2	0.2%	0.3%
TOTAL	118	1281	680	100.0%	100.0%



Eastern Canada

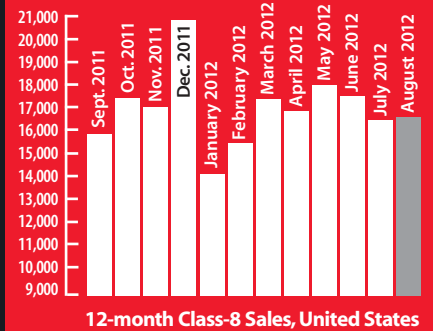
www.easterncanada.cummins.com



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

U.S. – Retail Truck Sales*

CLASS 8	This Month	YTD '12	Share '12
Freightliner	5872	42,323	32.0%
International	3039	25,156	19.0%
Kenworth	2074	18,764	14.2%
Peterbilt	2038	18,554	14.0%
Volvo	1524	13,927	10.5%
Mack	1600	11,736	8.9%
Western Star	348	1697	1.3%
Other	2	7	0.0%
TOTAL	16,497	132,164	100.0%



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	68	77	31	22	344	87	31	13	0	2	675
Kenworth	53	169	26	14	83	76	7	0	0	0	428
International	15	100	4	17	159	69	16	6	3	5	394
Peterbilt	23	122	33	40	56	42	19	0	0	0	335
Volvo	19	31	9	15	137	53	4	1	0	2	271
Mack	8	26	32	11	88	33	9	2	0	0	209
Western Star	36	99	5	2	17	22	5	16	3	0	205
TOTAL	222	624	140	121	884	382	91	38	6	9	2517
YTD 2012	1726	4839	1007	1471	6981	3642	743	343	51	79	20,882

ACTIONS SPEAK LOUDER THAN WORDS.

PROSTAR+ AND CUMMINS ISX15-
BACK TOGETHER.

Reserve yours today. 1-888-9-PROSTAR



© 2012 Navistar, Inc. All rights reserved. All marks are trademarks of their respective owners.

NAVISTAR



One Truck At A Time

Winter's just around the corner. It's time you gave safety a serious re-think.

By Dan Dickey

Traveling westbound up a hill through the Rogers Pass last week, I attempted to overtake another trucker, but close to the end of the passing stretch, he chose to swerve towards me. I figured he didn't want me in front of him, so I backed off and followed him up the hill.

I stayed behind. I could tell from the way he was driving—wandering back and forth, shoulder to center line and back again—that he seemed tired and more interested in what I was doing behind him than where his position in the travel lane was.

At one point, I realized we

According to reports, the driver lost control, the truck rolled on to its side, slid over the guardrail and landed upside down in the oncoming lane.

I did not see the crash, thank goodness, and I was not even aware of it until I was past the scene. (The driver survived.) As soon as I figured out what had happened, I called emergency services. I did not stop. Several trucks had already arrived and there was nothing I could do.

I learned later, but it didn't come as a surprise, that the man behind the wheel was a

I just hope that as this winter sets in, folks who are not familiar with the roads they travel on will take it easy, follow the posted limits and learn from others around them.

As far as I can tell, the only way to make the roads safer is by doing it one truck at a time.

There was a time when we knew most of the truck drivers sharing our roads. Over the last couple of decades, we professional drivers have lost touch with each other on a

safely and in a reasonable time. A carrier must be more interested in getting trucks to their destinations reliably and safely, every time.

My pledge to my fellow drivers is that I will attempt to show you respect and patience, and help to improve the safety of the working environment that we find ourselves in. I only ask that you in turn do the same to me and the other motorists that travel the highways. I have a family, a wonderful,

As far as I can tell, the only way to make the roads safer is by doing it one truck at a time.



were both exceeding the posted limit so I slowed down, but he maintained speed. As I started down the west side of the pass, I could see his taillights enter one of the curves at the bottom of the hill. It was the last curve that this truck and trailer would ever negotiate.

In the 30 or so seconds between him and me, this young driver's life would be changed forever.

young, inexperienced driver. While he had a beautiful truck and trailer and a wonderful opportunity that many of us had wished we had when we started, he didn't realize the inherent dangers that were lurking as he forged ahead through the dark on one of Canada's most beautiful, dangerous stretches of highway. He should have known better than to try to pass and get ahead.

personal level, and as such the respect for ourselves, and each other, has evaporated at an alarming rate.

In the interest of saving lives and saving equipment, I implore each of you (myself included) to make a pledge to yourselves and your families to help each other do everything in your power to operate safely.

It's not about getting there first; it's about getting there

beautiful wife, two young boys who want to see their dad when he can get home, and a network of friends with whom I share my life. I'm sure that many of you do also.

At the end of the day, the real difference between you being ahead of me or behind me will only be a few minutes. The consequences of a bad decision may live with us for the rest of our lives.

Don't let a moment's aggravation lead you to a lifetime of regret and heartache.

Good luck this winter, and be safe. Someone is relying on you to get home safely. **TD**

A driver for the past 22 years, with 16 of those as an owner-operator, Surrey-based **Dan Dickey** also blogs for todaystrucking.com. His motto: "There're two things that matter in trucking: The Home Time, and The Bottom Line."

HIGHWAY STAR OF THE YEAR

\$15,000 IN CASH AND PRIZES

That's what's up for grabs for the next Highway Star of the Year. The winner receives:

- ★ \$10,000 in cash
- ★ An Espar Heater System
- ★ Road-ready, trucker-friendly laptop from OBAC
- ★ Special-edition leather Chevron jacket with winner's name and Highway Star of the Year logo
- ★ Travel and accommodations for two to Montreal during ExpoCam 2013

★ 2013 HIGHWAY STAR OF THE YEAR ★

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2013 Highway Star of the Year



The Highway Star of the Year award is open to ALL drivers — company drivers and owner-operators alike. If you know someone worthy of such an honour, please submit your nomination as soon as you can. We'll be presenting the award during ExpoCam 2013 in Montreal, on Saturday April 13, 2013. **Forms are available on-line at www.todaystrucking.com/hsoy.**

THE HIGHWAY STAR OF THE YEAR ★ HALL OF FAME ★



2012
Stephen McGibbon
Milltown Trucking, Oak Bay, NB



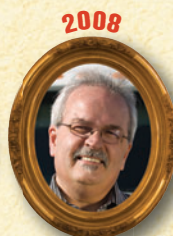
2011
Cliff Lammeren
Praxair, Edmonton, AB



2010
René Robert
Classy Transport inc.
(contracted to SLH Transport)
Calgary, AB



2009
Terry Smith
Highland Transport
Miramichi, NB



2008
Jean-François Foy
Transport J.C. Germain
Neuville, QC



2007
Dale Hadland
international Freight Systems (IFS)
Beachville, ON



2006
Bud Rush
Armstrong Moving/
United Van Lines
Oakbank, MB



2005
Reg Delahunt
independence Transportation
Lanark, ON

GOLD SPONSORS:



PROUDLY SPONSORED BY:

PLATINUM SPONSOR:



Run SmartSM

SILVER SPONSORS:



ASSOCIATION SPONSOR:



Street Smarts

INSIDE:

26 15,000 Reasons to Nominate a Driver Extraordinaire

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



LARRY'S LONG HAUL: "In 1995," he says, "I built a prototype 'rolling' dromedary box which we called 'The Accomplish.' The unit gave us an extra 12 ft of 'dock loading' dry van for a combined total of 65 ft when coupled to a 53-ft trailer.

Driving the Drivers

*"Failure is a good teacher but it is the long way around." "It's a cannibals' picnic and future drivers are the guests of honor." Those are just a few of Activist Driver Larry Hall's observations that he serves up in this Q&A with **Today's Trucking's** Editor Peter Carter.*

Truck driver **Larry Hall** works almost every spare moment trying to improve the lives of Canadian Truck drivers. Whether you're talking about lobbying for more truck-stop spaces or less bureaucracy, Hall devotes virtually all his energy to the North American Truckers Guild (NATG), which he launched about five years ago and administers from his Kamloops home office. We wondered why a successful trucker like Hall would sacrifice so much home time for what must frequently seem like an uphill battle.

If you won the lottery, what would you do with the first \$10 million?

I have little need for money beyond what I earn—I have done well for myself, so the answer without question would be to follow my passion and establish the Guild as the predominant transportation/drivers' association in Canada.

What do you listen to while you're driving?

For the most part, the radio is off because I am on the phone most of the day dealing with either my own business or NATG business.

Who would you like to spend a day driving with, anybody living or dead?

Jimmy Hoffa. He's quite simply the most infamous trucker of all time and I would love to get his take on trucking.

To what (or whom) do you attribute your activism?

My dad was certainly politically active and politics were never far from his heart. Mom supported him and the system; she always worked polling booths on election day. (Hall is the youngest of six who grew up in rural Alberta. He's married to Cindy and father of Brandon and Deanne.)



Larry Hall

I have always felt close to my colleagues and even after making the transition to employer, employees have always been more like teammates than anything else. I struggled long and hard in the beginning, and I don't like to see others experience that so I do what I can to help and mentor if that is required or accepted. I also feel strongly that people seeking advice should seek that advice from someone who knows their struggle intimately and has overcome the same or similar obstacles. Failure is a good teacher but it is the long way around.

Street Smarts

Name five changes that have made trucking better than it was in past years?

- The equipment today is vastly improved and far more reliable than when I started out;
- Creature comforts that didn't exist before: fridges, microwaves, satellite radios, APUs;
- Communication equipment, cellular phones, Internet;
- Fuel accounts via mag stripe cards. We used to have to carry cash or have house accounts set up with each vendor;
- Horsepower, torque and engine brakes. They're all far better than they used to be.

What are five issues that should be resolved to make driving better?

- Uniform mandatory driver education from coast to coast;
- Uniform driver competency testing from coast to coast;
- Testing and certification to operate multi-articulation-point vehicles, including excess weight;
- Testing and certification for load-securement proficiency;
- Training/testing on the correct and efficient installation of tire chains.

How'd the Guild begin?

I joined my provincial trucking association in 1996. About 2006 I started to realize that my concerns about driver services and facilities were not getting the response I had expected and I started paying a lot more attention to the details of my relationship with my provincial trucking association. Subsequent inquiries lead me to believe that it was quite possible the tail was wagging the dog around there.

I didn't know a lot about the mechanics of an association but I did know that there were a lot of members like me who didn't generally have the time or interest in paying attention to the goings on of the association since we all had plenty of work on our plates already and making payroll was first and foremost on our minds.

The one thing that I know for sure is that an association belongs to its dues-paying members. I had been lobbying my association for many years in regard to the lack of truck parking in the Greater Vancouver Regional District (GVRD) and

15,000 REASONS TO NOMINATE A DRIVER EXTRAORDINAIRE

The ninth annual **HIGHWAY STAR OF THE YEAR CONTEST** is upon us and **Today's Trucking** magazine is looking for some terrific individual out there, who probably doesn't even know what a great person he or she is. We're talking about an experienced, safe, conscientious driver who is a credit to the name on the door as well as to the community at large.

The winner gets \$15,000 in prizes (including 10 grand in folding money) and a free trip for two to Montreal to the Highway Star of the Year Awards Ceremony, coinciding with ExpoCam 2013.

Nominating your driver is cheap and easy, and of course you can nominate yourself if you prefer.

The competition is organized by Newcom Business Media (the company that publishes this magazine), and co-sponsored by Freightliner, Meritor, Espar, Cummins, Chevron, Owner-Operator's Association of Canada (OBAC).

Past winners have come from across Canada and included company drivers as well as owner-operators.

TO GET STARTED WITH THE NOMINATION PROCESS, GO TO <http://bit.ly/RfozCG>

The deadline is Friday, Feb. 15. A panel of judges will consider all the nominations and will be contacting qualifying candidates and nominators after that date.

Finally, merely nominating a driver will send the signal that you think the world of him or her. Good luck!

And if you've any questions, call **Today's Trucking Editor Peter Carter** at 416 614-5828 or email peter@newcom.ca.



the inability of a driver to even get a cup of coffee or wash his face in the morning without getting a parking ticket. Anyone who trucks in this area knows that the closest truck stop is 60 miles from Vancouver and that commercial development continues to gobble up every piece of ground big enough to build a Tim's on.

Frustrated, I recalled what a dispatcher once said to me after I performed a transportation miracle for him: "If you have an impossible job to do, give it to an owner-operator; he'll find a way to get it done".

In 2008, a long conversation with an Internet marketing guru made me realize that the Internet was the key to drivers being able to communicate with each other over vast distances and decided that if we wanted to get anything done for drivers, we would have to do it ourselves and then set out to start building our own association using the World Wide Web.

Is there a motto?

Pride Unity Strength & Honour, which gives us the acronym PUSH. Some people have mistaken this as an aggressive stance but that is not what it was intended to be, the tag line was "The PUSH for a better tomorrow"

Greatest Guild accomplishments?

Our first major accomplishment was putting a stop to the idea of mandating speed limiters in British Columbia; we simply don't have the infrastructure here to support that type of regulation and don't need the problems associated with speed-limited vehicles trying to pass one another on two-lane roads.

Last year we convinced the BC Chamber of Commerce to lobby the provincial government for mandatory commercial vehicle driver training during their policy session. This lobby effort will run for three years and we hope to encourage other jurisdictions to do the same.

We have developed a large working group to study ways to improve commercial vehicle safety on the Coquihalla between Merritt and Hope; we are working with several professional drivers, ministry of transportation and road maintenance contractors to improve communication and road conditions during the winter months.

Current Challenges?

We are in the midst of a postcard campaign (paper and virtual) to lobby against mandatory EOBRs.

We have a digital version on our website for folks that can't find the paper postcards and those cards are directed right to the Minister of Transportation with a cc sent to his provincial counterparts. We are asking those of you who hold your right to privacy sacred and don't believe that EOBRs will attain the safety benefits they are promoted to do to please visit our website at www.thetruckersguild.com and fill out the card. This is most likely the only chance you will have to let governments know how you feel on the subject and the ministers need to hear from you—since they will not be looking for you at the local truck stop to ask your opinion.

Have you ever seen The Guild's work have an effect on an individual? Something that made you feel particularly proud?

The one person that comes to mind is Alex Fraser. Alex was the 67-year-old driver beaten and left for dead on the side of highway 5 in BC two years ago after he stopped to help a car on the shoulder of the road. It was the NATG that started the ball rolling on all of the reward funds and in the end delivered close to \$30,000 to Alex to help him adjust financially to his unemployable state.

What is it about the Guild that keeps you motivated?

I recall an episode of "The Dick Van Dyke" show called "The Bright Family" in which Mr. Bright made a coffee table out of his front door, but his new front door then had coffee table legs; they both still worked but it was obviously wrong. There may be a parallel in our industry.

What I see in front of us is all of the elements and pieces of an excellent industry, all we need to do is reassemble them correctly. If we do that, we will mitigate much of the seemingly endless regulation coming our way.

Facing these facts means that I must call out the people who don't lift a finger to help. Quite simply, I can understand that you may feel associations have come and gone over the years and nothing has ever come of them but, it isn't the associations that are bludgeoning themselves, it is the drivers that knowingly choose to look away and pretend that it isn't their

problem—if that is you, you are at fault. If we quit butchering the cows, we can all have milk.

It is time to man up this industry and take responsibility for our own futures and that of our children. We are trying to plant a garden of prosperity for future generations of truckers and if we all pitch in now, it will be a bountiful harvest later.

My motivation comes from 20 years of

watching others run my beloved craft into the ground for no other reason than profit. It's a cannibal's picnic and future drivers are the guests of honor.

If you really think about it, there are about 250,000 drivers behind the wheel in this country. We are the largest workforce there is and we can be the most effective lobby group too if we simply choose to use the tools in the drawer. **TT**



Guess which rig used Howes this winter.

You can sit in your rig and wait for spring thaw, or you can use Howes Diesel Treat to get you on the road, every time. Even in the harshest conditions, the truth is this: Against Howes, winter doesn't stand a chance.

- ✓ Prevents Diesel Fuel From Gelling, *Guaranteed!*
- ✓ Saves Money and Eliminates Downtime
- ✓ Increases Power and Fuel Economy
- ✓ Eliminates Smoking and Rough Idle
- ✓ Treats More Fuel than Competing Brands
- ✓ Particulate Filter Friendly and Warranty Safe

HOWES LUBRICATOR
PRODUCTS
 Professional Grade Performance Since 1920

1-800 GET HOWES (438-4693) • www.howeslube.com

FREE! Howes Work Gloves

when you purchase 6 bottles of Howes Products
 Visit www.howeslube.com or call 1-800 GET HOWES
 Offer ends: 3/31/13, available while supplies last.





STEP RIGHT UP

Today's Trucking takes you to Germany where, at the Western World's biggest truck show, we learn what's coming from across the pond. Including a return to the cabover.

By Jason Rhyno

Daimler had two halls totaling 16,000 square meters at this year's IAA Commercial Vehicle Show in Hanover, Germany. The halls were packed with their entire spectrum of commercial vehicles—buses, vans, and trucks—somewhere in the range of 70 vehicles in total.

The IAA show isn't housed in one large building like the truck shows here in North America; it's a series of buildings. Attendees can hop on buses or bikes to get around. It's a big show. A really, really big show. And one that gives trucking journalists a somewhat clearer crystal ball into what's coming to North America: more integration, more global trucks, aerodynamic "everything," better fuel efficiency across the board, and maybe, just maybe, the return of the cabover to North American cities.

Daimler kicked off the show with a press event to showcase their vehicles. A beautiful red carpet ran down the middle of the hall to a stage, but it wasn't for famous people or entertainment or even top Daimler brass; it was for trucks.

Daimler was showing off its global truck line-up: Fuso, BharatBenz, Mercedes Benz trucks, and, of course, Western Star and Freightliner. Each truck had a driver representing a particular country or region, coupled with its own theme music as it rolled out on to the stage where the driver was interviewed by the evening's host, as well as by Andreas Renschler, member of the

MAN, What a Concept

What?

A MAN Concept S and the AeroLiner trailer from Krone. This streamlined unit has the load volume of a conventional truck, but, says MAN, gets the low drag coefficient of a passenger car. "Our Concept S in conjunction with an aerodynamically optimized semi-trailer is as streamlined as a modern passenger car. We proved it in the wind tunnel. The savings in consumption are absolutely realistic." So says Holger Koos, head truck designer of MAN Truck & Bus.

Really?

This may not be that far off from hitting European highways. While MAN said the concept could be realized by vehicle and trailer manufacturers as early as the next truck generation, European legislators would have to do some tweaking to length requirements, and weights and dimensions. Wonder if they have as much luck with their legislators as we do ours?



All the Rage in Europe

All our favorites from the
2012 IAA Commercial Vehicles Show



todaystrucking.com FOR MORE

Daimler AG Board of Management responsible for Daimler Trucks and Daimler Buses.

Renschler and the host would chat a little about the unique needs of each region and how the truck worked well for those needs. "As global as possible and as regional as necessary," was the message that night from Renschler and Daimler.

There are two particular challenges for manufacturers, Renschler said: The truck has to pay off for the customer and the truck must "fit the customer like a custom-tailored suit," for whatever job requirements and business model is needed. "There is no such thing as a commercial vehicle off the rack," he said.

There's no such thing as an American-made truck or Japanese-made truck, either, something that becomes apparent when you get into the guts of the machine and start tracing each component's origin. Daimler's new heavy-duty engines for North America, Japan, and Europe has 80-percent shared components, and really, one part could be made in Canada, while another in Germany, and yet another in Brazil.

It speaks to not only how our trucks are built and connected, but also to how our economy works, how everything is interconnected.

Big Electric

What?

This 16-ton electric Renault Midlum is the largest all-electric truck ever put on the road and it's used for the distribution of fresh food products in an urban environment. Non-polluting, emitting absolutely no CO2 and virtually silent, it can carry 5.5 tons and has an operating range of 100 km and can be fully recharged in only eight hours.

Really?

Yup. In fact, the refrigerated, super-quiet truck is wrapping up a one-year trial assignment in which it made daily runs to eight different stores and warehouses, for a total of 75 km a day.





BE ONE WITH HANKOOK

Be one with your tires, and the road will be one with you.



**OFFICIAL WINTER TIRE
OF HOCKEY CANADA**

AL11 DL11



You might be surprised that when Daimler North America selected a tire for their Freightliner Trucks, they chose Hankook Tires. They wanted improved fuel efficiency, maximum reliability, and high performance. Forging partnerships with industry icons is something we're very proud of, along with a commitment to excellence you can always count on. **Hankook and Daimler. Together we go further.**



AL11 long-haul tire with excellent mileage, fuel efficiency, and endurance / DL11 long-haul tire designed for superior traction control.
© 2012 Hankook Tire Canada. © Official Mark of Hockey Canada.

hankooktire.ca



What?

The Lamberet SR2 SuperCity is built to reduce urban distribution operating costs. It can be used for both long distance and urban deliveries, the company says, allowing for the delivery to skip distribution points where it would normally be unloaded and loaded into vans. Check it out on YouTube to really see this baby twist around some of those tight European corners.

Twist and Shout

Really?

SR2 SuperCity has a dedicated modular chassis with steering axles. The height of the fifth wheel remains standard, and the rear sill is adapted for loading bays. The steering system is based on the latest generation of axles (SAF B9 with 120 offset) with large diameter disk brakes.

The 7,350-mm wheelbase in conjunction with the locking of the steering axles in aligned position at 50km/h ensure a high level of stability, completely eliminating drifting on bends and jack-knifing in a straight line, the company says. All the hydraulic equipment has a centralized, multi-point greasing system covering the steering axles and tail lift for simplified maintenance.

“You know, ten years ago it was Europe versus North America, now it’s global,” says Kevin Barney, chief engineer with Kenworth when he was discussing how new trucks and products are built. Fittingly, Barney was on his way to meet with a group from DAF and Leland to talk product planning and strategy after he got off the phone with me.

“We spend a lot of time together talking about not only current market opportunities, but where the industry is going,” he says. When he worked in the Netherlands in 2008, Barney says that he sat on a team that had “Italians, and Dutch and Germans and Brits, and me from North America, all working together on a common program. I’d say the cultural barriers are really coming down.”

Perhaps on the engineering side, but what about on the buying side? Cultural differences tend to count for a lot when it comes to buying preferences.

“If you looked at it on the highest level, there’s a reluctance in North America to go back to cabovers. But North America, Australia—we’re the only markets that are conventional; everyone else is cabovers.”

But, he adds, “we are getting a lot more inquiries from fleets, whether it’s regulatory pressures or nuances in California, where customers want to run cabovers.”

Infrastructure and regulations are what determines which products go to which regions. The cabover, for instance, works great in an urban environment. “It’s easier to maneuver, better visibility—it’s a great truck for that application in terms of getting around. When you look at Europe and the rest of the world, they’ve got that type of infrastructure that we would have in our urban areas. That’s predominantly why the world is cabovers.”

“Outside of cabovers,” Barney says, “there is nothing else. We

look across systems from lighting to HVAC to engines—it’s all shared. The biggest challenge is really regulatory.”

Cost, too, can be a challenge, Barney says. Disc brakes, which, by most accounts, are better than drum brakes when it comes to durability, stopping, and maintenance, have historically cost more. “But as we get the stopping regulations coming in 2013, we’re going to see a growing trend for disc brakes, and we’ve also got fleets that are running more safety awareness programs—fleets that are always evaluating different technologies from the drum to the disc.

“We’re always looking around the rest of the world.”

“This whole notion as we go through fleet consolidation—the market is trending that way—it’s becoming performance based, and as customers and the product becomes more about performance, you have to look at every opportunity,” he advises.

As an example, he uses fuel economy. “Everybody has done a good job with aerodynamics but you can’t stop there. You have to look across the power train, and so when you look at the engine, transmission, driveline—the power train efficiency piece of it—you gotta do some level of integration; that’s been the predominate practice in Europe. And when I look at DAF as an example, they’ve got power train integration.” When it comes to fleet or product performance, Barney stresses, “you have to look all across the truck.”

And as you look at new equipment in the coming year, where and when to put your money—your own business’ performance—it’s also probably good to take a look at the global economy, too. Just as your trucks may depend on how well engineers in Germany build a component, so too does your business depend on how the rest of the world handles their economies. **TT**



All New Hino 338 Air Brakes ***Arriving this Fall***

With a GVWR of 33,000 lbs., the 2013 Hino 338 is now available with optional air brakes. The powerful and fuel efficient 7.6 litre Hino diesel engine, 6-speed Allison automatic transmission and an exceptionally quiet and comfortable cab makes the Hino 338 the best choice for your business.

Hino trucks have earned a worldwide reputation for quality, durability and reliability. Your new Hino is backed by the most comprehensive customer protection program in the business; 1 year free maintenance, 3 years roadside assistance and a five-year engine warranty.*

* See dealer for complete warranty details.



Scan to learn more at
www.hinocanada.com



He-Man Trucking

Some sectors of trucking are simply not for the faint of heart.

By Jim Park

To our north, where the lines on the map change from red or blue to grey or disappear entirely, there's a whole world of trucking going on that hardly anyone knows about.

It's not the tame and safe world of EOBR- and ECM-controlled LCVs on four-lane highways. It's a world where drivers and machines live on the edge—sometimes literally—in a barely-managed co-existence with nature, the elements and the terrain. Drivers push their trucks into places they're not supposed to go, but go they do on a tenuous lease from Mother Nature.

This is the kind of training you could never get from a simulator. And if you've ever wondered why so many truckers are dubious about how EOBRs or the like could ever save their hides, here's your answer.

To get a sense of what I'm talking about, type "Pickle Lake, ON" into Google Maps. Pickle Lake sits about 300 km north of beautiful downtown Ignace, ON, on Hwy. 17—about 250 km west of Thunder Bay. It's the northernmost community in the province with year-round paved highway access, Hwy 599. From Pickle Lake, switch the map view to satellite, and zoom in to the 1 km level, then start scrolling the map



He-man Trucking

north. After 250 km the “road” ends at Windigo Lake. That’s where the fun starts.

From Windigo Lake, zoom in to the 500m level and keep scrolling north. You’ll see a faint grey line extending as far north as you have the patience to scroll, and off that road are innumerable branches leading into the bush as they fade from the satellite’s view. Every day hundreds of drivers make their living racking up the meters on roads like this. Your basic Texas bull-hauler wouldn’t last an hour up there.

It’s worth mentioning—insofar as the conditions in such places are bleak and forbidding at the best of times—that much of the trucking activity in the far north takes place in winter when it’s cold enough to keep the ground solid enough to drive on.

For the record, I’m not talking the gravel roads that lace certain populated regions of the north, like Hwy 389 running north of Baie Comeau, QC, and into western Labrador, or the Trans-Labrador Highway. Or even the famed Alaska Highway that links Ft. Saint John, BC and Fairbanks, AK via Yukon.



SNOW PLACE FOR FEAR:
Some of these roads crest more like a set of stairs than a road.

Those roads, complete with their own challenges, are like four-lane highways compared to the goat paths some truckers work on.

Your scribe has spent a little time in this world, though he’s the first to admit that the men and women who work there for real have forgotten more than he knows about it.

Water Routes

Since the days when *Les Coureurs des Bois* traversed the hinterland, lakes and rivers were the preferred arteries. Portages

meant backbreaking labor and risk. Water remains the preferred route, even for truckers, and the portages still pose many a hazard. Frozen lakes and rivers are flat and smooth and easy to drive on when the ice is thick enough. They also keep road-building costs to a minimum. Grooming and maintaining the ice comes at a fraction of the cost of cutting a road through forest or over muskeg.

Despite whatever else you might take away from the TV show “Ice Road Truckers,” the risks of running on frozen bodies of water are real. Owner-operator

EVERYBODY’S COUNTING ON YOU. SO YOU CAN COUNT ON US.



Since 1953, OK Tire has been keeping commercial businesses like yours moving. In addition to our mechanical services, we have one of the largest selections of commercial tire brands in the country and the expertise to help get you where you need to be.

To learn how we can partner with you for all your commercial tire needs, including SmartWay® Verified tires, visit oktire.com/commercial.

OK TIRE
Honestly driven.



™ The OK Tire mark is a trademark of O.K. Tire Stores Inc.

and former Highway Star of the Year Dale Hadland has earned his stripes on the ice roads of the Northwest Territories. He says the biggest challenge there is boredom.

"Imagine driving from Toronto to Windsor at 25 km/h in fog," he says. "The challenge is staying alert. The surface is flat and featureless, so there's not much to keep you interested. But if your mind wanders for a second, you're onto a snow bank and you're stuck. The snow banks are made of ice, so they're very unforgiving."

Hadland says speed limits on the ice are to prevent fractures or blowouts.

"The ice actually bends as you drive on it, forming a sort of wave in front of the truck," he says. "If you get going faster than the speed the ice can safely flex—if you run over the crest of the wave—it will break and open up. There's a risk to the driver, but it also may close the road, and that's something the operators of the road get very unhappy about."

The maximum speed loaded is 25 km/h, empty on the return trip you can go a little faster he says.

Off-Off-Off-road

Not to diminish the skill and patience required to survive a winter on the Ice Road, but those other winter roads, like the aforementioned trail heading north from Pickle Lake and Windigo Lake, are another kettle of fish.

It's as if somebody got a big Caterpillar D9, pointed it north, lowered the blade and stuffed it into drive. The trail it carved through the bush and over the hills became the road. There was little concern for the steepness of the grades or the tightness of the turns. It's all about keeping costs down. Often, the bush road would open onto a river or lake, and a few miles of relative calm would ensue. As above, close attention to speed was called for, and when crossing off the ice back onto land, one had to be careful not to hit shore too fast; the ice along the shoreline is much thinner.

Those roads generally are no more than 16 to 20-ft wide, making passing an oncoming truck a real dance, especially with a wide load. There were turn-outs every so many kilometers, and you had to call out positions on the radio so other traffic knew where you were, which

direction you were travelling, and how wide you were.

With no exaggeration, the grades on some sections of the road were 15 and 18 percent. They crest more like a set of stairs than a road. You literally had to go as hard as possible at the hill to gain momentum, hoping gravity would kick in at the right time to prevent you from launching into mid air. If the trailer bogies got hung up on

the crest of a hilltop, your drive wheels would just spin uselessly in midair.

It was worse going down. The roads were iced-over logs laid end to end and frozen into place. Ice and snow made the hills like bobsled tracks without the side-walls. Once over the top, it was a one-way ticket down. Hopefully, you didn't overdo it coming over the crest because a 90-degree turn often awaited at the bottom.



Any road, any load.

SAF
SAF-HOLLAND Group

23,000 to 30,000 lb.*
Capacity Models

LIGHTWEIGHT
Fusion Beam Design

SELF-STEER AXLES
20° - 30° Wheel Cuts

Spec SAF CBX Suspensions for Multi-Axle Applications.

CBX Series Suspensions provide the complete package for SPIF compliant multi-axle trailer applications. With models ranging from 23,000 to 30,000 lbs.* along with a liftable self-steer option, there's no road that can't be traveled and no load that can't be carried with a SAF CBX suspension.



CBX Series Trailer Suspension Systems – Available with SAF Disc or Drum Brakes

*CBX25/30 model – 30,000 lbs. capacity at creep speed only.



Visit www.safholland.ca or call 1-519-537-3494

© 2012 SAF-HOLLAND, Inc. All rights reserved.

He-man Trucking

Sometimes the turns were so tight that over-length trailers, like the ones we pulled, hung up in the brush on the corner. That brought you to a stop in mighty hurry.

My mentor and tour guide on my first couple of trips north of Pickle Lake was Keith Wrigglesworth, a veteran of difficult situations and as bullheaded a man as you're likely to meet. His usual response to my many questions was, "just follow me

and don't back out of it."

Wrigglesworth learned how to truck in Sudbury when the mines that once dotted that part of the province were in full swing. He had more miles on such roads behind him than I had on-highway at the time. These roads were second nature to him—and while a skilled and dedicated truck driver, he had little patience for nervous-Nellys or stupidity.

"On these roads, you have to know what the truck is capable of and what you as the driver are capable of. Unfortunately, there's no way to find that out until you get to the edge," he told me. "Stay behind me and just give 'er."

I'm sure the safety people reading this are cringing. There's no way to prepare for this kind of operation other than get in and do it—best done behind an experienced guide and mentor like Wrigglesworth. I wouldn't say he took any unnecessary risks, but there were plenty of white-knuckle moments on those first few trips.

Learning on the Easy Roads

My first taste of off-road trucking came in the early-'80s hauling diesel fuel into the mines and logging camps in northeastern Ontario. With three years of experience on tractor-trailers, I was out of my league (and my mind, come to think of it) hauling A-trains on bush roads. When you're on the bottom of the seniority list, you take what you can get.

The roads ran north from a staging area at La Sarre, QC., about 90 km north of Rouyn-Noranda, where trucks bound for points north checked in. The roads were wide and smooth and gravel-covered most of the year. In winter, they used a few rivers and lakes to cut down the miles. The greatest risk was getting lost.

Mostly we ran in small convoys; three or four trucks with the lead driver having a better idea than the followers where to go. Sign posts were colored markers planted in snow banks. The pink road went to one mine, the yellow road to another. Sometimes the signs fell over or were uprooted by plows. Sometimes the weather was so bad you couldn't see the signs from the middle of the road.

There were helicopters staged at the checkpoints to fly off in search of wayward drivers like me, who missed a sign or made a wrong turn. That was in the days before GPS and satellite tracking and satellite phones. And because my company wasn't a regular on the roads, we didn't even have two-way FM transmitters. A CB wasn't much help with no landmarks to provide a bearing.

We shared the roads with loggers, who were hauling their loads southbound. They'd come screaming down the trails



IT'S YOUR IRON!
Trust it to the experts.

VIPRO
TruckForce
Service Center

**The Right People. The Right Service.
The Right Places.**

When you need expert service and repair on **"YOUR IRON"** we'll do the job right.

Whether you're at home or on the road, look for the local VIPRO TruckForce™ Service Center for **service you can trust.**

Supported by these quality brands:



Find your local VIPRO TruckForce™ Service Center by visiting www.VIPROTruckForce.com or call 800.494.4731

Locations from coast to coast in the United States and Canada.

SOME WEST COAST TALES OF DERRING-DO

VANCOUVER—There's a brand new book out about the history of trucking in this country, and it's a beaut. Written by historian and author **Daniel Francis**, this 200-plus -page glossy coffee-table item is worth buying just because it looks so great, never mind that it's a vividly written account of some of this country's most dramatic transportation developments.

According to the publisher (www.harbourpublishing.com) "Trucking In British Columbia: An Illustrated History" is the "first book to trace the route of the truck, from the time of horses and donkeys to the 18

wheelers and b-trains, from dirt lanes to paved highways."

"BC's early truckers were a brave bunch. This was an era when trips were measured in days, not hours. (It could take four days to drive from

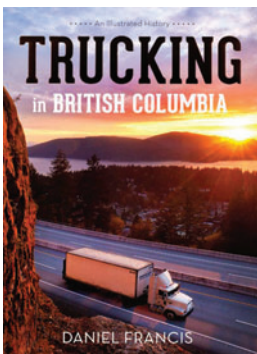
Vancouver to the Okanagan.) Engines and tires regularly burst into flames, roads often crumbled underfoot and doors were optional but a strong pair of arms weren't."

This book is a good read and what's more, the 280 previously unpublished photos are worth the price of admission. It'd make a great Christmas gift. (It's not too early, is it?)

And although the book might be a BC product, (it was published in recognition of that province's trucking industry's 100th birthday,) anybody who loves trucks, history, photographs or good yarns will love it, no matter where they live.

(We at todaystrucking.com liked the book so much that we included an excerpt in our special 25th anniversary issue of **Today's Trucking** in August.)

For more information on this one-of-a-kind book, check with www.harbourpublishing.com



with bunks overflowing with pulp wood—sticking out five feet wider than the truck on both sides. Not unlike a knight's jousting pole, these things posed a real threat to the northbound trucks. The roads were wide enough, and you couldn't be sure that the truck coming at you wasn't loaded like a porcupine. You hit the snow bank and ducked your head when they went by.

Aside from the potential for getting lost or speared by a Spruce butt, there wasn't much risk driving on those logging roads in northern Quebec and Ontario. It was a good place to get your feet wet—and probably safer than the trip between Edmonton and Fort McMurray on Alberta's Hwy 63.

Still wondering why some oldtimers look askance at EOBRs? **TT**

Color all the way!

EVO TECH
Industrial Coatings

Be part of the evolution

www.evotechind.com | 450. 670.5888 | 1.800.561.7089

Anytime. Anywhere.

That's the convenience of a UFA Cardlock card.

All you need is a UFA Cardlock Card and you're never far from the fuel you need. Over 110 locations in Alberta with 24/7 access keeps you hauling, trucking, or working. Visit UFA.com for a complete list of UFA Petroleum locations.



UFA.com

In Gear

INSIDE:

44 Lockwood's Products

52 You Can't Get There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



LEARN THE BASICS: Drivers must be reminded of the heightened importance of roadside inspections.

CSA 101

safety *Want to turn time into money? Then spend a few minutes learning more about CSA and save yourself a bundle.*

By Betty Weiland

CSA—Compliance Safety Accountability. It's the single biggest issue facing North American Trucking executives. Every fall, the American Transportation Research Institute (ATRI) announces the results of its annual survey of trucking executives and in 2012, for the first time ever, CSA topped the list, ahead of the driver shortage, hours of service or interest rates.

And even though most of the trucking industry is aware of CSA, there still is confusion about what CSA is, and isn't.

CSA is the enforcement model that the Federal Motor Carrier Safety Administration (FMCSA) is using to monitor motor carriers' safety performance based on roadside inspections, compliance

reviews, and crashes. This initiative has been in the works for several years and gives U.S. DOT enforcement personnel access to not only more data, but more stratified data. CSA also allows enforcement to initiate contact with a carrier having safety problems earlier than they did before, and gives enforcement more tools to work with to improve a carrier's safety performance.

The CSA structure is complex. Consider that there are seven BASICS, a selected list of violations (from a handful to hundreds) that are tracked in each BASIC, a severity weighting for each violation, metrics that are used to normalize carrier scores (such as the number of

power units a carrier has and the number of vehicle miles a carrier has traveled), peer groupings, percentiles, and thresholds. These elements are just for the carrier scoring system, and then there is the Driver Safety Management System to understand as well!

In a survey completed by the American Transportation Research Institute (ATRI) last year, one finding was that drivers who have received a training session about CSA had a more negative attitude toward the program than drivers who received no training about the program. Once the complexity of the program is realized, it's easy to see why one training/awareness session is not enough for someone to get a good understanding of the program. Especially for drivers, knowing the importance of roadside inspections, which violations have the highest severity ratings, what the impact is to the carrier, and what driver data is recorded and how it is used are key aspects of the CSA program that drivers should understand.

In Gear

Driver Scores in CSA

One area of misunderstanding in CSA is the driver scoring. The fact is that only enforcement personnel have access to driver scores, employers do not. A DOT safety investigator only looks at drivers' safety histories if their carrier is on the list to receive a CSA investigation. If the investigation at the carrier verifies that there are drivers with serious violations, the

DOT may take action against these drivers in the form of a violation(s) and a fine.

The safety investigator is primarily concerned about serious driver violations, such as:

- Driving while disqualified
- Driving without a valid commercial driver's license
- Making a false entry on a medical certificate

- Committing many hours-of-service violations

Also, drivers are not given safety ratings. Carriers can be rated as Satisfactory, Unconditional, or Unsatisfactory. Only if a driver is also the motor carrier (that is, has his/her own US DOT number, operating authority, and insurance), could the driver receive a safety rating.

Violations in CSA

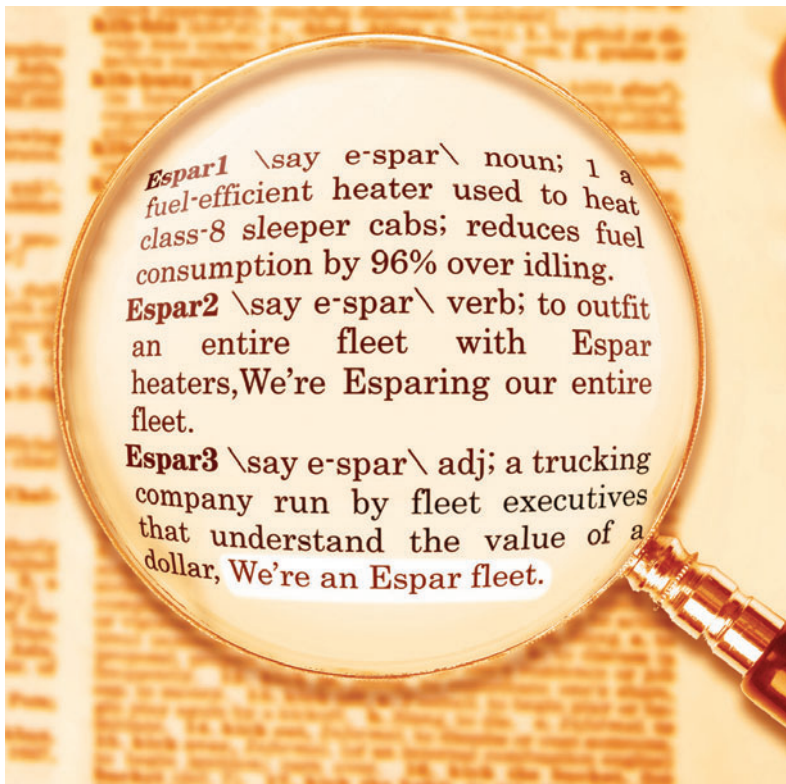
CSA does monitor more violations than FMCSA's previous enforcement database did. The old SafeStat database only looked at Out-of-Service violations. The new database collects and monitors all violations that are considered to have a bearing on safety. All the violations that FMCSA has identified as affecting safety are listed on FMCSA's CSA website. Each violation is listed, along with its severity rating, in the BASIC (Behavior Analysis and Safety Improvement Category) to which it has been assigned. Six of the seven BASICs have safety violations attached to them.

Following is a brief description of these six BASICs:

- **Unsafe Driving**—Traffic violations including speeding, reckless driving, improper lane change, and distracted driving. Any unsafe driving violations that were written up on the Roadside Inspection Report will be counted in this BASIC.
- **Fatigued Driving**—Hours-of-service and logbook violations (Part 395) and operating a commercial vehicle while ill or fatigued (Section 392.3).
- **Driver Fitness**—Drivers who are unfit to operate a commercial vehicle due to lack of training, experience, or medical qualifications. Examples of driver fitness violations are failing to have a valid and appropriate commercial driver's license and being medically unqualified.
- **Drugs & Alcohol**—Drivers impaired by alcohol, illegal drugs, and misuse of prescription or over-the-counter medications. Violations in this BASIC include possession of controlled substances or alcohol.
- **Vehicle Maintenance**—Drivers operating a vehicle not properly equipped or maintained. Violations include defective brakes, lights, and other mechanical problems, and failure to make required repairs.
- **Cargo Related**—Cargo securement and hazardous materials. Violations in this

The Definition of Fuel Savings

Are you an Espar fleet?



Espar Heaters:
They Just Make Sense.

Canada and U.S. (800) 387-4800
www.espar.com

In Gear

BASIC include failing to properly prevent shifting loads, spilled or dropped cargo, and unsafe handling of hazardous materials.

One point about the Cargo-Related BASIC is that it no longer includes size and weight violations. Those violations were removed and are not monitored by CSA. Also, the seventh BASIC, Crash History, is based on information from state-reported crash reports. It does not track any driver violations.

More changes are expected to the BASICs later this year. The cargo-related violations are moving to the Vehicle Maintenance BASIC, leaving just the hazardous materials violations. The BASIC will be renamed the Hazardous Materials Compliance BASIC and more than 100 additional hazardous materials violations are expected to be added.

A final point is that not all the BASIC scores are available to the public. The Cargo-Related BASIC and Crash BASIC scores are withheld from public view. The new Hazardous Materials Compliance BASIC will also be withheld from public view for at least a year after it is released.

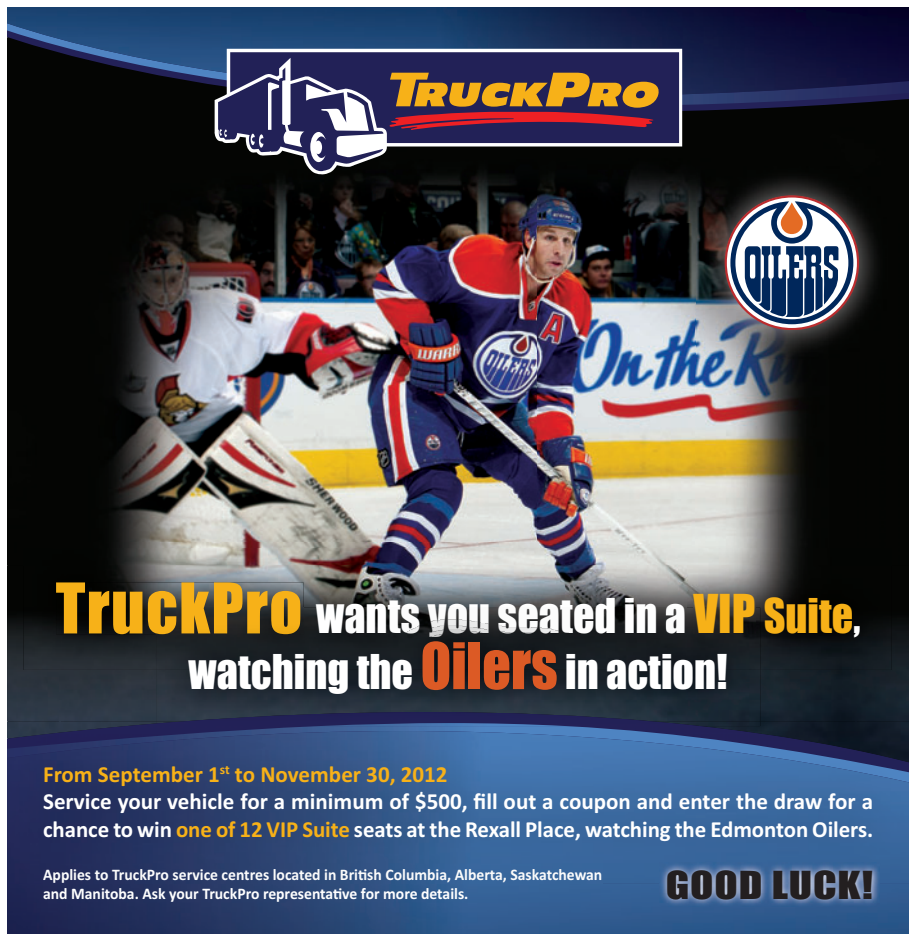
CSA is About Compliance

Another common question is "Where is CSA in the regulations?" The answer is that it's not! The CSA program is not in FMCSA's regulations at all.

However, CSA is about compliance—compliance with the Federal Motor Carrier Safety Regulations, Hazardous Materials Regulations, and state motor vehicle traffic laws. The violations that are tracked are moving traffic violations and violations of the federal regulations that directly affect safety, such as driving when fatigued or driving a vehicle with defective brakes. Carriers and drivers that are in compliance with all the applicable laws and regulations will have no problem with CSA!

The FMCSA does intend to eventually rate carriers on CSA data alone, without a safety investigator physically going to the carrier and doing a compliance review. We will learn more in March of 2013. **TT**

Betty Weiland is Senior Editorial Manager—Transportation Publishing for J.J. Keller and Associates, Inc. Contact her at transporteditors@jjkeller.com. Also, be sure to check out J.J. Keller's website at jjkeller.com.



TruckPro wants you seated in a **VIP Suite**, watching the **Oilers** in action!

From September 1st to November 30, 2012
Service your vehicle for a minimum of \$500, fill out a coupon and enter the draw for a chance to win **one of 12 VIP Suite** seats at the Rexall Place, watching the Edmonton Oilers.

Applies to TruckPro service centres located in British Columbia, Alberta, Saskatchewan and Manitoba. Ask your TruckPro representative for more details.

GOOD LUCK!



TruckPro wants you seated in a **VIP Suite**, watching the **Maple Leafs** in action!

From September 1st to November 30, 2012
Service your vehicle for a minimum of \$500, fill out a coupon and enter the draw for a chance to win **one of 12 VIP Suite** seats at the Air Canada Centre, watching the Toronto Maple Leafs.

Applies to TruckPro service centres located in Ontario. Ask your TruckPro representative for more details.

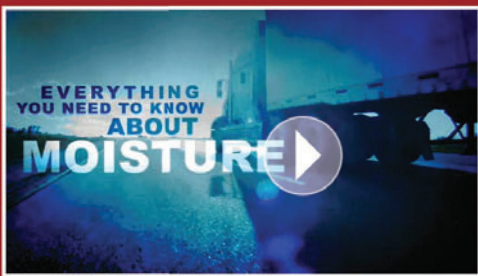
GOOD LUCK!

INCREASE the useful life of your trailer floor.



WAXIN

The ultimate moisture protection
for the most vulnerable part
of your trailer floor.



See our complete video at:
prolamfloors.com/video



WAXIN is a part of Prolam's comprehensive trailer floor protection package: P•u•R WAXIN ZigZag

 SUSTAINABLE FORESTRY INITIATIVE
100% SFI Certified Floors Available Only From Prolam

PROLAM
Driven by Innovation

Gazzolas Honor The Past, Paving Way to the Future

TONY CALITRI, Fleet Manager for **Gazzola Paving** in Toronto, oversees approximately 168 trucks, ranging from pickups to tractor trailers. For the past year or so, the unit he doted on most has been a 1952 Ford F-5 eight-cylinder flathead gas-powered five-ton. It's a replica of the first truck that the paving company's founder, the late Virginio Gazzola started with 60 years ago. Now one of the largest pavers in the province but specializing in the Greater Toronto Area, the company is still in the family's hands, and restoring the F-5 was the brainchild of Virgil Gazzola, grandson of the founder (and son of Vern) in honor of the company's 60th anniversary.

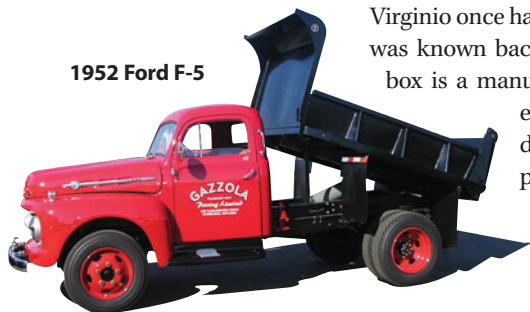
Calitri says Virgil found the '52 body in Vermont and with the help of Brampton's Quality Collision, the Gazzolas rebuilt the truck to replicate the original, with which Virginio once hauled landscaping equipment around what was known back then as Toronto The Good. The actual box is a manufactured replica of the original item but everything else—the PTO, the seat, the five dashboard gauges (oil pressure; water temperature, fuel, and voltmeter)—is original.

Calitri says he drives the truck whenever he gets a chance, unless, that is, he wants to get someplace fast. **TT**



GOING LIKE 60: Fleet Manager Tony Calitri says the F-5 that Virginio Gazzola bought in '52 had a four-speed transmission with a two-speed differential.

1952 Ford F-5



Simple. Quick. Effective.

TruckandTrailer.ca
We Move Iron!



YOU'LL WISH THERE WERE MORE THAN 12 MONTHS IN A YEAR.

FREE SHELL ROTELLA SUPERRIGS™ CALENDAR.

In November, get a free Shell Rotella SuperRigs™ 2013 calendar when you purchase an oil change service using Shell Rotella® T6 Full Synthetic, Shell Rotella® T5 Synthetic Blend or Shell Rotella® T Triple Protection® oil*. Visit ROTELLA.com for a list of participating locations.

Each 2013 Shell Rotella SuperRigs™ calendar includes this 12-month mini stick-on dashboard calendar. Both calendars include valuable MyMilesMatter™ by Shell Rotella® offers inside.**



Shell ROTELLA®
Energized Protection®



*Minimum 3.78 Litres. Offer good at participating locations from November 1-30, 2012 or while supplies last.
**The MyMilesMatter™ by Shell Rotella® Program is subject to complete terms and conditions available at <http://www.mylmatters.com/termsandconditions.aspx>.
©/TM Trade-mark of Shell Brands International AG. Used under license. CE7405.01



PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS

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



RAM CAB & CHASSIS

EASIER UPFITS ON THE 2013 RAM 3500, 4500 AND 5500 CHASSIS CAB TRUCKS

The new **Ram Chassis Cab** trucks get an all-new interior, the latest infotainment technology, and simplified upfit solutions. Buyers will get a five-year/100,000-km gasoline powertrain warranty and a five-year/160,000-km diesel powertrain warranty.

Features include a number of industry exclusives, says Chrysler, like the vehicle system interface module (VSIM) that can communicate between aftermarket modules and truck control modules. The class-exclusive module acts as a secure gateway to the vehicles' electrical

systems and data bus architecture to enable secure plug 'n' play connectivity for up-fitter use.

With upfits in mind, the 2013 Ram Chassis Cab trucks feature new frames built with high-strength 50-ksi steel, including eight separate crossmembers. With no components or lines above the rear frame rails, there isn't the need for modification and relocation. One piece, C-channel rear frame rails, and through-the-frame plumbing and electrical provide a flat plane for ease of mounting application bodies and accessories.

New springs have been integrated to handle heavier front loads while maintaining front ride height. The improvements are also said to help with overall roll stiffness, an important characteristic in taller vehicles, especially trucks with heavy payloads. The newly designed Hotchkiss rear leaf-spring suspension provides a minimum of zero degrees rake angle at max load and also maintains ride and handling, the company says.

Along with suspension changes, Ram engineers improved the Chassis Cab's steering. The drag link is repositioned over the track bar to reduce roll oversteer and to improve tracking at highway speeds. Also, the drag link is now attached directly to the knuckle, offering improved efficiency for driver input. The caster and track are increased for more wheel aligning torque, which improves return-to-centre at the steering wheel. A new ball-joint alignment feature and sealing method improves alignment and durability. These improvements are said to result in enhanced on-centre feel despite high towing and payload capacities.

The 2013 Ram Chassis Cab also comes equipped with updated engine, transmission and body mounts for better noise, vibration and harshness control. Electronic stability control is standard on all models.

New for 2013 is an optional dual 220-amp alternator system on the diesel-equipped truck for handling the higher electrical loads required in upfits like emergency lighting and electric clutch pumps.

Start of production of the 2013 Ram 3500, 4500 and 5500 Chassis Cab is scheduled for the first quarter of 2013 at the Saltillo Truck Assembly Plant in Coahuila, Mexico.

See www.ramtruck.ca

FREIGHTLINER WARRANTY

EXTENDED ENGINE WARRANTY ON BUSINESS CLASS M2 106 TRUCKS IS A FREE OPTION



Freightliner Trucks now offers the option of a free five-year/250,000-mile Cummins PP1 extended engine warranty on its 2012 and 2013 model-year Business Class M2 106 trucks with Cummins ISB engines.

The M2 106 is built for a variety of applications, including pickup and delivery, utility, and towing.

To qualify for the program, trucks must be warranty-registered and sold between Aug. 30, 2012 and Dec. 31, 2012. Dealers have all the details.

See www.FreightlinerTrucks.com

TIRE-PRESSURE MONITORING

DAIMLER ADDS TIRE-PRESSURE MONITORING TO ITS AFTERMARKET ARRAY **Daimler Trucks North America (DTNA)** has launched new tire-pressure monitor-

ing technology as an aftermarket offering for Freightliner and Western Star trucks (plus Thomas Built buses).

The new system provides air-pressure and tire-air-temperature data while driving or stationary, enabling drivers to address tire issues before they occur. The system reports per-axle high and low pressure and sends rapid-pressure-loss alerts that can dramatically increase a driver's ability to avoid dangerous situations. Customizable axle settings also

allow driver notification of other issues including hanging brake calipers, bearing failures, and individual tire defects.

The exterior sensors simply screw on to standard tire valve stems and communicate wirelessly every two minutes with a central control unit. The system is easily added to any 12-volt power system and is offered in six- and 10-sensor kits for quick tractor setup, with additional sets of two available for monitoring up to 34 different tires at a time.

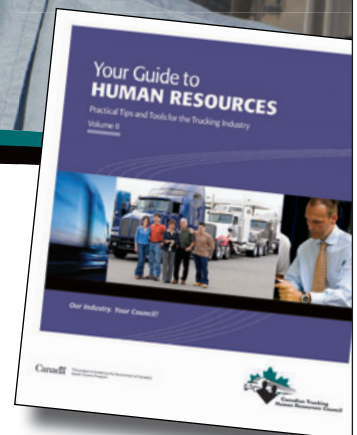


Prepare your fleet for a world of opportunity.

1 in 5 of today's job seekers are newcomers to Canada – and they will play a key role in the trucking industry's employment strategies.

It's time to contact the Canadian Trucking Human Resources Council for practical tools to build your multicultural workforce, navigate immigration programs, and tap into the industry-specific language training and other programs which prepare newcomers for careers in trucking.

Because this is where the world of opportunity begins.



Canadian Trucking Human Resources Council
Conseil canadien des ressources humaines en camionnage

info@cthrc.com

www.cthrc.com

(613) 244-4800



This project is funded by the Government of Canada's Foreign Credential Recognition Program.



April 11-13, 2013

Place Bonaventure • Montreal, QC, Canada



**The Meeting Place
for Canada's
Trucking Industry**

▶ See more than 225,000 sq ft
of new trucks, trailers
and equipment

▶ New Products
▶ Free Daily Seminars

Endorsed by:



www.expocam.ca

A trailer exchange feature synchronizes the control module to the tire sensors on a new trailer automatically, facilitating quick and simple trailer exchanges with no loss of data reporting. The exterior fully-sealed sensors, says DTNA, feature extremely durable brass threading and military-grade five-to-seven-year lithium-cadmium batteries. The system is backed by DTNA's one-year warranty.

See www.freightlinertrucks.com and www.westernstartrucks.com

WHEEL-NUT REMOVER

WITH AME'S NUT BUDDY,
REMOVE WHEEL NUTS BY HAND

AME International says its Nut Buddy tool allows wheel nuts that have been over-tightened by an impact wrench to be removed by hand, even the most stubborn ones.



The tool is so simple to use, a child could easily remove wheel nuts on an 18-wheeler, the company claims. For anyone who is doing road service or removing truck wheels in the shop, it sounds like a timesaver.

For truck or ag-equipment wheels, it sports a gear ratio of 58:1 and develops output torque of 2950 lb ft. Two sockets are included, 1.5 in. or 38mm and 1 5/16th in. or 33mm.

See www.ameintl.net

PLANNED FUEL STOPS

NEW PEOPLENET-MCLEOD
INTEGRATION INSERTS FUEL
STOPS IN DRIVER'S ROUTE

PeopleNet has announced a new integration with **McLeod LoadMaster** that inserts fuel stops in the driver's route to optimize fuel purchases and consumption and curb out-of-route fuel expense. It's said to be an industry first.

It's an automated approach to controlling fuel costs, enabling dispatch to create routes with fuel stops that ensure

optimum consumption and driver efficiency and safety.

Carriers equipped with PeopleNet Tabletop BLU onboard computers that run Automated Workflow and In-Cab Navigation, McLeod dispatch software, and a fuel-optimization package can automatically insert in the driver's dispatch fuel stops that optimize routing and reduce out-of-route miles. Spoken directions help drivers execute routes and fleet managers can easily confirm and track fuel-stop arrival/departure.

See www.peoplenetonline.com and www.mcleodsoftware.com

SINGLE-PIECE DRIVESHAFT

LIGHTWEIGHT DANA DRIVESHAFTS FOR COMMERCIAL VEHICLES UP TO CLASS 6
Dana used the IAA Commercial Vehicles Show in Germany to unveil the Spicer Formed Aluminum Tube Driveshaft. Designed for medium-sized pickups and light commercial vehicles up to class 6, it's a single-piece assembly with reduced weight and increased assembly clearance when compared to a traditional two-piece steel driveshaft.

Available in the summer of 2013 as an option for Spicer Life Series driveshafts in North America, the new product is said to weigh up to 25% less than two-piece steel assemblies.



Starting with a straight tube, it's shaped to have an expanded center using a proprietary hydroforming manufacturing process. This expanded center allows it to run at higher speeds for a given length, Dana explains, while offering increased strength and up to a 5% reduction in weight over straight aluminum tube driveshaft designs.

Because the driveshaft consists of a single piece, vehicle responsiveness is said to be improved. By eliminating the center bearing required in a two-piece assembly, noise and vibration are reduced.

See www.dana.com



RIDEWELL SUSPENSIONS
The Engineered Suspension Company

www.ridewellcorp.com

Like us on Facebook.



Genuine Webasto Heaters... Proven quality and performance.

When it comes to top quality and reliable performance, nothing compares to Webasto. Maya Sieber, from Ice Road Truckers Season 5, knows this first hand. She uses a Webasto Air Top 2000 ST to heat her bunk and a Thermo Top C to pre-heat her engine instead of idling. Find out how Maya and thousands of other drivers are saving with Webasto.

GenuineWebasto.com
877-9NO-IDLE

Webasto
Feel the Drive

Product Watch

A GAME-CHANGING TRANSMISSION?

ALLISON and DANA have licensed the rights to the technology for a continuously variable planetary (CVP) transmission that's equally at home in bicycles and heavy trucks. In fact, there are applications for almost any product using a mechanical power transmission.

Called **NuVinci**, it was developed by **FALLBROOK TECHNOLOGIES**, and the three companies have formed long-term strategic relationships that will see them co-operate on the engineering, manufacturing, and commercializing of these "next generation" transmissions for cars, commercial vehicles, and off-highway equipment. Fallbrook is a privately held technology development company headquartered in California, with a portfolio of over 500 patents and patent applications worldwide.

Its NuVinci CVP technology enables designers to reduce the complexity of transmissions, superchargers, and other powertrain systems and allows the engine to operate at more efficient speeds. These CVP transmissions are said to increase fuel efficiency, reduce emissions, and improve overall vehicle performance.

The NuVinci CVP is the only continuously variable transmission that has a planetary gearset's advantages of high torque density, versatility of use, inline shafts and low production cost. As a result, says Fallbrook, it's the only technology potentially capable of replacing the planetary gear transmission—in every application—as virtually a plug-and-play replacement.

It's said to offer easier shifting, the ability to accept multiple inputs, multiple power outlets such as for a power take off (PTO) application, and improved hill-climbing.

Allison has the exclusive right to use this CVP technology to develop and commercialize primary transmissions for Allison's end markets, which could include commercial vehicles, military applications, and some off-highway markets.

Dana will hold an exclusive licence from Fallbrook to engineer and produce transmission components with the NuVinci CVP technology for passenger and certain off-highway vehicles.

Dana and Allison have also signed a letter of intent to explore a strategic alliance through which Dana would exclusively manufacture transmission components with NuVinci CVP technology for Allison.

Fallbrook's proprietary NuVinci CVP technology is an award-winning, continuously variable transmission that's said to be scalable and highly adaptable. It uses a set of rotating balls between the input and output components. Tilting the balls changes their contact diameters and varies the speed ratio. Compared to other current transmission technologies, Fallbrook says its NuVinci idea is less complex, scales and packages more easily, costs less to manufacture, and facilitates achieving optimum performance.

Full-scale production of off-highway transmissions with NuVinci-equipped components in Dana's served markets is expected within the next three to five years, while implementation in passenger and commercial vehicles is anticipated before the end of this decade.

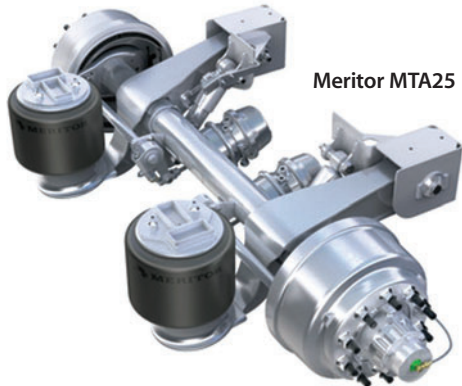
See www.allisontransmission.com, www.dana.com, and www.fallbrooktech.com

TRAILER SUSPENSIONS

MERITOR ADDS TWO LOW-MOUNT MODELS TO MTA SUSPENSION SERIES

Meritor's new MTA25 and MTA30 low-mount trailer suspensions are now in production. First announced a year ago, the two newest MTA (Meritor Trailing-Arm Air) suspensions are specifically designed as part of an integrated system to optimize performance and weight. They're aimed at vocational applications like single-drop flatbed, double-drop flatbed, loggers, and chip trailers.

The MTA lineup now includes the MTA23 (23,000-lb capacity), the top-mount MTA25 (25,000 lb), the top-mount MTA30 (30,000 lb) and the two newest low-mount products.



Meritor MTA25

All MTA models are available with the optional lift kit, a quick-response system that raises select axles, improving maneuverability and extending tire life. Available in painted or galvanized finishes, the lift kit attaches easily and can be installed as original equipment or field-retrofitted, says Meritor.

The two new suspensions feature a "unique" patent-pending, axle-wrap



Fontaine's multi-purpose Revolution Hybrid TX dropdeck trailer.

design that's the foundation for a secure and durable axle connection. A patented pivot bushing is said to absorb road inputs, resulting in a softer ride, more cargo protection and reduced stress on the trailer's structure. Patented steel interleaf shims in the bushing provide superior fore-aft stiffness aiding in improved axle alignment, better tire wear and reduced roll steer. MTA suspensions are said to be among the lightest in their market segment.

The MTA system is integrated with Meritor trailer axles and Q Plus Cam Brakes. All are covered by the company's five-year, 500,000-mile warranty on structural components.

See www.meritor.com

DROPDECK CONTAINER HAULER

FONTAINE'S MULTI-PURPOSE REVOLUTION HYBRID TX DROPDECK TRAILER

Fontaine Trailer Company is now offering the multi-purpose Revolution Hybrid TX dropdeck trailer. It features twist locks to accommodate two 20-footers or one 40-ft container.

The Revolution deck is light but strong, the company says, adding that the unitized design eliminates wracking and flexing as the trailer moves down the highway. This reduces road friction, said

to extend tire life by up to 30% and improve fuel economy by up to 3%.

All Fontaine Revolution trailers feature a one-piece extruded-aluminum siderail that's especially good at withstanding impact damage, the company says. An integrated load-securement system makes loading and unloading faster and much easier. The main beam design and construction is strong enough that Fontaine backs it in writing with the XtremeBeam Limited Lifetime Warranty.

Fontaine says "this rugged dual-purpose workhorse... can handle a shipping container, a coil of steel, or a load of lumber with equal ease."

See www.fontainetrailer.com

FUSO PLOW KIT

MITSUBISHI FUSO OFFERS NEW PLOW KITS FOR THE CANTER FG4X4

Mitsubishi Fuso says new plow kits are available for its Canter FG4X4 Series medium-duty cabover trucks. They come complete with blade, permanent mount, articulation hydraulics, and dash-mounted or optional handheld controller.

The kits are available from Fisher Engineering (Fisher, Western and Blizzard brands) and from Meyer Products (Meyer brand). The offerings include a number of different mounting kits, light-harness kits and harness



We pay you CA\$H for your invoices in 24 hours!

JD Factors has been turning INVOICES into CASH for over 20 years.

Our customers simply send us their invoices with proper backup (bill of lading and load confirmation), and they have access to their funds the next business day.

- JD offers advances up to 95%
- No start up fee required
- Fuel Card services available

For more information call
1-800-263-0664
or email Canadasales@jdfactors.com



JD Factors Corporation
315 Matheson Blvd. East
Mississauga, ON L4Z 1X8
www.jdfactors.com

When it comes to cleaning, trust the #1 pressure washer sold in the trucking industry...

hotsy PRESSURE WASHERS



Truck and transport cleaning is simple when you have the right truck wash equipment. Hotsy hot water pressure washers remove diesel smoke and road film quickly, plus help protect your fleet from salt and chemicals used during the winter months.

DISCOVER THE HOTSY DIFFERENCE:

- Hotsy has the best warranties in the industry - 7 years on the pump and 5 years on the coil.
- The Hotsy pump is engineered for durability and performance.
- Hotsy has over 100 models of hot and cold water washers.
- Hotsy has the most knowledgeable Dealer network in the industry.
- Hotsy pressure washers are ETL safety certified.
- On-site service and repair available.
- Parts, accessories and detergents available.



Complete Wash Bay System

Ask your local Hotsy dealer about a wash bay system to clean your fleet. Drive in, wash and drive out. The pressure washer can be remotely located, and can be configured so more than one person can wash simultaneously.

Hotsy has dealers throughout Canada. To find yours, visit our website at www.hotsy.com or call 800-525-1976

MACK OFFERS BENDIX WINGMAN COLLISION MITIGATION TECHNOLOGY

MACK PINNACLE models can now be ordered with the option of Bendix Wingman Advanced collision mitigation technology.

The system provides adaptive cruise control with braking that actively intervenes to help drivers maintain a safe following distance by reducing the throttle; engaging the engine retarder; or, if necessary, applying the foundation brakes to help avoid collisions or at least lessen their severity.

It uses a radar sensor mounted to the front of the vehicle (see photo), which first generates audible warnings, then active interventions. The system is always available above approximately 10 mph, even if cruise control is not set, and provides following-distance and stationary-object alerts. The driver can add additional braking or steering inputs, of course.

See www.macktrucks.com



adapters, as well as a choice of blade configuration—covering 8.5, 9.0, 9.5, 10.0 and 10.5-ft widths—in steel, poly/steel, and stainless steel.

All are mounted on the Canter FG4X4, which has a 134.4-in. wheelbase that can accommodate 12- to 15-ft bodies as well as the plow kit. Turning diameter for the FG4X4 is a trim 44.2 ft.

The Duonic automated manual transmission allows the driver to keep a hand available to operate the plow-blade controller. Steering wheel tilt and telescoping adjustments are made using one control lever, and instrumentation includes not



Mitsubishi Fuso plow kit

only the normal array of tachometer and speedometer but also a digital display that gives the operator real-time data on the status of the most important operating parameters.

The dash-mounted shifter keeps the floor clear so the driver can enter and exit the vehicle from the passenger side nearly as easily as from the driver's side.

See www.mitfuso.com



TWO DRIVE TIRES

CONTINENTAL SHOWS OFF A PAIR OF NEW DRIVE TIRES

Continental Tire recently offered a first look at the ContiEcoPlus HD3, a third-generation long-haul highway drive tire product engineered for operating conditions of more than 120,000 miles per year.

As well, the company has launched the HDR2 in an 11R22.5 size to replace the existing HDR1. Remaining sizes will be launched in early 2013.

The ContiEcoPlus HD3 was named to highlight its improved rolling resistance and Eco Plus fuel-saving technology, says Continental. Its advanced casing features are said to bring maximum retreadability, including a premium belt package, flatter contour, and a more supportive bead package. The tire is available now in size

Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



Espar Heater Systems
a member of the Eberspächer group of companies



WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of October 9, 2012 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	138.9	0.0	121.1
VANCOUVER *	136.9	-1.2	92.7
VICTORIA	130.9	-1.5	94.5
PRINCE GEORGE	128.9	0.0	96.1
KAMLOOPS	128.5	0.0	95.7
KELOWNA	130.9	-0.2	98.0
FORT ST. JOHN	133.2	0.0	100.2
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	113.2	-1.0	94.8
RED DEER	114.4	0.2	96.0
EDMONTON	115.6	2.7	97.1
LETHBRIDGE	118.6	-1.0	99.9
LLOYDMINSTER	112.2	1.3	93.9
REGINA *	119.6	0.3	94.9
SASKATOON	119.7	0.0	95.0
PRINCE ALBERT	116.6	0.0	92.0
WINNIPEG *	121.9	0.0	98.1
BRANDON	116.9	-1.5	93.3
TORONTO *	122.2	-2.2	89.9
OTTAWA	123.9	0.0	91.3
KINGSTON	124.9	0.0	92.2
PETERBOROUGH	122.0	0.0	89.7
WINDSOR	119.4	-0.2	87.4
LONDON	122.9	-2.0	90.5
SUDBURY	126.0	0.0	93.2
SAULT STE MARIE	127.1	0.2	94.1
THUNDER BAY	129.2	-0.1	96.0
NORTH BAY	126.1	0.0	93.3
TIMMINS	130.1	0.0	96.8
HAMILTON	123.2	0.0	90.7
ST. CATHARINES	120.9	-1.3	88.7
MONTRÉAL *	136.4	-1.0	95.4
QUÉBEC	137.9	2.0	96.7
SHERBROOKE	137.2	1.3	96.1
GASPÉ	135.9	0.0	98.8
CHICOUTIMI	137.6	2.0	100.3
RIMOUSKI	137.2	1.5	98.0
TROIS RIVIÈRES	138.9	3.0	97.6
DRUMMONDVILLE	133.9	0.0	93.3
VAL D'OR	136.2	0.0	99.1
SAINT JOHN *	135.8	2.4	97.0
FREDERICTON	136.2	2.4	97.3
MONCTON	136.8	2.2	97.9
BATHURST	138.5	2.5	99.4
EDMUNDSTON	137.5	2.4	98.5
MIRAMICHI	137.5	2.4	98.5
CAMPBELLTON	137.6	2.4	98.6
SUSSEX	136.1	3.7	97.2
WOODSTOCK	137.9	2.6	98.8
HALIFAX *	133.8	2.8	96.9
SYDNEY	136.7	3.9	99.5
YARMOUTH	135.8	1.2	98.7
TRURO	134.7	3.2	97.7
KENTVILLE	134.7	3.3	97.7
NEW GLASGOW	135.9	3.3	98.8
CHARLOTTETOWN *	129.5	0.0	99.1
ST JOHN'S *	142.7	6.4	105.8
GANDER	140.5	7.7	103.8
LABRADOR CITY	146.4	2.3	109.1
CORNER BROOK	141.8	4.8	105.0
CANADA AVERAGE (V)	124.7	-0.8	93.8

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



Product Watch

295/75R22.5, with the remainder of the standard NAFTA sizes available at the end of 2012 and a ContiTread retread in early 2013.

Through optimizing the tread depth and width, and the redesign of voids in the three-dimensional tread pattern, the ContiEcoPlus HD3 is claimed to achieve low rolling resistance without sacrificing mileage or traction.

The HDR2 (Heavy Drive Regional) has been engineered to improve mileage by more than 20% over its predecessor, attained through tread optimization leading to 16% more overall tread volume. The HDR2 features a high number of lateral sipes extending all the way through the shoulders to maintain traction levels throughout the life of the tread. A large number of circumferential grooves allows for the evacuation of traction-robbing mud and water, while the tire's groove geometry is said to reduce stone retention.

The HDR2 ContiTread retread product will be available November 2012.

See www.continental-truck.com

FRAS-LE AIR DISC PADS

PRODUCT LINE COVERS MORE THAN 59 APPLICATIONS

Fras-le North America has launched its air disc brake pad program for the North American aftermarket. It's an expansion of the company's work truck and fleet program that kicked off in May.

The new brake pad lineup, sold under the 'Extreme Service' brand, includes 11 part numbers covering more than 59 applications on 12 brake systems. This line of asbestos-free friction material was especially developed to meet the needs of heavy-duty and commercial vehicles, and meets the European ECE-R90 quality standard, which requires all safety related replacement parts to perform within certain parameters of the Original Equipment (OE) specification.

The company now offers a complete line of hydraulic and air disc brake pads for class 1c-8 vehicles. Fras-le is the OEM friction supplier on many medium-duty work trucks in the U.S., and has been Meritor's heavy-duty friction partner for more than 15 years.



When compared against two major OE competitors, Fras-le's PD/1931 FF friction material delivered less pad and disc wear, the company claims. The pads use the Util Group SL5 retention backing plates, a mechanical attachment system specially designed to "drastically" reduce sheer.

See www.fras-le.com/nabrakes

YOU CAN'T GET THERE FROM HERE

Where Everybody Knows Where You Live

"You've never seen anything like Fermont" is what our photographer was told. So he drove 20 minutes southwest from Lab City and laid eyes on this amazing mining-town-in-one-single-building. The Fermont, QC "wall" houses apartments, a hotel, a school, a hotel, a church, arena, bars, supermarket, and swimming pool. And yes, we had a few readers who recognized the place and claimed their swell **Today's Trucking Cap**. (We give them to the first 10 who correctly identify our mystery location.)

This month's delicious looking landmark is nowhere near Fermont. If you think you know where it is, contact Jason Rhyno at:

Raspberry photo by Delon Rashid



October Answer:
Fermont, QC



YOU CAN'T GET THERE FROM HERE

c/o *Today's Trucking Magazine*

451 Attwell Drive, Toronto, ON M9W 5C4

Phone: 416-614-5827 • Fax: 416-614-8861

Or email: Jason@newcom.ca



NATIONAL ADVERTISERS

Alliance	6	Great Dane Trailers	55	Peterbilt	back cover
<i>www.alliancebrandparts.com</i>		<i>www.greatdanetrailers.com</i>		<i>www.peterbilt.com</i>	
Allison Transmission	16	H2Blu	4	Prolam	42
<i>www.allisontransmission.com</i>		<i>www.H2Blu.ca</i>		<i>www.prolamfloors.com</i>	
Continental Tire	15	Hankook Tires	30	Ridewell	47
<i>www.continental-truck.com</i>		<i>www.hankooktire.ca</i>		<i>www.ridewellcorp.com</i>	
CTHRC	45	Hino	32	SAF-Holland	35
<i>www.cthrc.com</i>		<i>www.hinocanada.com</i>		<i>www.safholland.ca</i>	
Cummins Eastern Canada	21	Howes Lubricator	27	Shell	43
<i>www.easterncanada.cummins.com</i>		<i>www.howeslube.com</i>		<i>www.shell.ca</i>	
Espar	40, 51	Imperial Oil	8	Today's Trucking	24
<i>www.espar.com</i>		<i>www.mobildelvac.ca</i>		<i>www.todaystrucking.com</i>	
Evotech	37	International Truck & Engine	22	TruckPro	41
<i>www.evotechind.com</i>		<i>1-888-9-PROSTAR</i>		<i>www.truckpro.ca</i>	
ExpoCam	46	J.D Factors	49	UFA	38
<i>www.expocam.ca</i>		<i>www.jdfactors.com</i>		<i>www.ufa.com</i>	
Freightliner	2-3	Kärcher	18	Vipro	36
<i>www.freightlinertrucks.com</i>		<i>www.karcher.ca</i>		<i>www.viprotruckforce.com</i>	
		OK Tire	34	Webasto	48
		<i>www.oktire.com</i>		<i>www.GenuineWebasto.com</i>	
		PeopleNet Communications	12-13	Western Star	14
		<i>www.peoplenetonline.ca</i>		<i>www.westernstartrucks.com</i>	

COMPANIES IN THE NEWS

A

Allison	48
AME International	47

B

Bendix	51
BharatBenz	29

C

Chrysler	44
Continental Tire	51

D

Daimler	28, 45
Dana	47, 48

F

Fallbrook Industries	48
Fontaine	49
Ford	43
Fras-le	52
Freightliner	21, 45
Fuso	28

G

Gazzola Paving	43
----------------	----

H

Hino	5, 21
------	-------

I

International	21
---------------	----

J

JJ Keller	41
Jonjo Refrigeration	20

K

Kenworth	21, 31
----------	--------

L

Lamberet	31
----------	----

M

Mack	21
MAN	29
McLeod	47
Mercedes-Benz	5, 29
Meritor	20, 49
Mitsubishi-Fuso	21, 49

N

Navistar	19
----------	----

O

OnRoute	13
---------	----

P

PeopleNet	47
Peterbilt	21

R

Renault-Midlum	31
----------------	----

S

Scheltema Trailers	20
Shell Rotella	20

T

Tandem Group	20
Thermo King Easter Canada	20

V

Volvo	21
-------	----

W

Western Star	21, 28
--------------	--------



By Peter Carter

Kissin' Cussin'

Why turning the air blue can be the right thing to do

My father and mother used foul language so rarely that I remember very clearly the very first time I heard my dad swear. I was around nine.

I was standing beside one of the pits in the bus garage that my dad owned in the west end of Sudbury. He was under a bus with a mechanic, and although I haven't the foggiest idea what the man did to make my father so mad, I sure remember what Dad said and I'm sure not going to repeat it here.

Had he known I was nearby, he probably wouldn't have sworn; on the other hand, he wouldn't have been surprised to see me, either. When you grow up in a fleet family, the garage is your playground.

Anyway, whatever that mechanic did was serious because as far as I knew, that incident marked the first time in history that a Carter swore.

Fact is, swearing was forbidden in our house. My mother and father were quite religious, they tried to raise their 10 kids right and part of that included using clean language.

The worst infraction of course was taking the Lord's name in vain. That was a biggie. "Oh My God!" was reserved for, well, talking to God.

Hell was also on the Carter s*** list and even "crap" was border-line dirty. One Friday evening my father stopped me from wearing a "DISCO SUCKS" shirt. We Carters weren't allowed to even think the F-word.

Don't get me wrong; I wasn't raised in a monastery. My parents loved music, late nights, and parties. I was quite young when I learned that if you inserted one finger into each neck, you could carry five empty beer bottles to the basement handily.

When you grow up in the kind of enterprise that attracts guys from all parts of Canada looking for work, with many of them sleeping their first few nights in your basement, you have to be open minded.

But not when it came to cussing.

Which is why I recall Dad's garage incident so vividly. To my youthful ears, Dad's language was so out of character he might as well have emerged from the pit wearing women's clothing. I was shocked and in fact probably silently asked God to forgive him.

Fast forward to now. Apple? Meet tree.

Raising our three children, my wife Helena and I kept cussing to a minimum, too. Rightly or wrongly, we both shied away from in-house swearing. Good or bad, when our kids were little, OMG meant "oh my gosh."

But at work?

Let me put it this way. It came as very good news a few weeks ago when I learned that what Dad said that day in the pit was probably not only healthy, it was actually good for business.

Get this: Researchers have found that on-the-job cussing can boost morale. I could go into great detail describing the research and the methodology but to heck with that; suffice to say a little swearing in the workplace probably does the workers and your bottom line a world of good.

Obviously you shouldn't swear when there are customers around; and you could get in big trouble if you insult a co-worker's religion or personal beliefs. If it's against your religion, you shouldn't swear either. That would be just dumb.

But according to the *Wall Street Journal*, "taboo language can manifest itself in solidarity that helps create a much more pleasurable and productive place to work." Sometimes, a well-selected swear word is the only tool for the job.

The allowable blueness of the air varies, depending on the workplace in question. Swearing in a bank lineup must take on a different tone than, say, swearing in an open-pit iron mine.

Happily though, the study also reports that most people know intuitively how much swearing is allowed in any given workplace. Folks like you and me take a look around at their circumstances and—I swear—do the exact right thing.

Pretty friggin' amazing creatures, we are. **TT**



SOLEMNLY SWEAR: Sometimes, a well-chosen curse is the only tool for the job.

If every reefer trailer built this year had
ThermoGuard lining, our industry could
SAVE MORE THAN 7.5 MILLION GALLONS
of diesel fuel annually.



That's an average of 200 gallons saved per trailer.

ThermoGuard's revolutionary patented design includes an exclusive metal barrier layer that seals the insulation — significantly reducing thermal degradation over time. The result is reduced cooling unit run time and maintenance. *And that's more money to your bottom line.*

Find out how much you can save...www.greatdanetrailers.com/thermoguard-video



Exclusively from

Great Dane

***The only liner that helps maintain
insulation performance for the life of the trailer.***

*Fuel savings examples based on projected annual industry refrigerated trailer production in North America for 2012 and average annual savings over the life of a trailer. Individual results may vary based on factors such as trailer maintenance and operational load cycle.

Great Dane is a registered trademark of Great Dane Limited Partnership.



579

THE LEGEND CONTINUES.

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

Visit www.peterbiltlegend.com/579 for more information.



Use the MS tag reader on your smartphone and scan to see the video.

