



# OUTLOOK 2013:

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OPPOSITE PAGE **44**

December 2012

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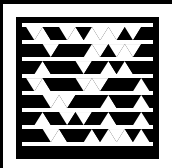


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**ON THE COVER:** Walmart's innovative "Drome" configuration sparked controversy when it was launched in November. PG. 34



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

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

Canada



**Kenneth R. Wilson**  
Award Winner

Member



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## The Problem with Pig Wrestling

Re: "Driving the Drivers," by Peter Carter, Nov. 2012

Thanks for taking an interest in our situation. We at the North American Truckers Guild (NATG) have a job to do that no one before us (in Canada) has been able to complete or sustain for any length of time.

But to be honest, it gets frustrating. Sometimes it seems like some folks on the street are comfortable in their misery.

A sign I once read said, "arguing with a trucker is like wrestling a pig in the mud. Just when you start to think you are winning, you realize the pig is enjoying it."

So while we wait to see if the article in the magazine yields more interest in the Truckers Guild, we are going to keep up the wrestling.

We are just setting up a peripheral campaign to help spread the message "SLOW DOWN & MOVE OVER." The British Columbia government recently posted a video in that regard, and it is quite good. I hope that enough people will see it. (Go to YouTube and type "Roadsafe BC Slow Down and Move Over.")

The NATG has decided to create bumper stickers conveying that same message (we're still struggling with the art department), and we should have a finished product soon.

We really want to show our support for all the first responder folks who have to work on the side of a freeway while traffic blows by like it's just not an issue. (According to the video, more than 400 first responders have been killed or injured roadside since 2001.)

Meantime, I am off to the Canadian Council of Motor Transport Administrators (CCMTA) in Ottawa where I will continue to lobby for mandatory driver education and elevating competency testing across the country.

— **Larry Hall, Kamloops, BC**

## Share the Love

Re: "High Maintenance, Low Appeal," by Daniel Shepherd, Nov. 2012.

In his response to my October column "10 Ways to Attract Women," letter writer Daniel Shepherd made some interesting points and I do hope the conversation continues. I did get one interesting tweet about my story; it said "the article's title should be 'How to Attract and Retain All Drivers,' not just women." Spot-on.

— **Willa Dwyer, West Brome, QC**

## The Pleasure is All Ours

To have survived 25 years in anything related to trucking is an achievement, and I hope you and your magazine staff are justifiably proud of what you have accomplished.

I have always found your articles to be informative and thought-provoking.

The information I have gleaned from your magazine has spurred me into action and we are a better company as a result.

— **Rick Way, Guelph, ON**

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By Rolf Lockwood



# Curses! Foiled again!

**Matty Moroun's not-so-secret plan to halt a new Windsor/Detroit bridge has unraveled. Now it's on to the next step, a span we'll cross when we get to it.**

Probably no-one would forgive me if I uttered a comment on the recent American election. If I were to say anything about it, my little addition to the thread would be opinion number 6,998,762,008,911. Oops, 38 seconds have elapsed since I wrote that so the number is now 10,166 bigger. I'd better stop, this being a trucking magazine, not *The Economist*.

But if I were to say something, I might just be able to get away with writing about how things went down in Michigan because trucking is directly involved. Voters there saw through the BS of Proposal 6, put on the ballot after wildly intense lobbying and very, very big spending by Matty Moroun. Transparently—I'll give him that—he was trying to block construction of the New International Trade Crossing (NITC) because he owns the tired old Ambassador Bridge and doesn't much like the idea of competition for the lucrative truck traffic that makes him a ton of moolah. And because he clearly hates to lose a fight.

The proposal wanted to see a two-thirds vote in the legislature or a public referendum before any new international bridge or tunnel could be built.

The NITC is to be constructed a couple of miles downriver from Matty's bridge, which was built way back in 1929. It would divert masses of truck traffic out of downtown Windsor so it's no surprise that the new bridge idea is popular with locals there. In fact, it's favored by just about everyone under the sun—on either side of the border—except a bunch of Tea Party Republicans and their friend Matty.

He spent more than \$30 million on this battle, first to get his proposal on the ballot and then to get Michiganders to vote 'yes'. And that was after an earlier, less expensive victory in preventing a vote on funding the NITC in the legislature.

On election night, some 40 percent voted to block the new bridge through Proposal 6, but thankfully that's never been enough to win anything. Democracy in action, I guess, but ugly as sin, full of lies and deceit and stuff that's otherwise known as plain old BS.

I called it "Democracy at its very Worst" in a recent blog. But calling it an example of democratic action at all seems like a serious misnomer. For Moroun, it was just a matter of using gobs of dough to get his own way by tricking the dumb voter, claiming it would cost them money that would otherwise go to funding

schools and police departments. Even though Canada has very publicly committed to funding Michigan's share of NITC costs.

Frankly, aside from the fact that he appears to love a good fight—he's beaten down the Canadian government more than once, loves to sue anyone in sight—I can't imagine why Matty persisted with this. Just about the entire world wants this second bridge so could he really expect to win? This is just blind defiance.

There are ironies aplenty in here, including the fact that Michigan Governor Rick Snyder is himself a Republican, though

**It was just a matter of using gobs of dough to get his own way by tricking the dumb voter.**

he's the one pushing hardest for the second span. He knows it's good for his state in terms of business and jobs and security in a post-9/11 world.

Snyder engineered his deal with Canada by doing an oddly legal end-around play to bypass the impossible legislature, a deal that will see Ottawa foot the entire bill for the NITC, to be repaid out of toll revenue.

But hey, that doesn't sound very democratic either. Bypassing representatives of the people?

And hey again, our dear Prime Minister didn't even consult Parliament when he agreed to foot the \$4 billion cost of the bridge. Is that what purists would call democracy?

Both Snyder and Stephen Harper took pragmatic, maybe not democratic, action in making their deal happen. Fine by me. I've always thought democracy an over-rated way to run a country anyhow.

Now, will this new bridge get built after all, saving trucks time and money at our busiest border crossing any time soon? The earliest completion date would seem to be in 2020. But don't count your infrastructure before it's hatched because Mr. Moroun will surely employ half the lawyers in Michigan and a bunch in Canada to sue all and sundry. He'll keep trying to block the NITC, earning toll money while the thing drags on. And it's his democratic right to do so.

If I were King I'd just say no, you can't. **TT**

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

# Dispat

BY JASON RHYNO

## Who's Going to Help You Hire?

Come 2013, the old Canadian Trucking Human Resources Council (CTHRC) will be history. But a new organization will take its place, and maybe this time, a fire will be lit under those who need it most.

Earlier this year, the Canadian Trucking Alliance (CTA) gathered industry leaders from across Canada to launch a blue ribbon task force on the driver shortage. Out of it came a report on the current state of the trucking industry's human resource problems—and it wasn't only about the "driver shortage."

What made the report so interesting was how the authors put the industry's labor problems onto the companies and employers. In no uncertain terms, the report told employers to take a look in the mirror and stop blaming other groups for trucking-related labor problems.

Refreshing to both veterans of the industry (even if they had heard much of it before) and rookies. The trucking industry should not look to other groups to solve its own labor problems, the report advised.

True to its word, industry—as well as industry supporters—have stepped up with a newly formed, re-focused, and re-organized human resources council.

Dubbed "Trucking Human Resources Canada," it will replace the Canadian Trucking Human Resources Council (CTHRC) in 2013. On-board is the CTA, the Private Motor Truck Council of Canada (PMTCC), Newcom

Business Media (publisher of this magazine, *Transport Routier*, and *Truck and Trailer*, as well as owner of truck shows *Truck World* and *ExpoCam*), and Glacier Business Information Group (publisher of *Truck News*, *Truck West*, *Motortruck Fleet Executive*, and *Canadian Transportation & Logistics*).

"We are very hopeful that a new national organization, which focuses on working with industry partners, can help us as we work to address what most carriers believe is the industry's toughest challenge—making sure we have top-quality people who are recognized as skilled labor and treated as such, to pilot our vehicles

in the future," said David Bradley, president and chief executive officer of the CTA.

The new organization will be a forum for gathering and exchanging ideas and information, said Angela Splinter,





# ches

## HISTORY

— PG.11 —

Give This Dog a Cookie

## LAWS

— PG.11 —

Fleet Owner Beats  
Speed Limiter Rap,  
Gets Another



## REGULATIONS

— PG.13 —

California On  
High-CARB Diet

**EASING LABOR PAINS:** A new initiative is hoping to erect signs mapping the way to better HR practices in trucking.



executive director of the new organization. “By including the most prominent membership-based fleet organizations in Canada, and publishers of the largest trade magazines in the trucking and logistics industry, our new organization is immediately positioned to support the broadest range of businesses and ensure HR needs, resources and strategies are effectively communicated to the industry at large,” Splinter explains.

While it is still in the early days, the hope is that this new organization will help the transportation industry compete with other industries when it comes to attracting new talent over the next 10 years; unless you’re in the industry, trucking is still low on the “Jobs I’d Like to Have” list for most people. And the only people that can change how the industry is perceived, how it treats its employees, are the ones currently leading it. **TT**

## Trucking HR Canada GOALS

- ✓ Identify the trucking and logistics industry’s Human Resources issues, trends, opportunities and challenges;
- ✓ Support the recruitment and retention of Human Resources needed to meet industry demands;
- ✓ Partner on initiatives that impact Human Resources;
- ✓ Provide a national forum for gathering and sharing best practices; and
- ✓ Promote career opportunities and career paths in the trucking and logistics industry.



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**HISTORY**

**Give This Dog a Cookie**

*Who's a good boy? Who's been a loyal friend for 80 years? Yes, you have, Mack Bulldog. Want a belly-rub?*

— **By Octavian Lacatusu**

The Mack Bulldog has been grinning at the sky as a loyal guardian on hoods of Mack trucks for 80 years—or an estimated 560 dog years.

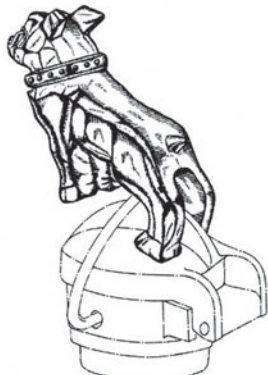
Perhaps not as gracious as Rolls-Royce's "Spirit Of Ecstasy," the Bulldog's symbolism has a humble beginning in the history books.

The Bulldog first became associated with Mack Trucks during World War One, when British soldiers nicknamed the Mack AC models used in the Allied effort as "Bulldog Macks" due to their tenacious nature. The Bulldog moniker stuck.

Years later, in 1932, Alfred Fellows Masury, a chief engineer at Mack Trucks, was in the hospital for surgery. Not one to be idle for long, during his recovery, Masury hand-carved the first model of the now iconic Bulldog hood ornament out of a bar of soap. Soon after, a patent for the hood ornament was granted on Oct. 11, 1932.

Unfortunately, Masury was killed in the crash of U.S. Navy airship *Akron* in 1933, the same year the Bulldog hood ornament began adorning Mack trucks.

"We're proud of our heritage and that the Bulldog has become so widely recognized," said Kevin Flaherty, president, Mack Trucks North American Sales & Marketing. "We tip our hats to Alfred Masury for his contribution to our legacy." **TT**



**LAWS**

**Fleet Owner Beats Speed Limiter Rap, Gets Another**

*Is there too much room for improper/unfair charges under Ontario's speed limiter law? CEO Ken Westlake thinks so.*

— **By Peter Carter and Jason Rhino**

On a Wednesday afternoon in late October, a Peterborough, ON-based carrier beat a speed-limiter ticket in court. Friday afternoon, while swapping emails with *Today's Trucking* about his legal victory, one of his trucks got nabbed again.

"Can U see a fight here? LOL" Ken Westlake, the CEO of Exclusive Transfer Enterprise Corporation emailed.

"Same charge. Speed limiter not working."

The Wednesday court decision was related to a

September, 2011 incident. One of Westlake's 30 rigs was pulled over and inspected. The Ministry of Transportation (MTO) inspector used an Ez-Tap diagnostic tool and found the speed limiter to be set at 114 km/h (71 mph).

Since 2009, Ontario has stated that all heavy-duty trucks operating in the province must have their speed limiters set at 105 km/h (65 mph). The fine was set at \$390.

Westlake proved to Justice Susan Hoffman that he set his truck's speed limiter at 105 km/h back in 2007, before the law required him to do so; and that his electronic speed-control module is password protected.

According to the MTO Spokesman Bob Nichols: "The judge did not doubt any evidence that was given by the Ministry officer.



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I was after a minimum of 2 mpg fuel savings when spec’ing this truck. I got that and more! Before, I was getting an average of 6.2 mpg, and now I’m getting an average of 9.3 mpg!

Driving is a business for me – I drive 58 mph or up to 61 if necessary and try not to idle too much. Because I average 97% in the Sweet Spot, I get to see a lot of ‘\$’ signs on my driver display.

The ride is great! I’m amazed at the amount of energy I have at the end of the day because of the comfort and quiet ride. I’ve always looked at trucks as a tool – nothing sentimental – except this one. I love it. Even my wife is more interested in coming with me on trips.

Thank you for making a product I enjoy so much!”

Terry Olsen,  
Owner/Operator

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However, the judge found that the owner had proved due diligence in this case—that he had done everything within his power to ensure that the engine was set.

“The judge’s ruling only speaks to this particular case. It does not have any effect on the program.”

Further, Westlake said, there’s no legal requirement forcing a truck owner to re-check the speed limiter, at any time after it is installed.

Justice Hoffman dismissed the charge; and Westlake victoriously returned to Peterborough.

**His plan:** Issue letters to all his drivers stating that their speed limiters have been set by the company technicians; they’re password protected; and that there’s no need for an MTO inspector to question the calibration.

If they do proceed with an inspection, Westlake insists

the “Ministry will have to assume all responsibility for any damage that may occur.”

And then, just as he’s trying to figure out the exact wording for the letters, he got the message about the new charge.

The company, however, was not charged for this one; rather it was the driver. “I am still going to fight it for him,” Westlake said in a follow-up email. “What happened was, he was driving, then the speedo went crazy, so he went with the flow of traffic. He was only an hour from the yard and he had to get unloaded in Belleville and return for repair. Do they expect the trucks to stop in their tracks if the sensor fails?”

Westlake pointed to the company’s excellent MTO audit score. “Again, our maintenance program is Due Diligence.”

After the driver unloaded, Westlake sent him to the dealer to have the limiter checked. “The computer part passed, it was 65,” Westlake exclaimed.

“But they do not have the part, so are we supposed to park the truck for a week due to a sensor failure? We have put a GPS in the truck in the meantime to enable it to run, but technically it is in violation of the law now.

“The speed limiter is not a requirement of the MTO Circle Check. In fact this is not something that you can check beforehand; if it fails, you are already in violation before you leave your parking spot.”

Westlake said plan to build a larger defence on this latter charge. “There is too much room for improper/ unfair charges under this law.” **TT**

**REGULATIONS**

**California On High-CARB Diet**

*Starting Jan. 1, California-bound carriers without SmartWay-verified aerodynamic devices on their trailers could face \$1,000-a-day fines, courtesy of the California Air Resources Board (CARB).*

— **By Octavian Lacatusu**

That’s right. A grand a day, beginning in the New Year.

It all started back in December, 2008, when the California Air Resources Board (CARB) introduced the regulation aimed at reducing greenhouse-gas emissions and improving fuel efficiency by legislating aerodynamic devices on heavy-duty tractors pulling 53-foot or longer box-type trailers, including dry-van and refrigerated-van trailers.

Randy Rhondeau, CARB’s air pollution specialist, said



**GOING WITH THE FLOW:** The Wishbone can be installed in under four hours.

**WISHING THE PROBLEM AWAY**

**L**AYDON COMPOSITES has introduced a new—and lighter—addition to the trailer aerodynamic equation. It’s called the SmartWay-verified “Skirt 225;” a.k.a, “Wishbone.” “It’s a single panel that runs down the center of the trailer and then it flares out to meet the first set of trailer wheels. It’s 700-to-900 dollars so it’s the least expensive and the quickest install for 53-foot trailers,” says Brian Layfield, Laydon’s CEO, adding that on average, it takes about two to three hours to install, depending on the tractor-trailer size and device. Though the increase in fuel efficiency from better air flow is required by law, it’s also beneficial, Layfield said, especially with the price of fuel tipping over \$4 dollars a gallon in the U.S.

# CARB REQUIREMENTS

**H**ERE ARE THE REQUIREMENTS OF THE REGULATION AND DEADLINES. YOU CAN ALSO GET THEM ON THE CARB WEBSITE <http://www.arb.ca.gov/>

**For tractors subject to the regulation:**

- 2011 and newer model year sleeper-cab tractors that pull affected trailers had to be SmartWay certified, beginning January 1, 2010.
- 2011 and newer day-cab tractors that pull affected trailers must use SmartWay verified low-rolling-resistance tires, beginning January 1, 2010.
- All 2010 and older tractors that pull affected trailers must use SmartWay verified low-rolling-resistance tires beginning January 1, 2013.

**For trailers subject to the regulation:**

- 2011 and newer 53-foot or longer box-type trailers must, beginning back in January, 2010, be either SmartWay certified or retrofitted with SmartWay verified technologies, as follows: Low-rolling-resistance tires, aerodynamic devices
- 2010 and older 53-ft or longer box-type trailers (with the exception of certain 2003 to 2009 refrigerated-van trailers) must meet the same aerodynamic device requirements as 2011 and newer trailers either by January 1, 2013, or according to a compliance schedule based on fleet size which allows them to phase-in their compliance over time.



- 2010 and older trailers must use SmartWay verified low-rolling-resistance tires by January 1, 2017.
- 2003 to 2009 refrigerated-van trailers equipped with 2003 or newer transport refrigeration units have a compliance phase-in between 2017 and 2019.

**Who is not affected by the regulation?**

- Military tactical vehicles
- Curtain side vans
- Authorized emergency vehicles
- Solid waste vehicles
- Drayage tractors and trailers that operate within a 100-mile radius of a port or intermodal rail yard
- Drop frame vans
- Container chassis

fleets and owner operators who travel into California must have aerodynamic devices to meet the four- to five-percent requirement—unless they registered with CARB on a phase-in option (which provides an alternate compliance schedule).

During an interview with the transportation PR experts TruckPR.com, Rhondeau commented the fines could be quite unforgiving for not only the carrier, but the driver as well.

“If you’re pulled over for non-compliance, the owner of the tractor-trailer can be cited \$1,000 per day,” Rhondeau said. “The driver of the tractor-trailer is not off the hook either. That

person can be fined \$1,000 a day as well.”

For repeat “egregious” offenders, Rhondeau added that fines could increase to a staggering \$10,000 a day.

CARB says the regulation is designed to reduce greenhouse-gas emissions by approximately one million metric tons of carbon dioxide-equivalents by 2020, statewide.

Meantime, aerodynamic-device manufacturers are virtually lining up to help trucking companies run compliant.

“Aerodynamic retrofitting in carrier fleets has been going on for the last 18 months, with trailers already being deployed into the field to meet the CARB require-

ments,” says Brian Layfield, whose Oakville, ON-based Laydon Composites makes collapsible air fairings, universal deflectors, trailer fairings and vortex stabilizers for tractors and trailers.

Other aftermarket manufacturers of these devices include:

- FreightWing;
- Carrier Transicold;
- Aerodynamic Trailer Systems (ATS);
- AeroVolution;
- Transtex;
- Ridge Corp.;
- Silver Eagle;
- Utility Trailer;
- ATDynamics;
- SmartTruck;
- Strehl;
- Wabash;
- Windyne. **TT**

**LEADERSHIP**  
**Saskatchewan's Sweet Spot**

*At this year's Saskatchewan Trucking Association's Gala, people and family were celebrated, a point that was driven home by guest speaker Mike "Pinball" Clemons.*

— **By Jason Rhyno**

Don McMorris, Saskatchewan's Minister of Highways and Infrastructure, gave the opening speech at this year's Saskatchewan Trucking Association (STA) AGM and Awards Gala at the Hilton Garden Inn in Saskatoon.

“We are blessed here in Saskatchewan with what the world needs,” he told the audience, stressing the



## Dispatches

importance a smooth and efficient provincial transportation system plays in exporting goods to the rest of the world.

“The only way we can move forward is to make sure that our goods move out of the province,” he said. “We want to be an enabler and not a hindrance.”

But for Mike “Pinball” Clemons, the evening’s entertainment, people are what moves the world forward.

Clemons had skipped dinner to visit each and every table, shaking hands and conversing with nearly every person in attendance. And then, during the awards ceremony, Clemons



**L to R:** Garth Pitzel, Bison Transport; Bob Dolyzniuk, Manitoba Trucking Association; Terry Warkentin, Volvo Trucks; Mike “Pinball” Clemons.

declined dinner not once, but twice, until finally, no match for the hospitable people of Saskatchewan, he relented.

As for the awards, Roger Thompson, a driver with D.J. Knoll, was awarded the Volvo Driver of the Year prize. He was commended for helping out other drivers, being safety minded, and “thinking outside the box.”

After asking the audience if anyone had a score in the CFL game (“First things first; who’s got an iPhone? Who’s got a score on the game?”), the humble Thompson said he really had no idea how they came up with him. “I’m sure

lots of other candidates deserve this.”

Dispatcher of the Year, sponsored by Frontier Peterbilt Sales, went to Shannon Mensinger of Edge Transportation, who said all she does is “think of the driver. When I first started, I couldn’t believe all that a driver has to do. Who has to write down what they are doing every hour of their life?”

“When I say ‘sweet’, you say ‘spot,’” yelled Clemons when he took the floor.

“Sweeeet,” called out Clemons. “Spot!” returned the audience.

Clemons spoke about leadership, family, heroes, and people—and their contribution to not only the trucking industry, but to society.


“The Argos lost last night—no big deal. But if I go to the store and see that

everything is gone, that’s a big deal.

“The family is the foundation for our existence as human beings,” Clemons said after telling the audience he left football to spend time with his daughters. “Your industry is the number-one support for the family.

“Life is not about stuff; it’s about people. And you serve people.”

“Ask why is my company better because I’m their leader, ask why is my family better because I’m there,” Clemons stressed.

If you figure that out, you’ll find your “sweet spot.” 



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# logbook2012

## December

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

**3-5**  
**Canadian Renewable Fuels Summit**  
 Ottawa  
**Website:** www.greenfuels.org



**4-6**  
**Supply Chain Americas Conference**  
 Panama City, Panama  
**Website:** www.tocevents-americas.com

**6**  
**Atlantic Provinces Trucking Association**  
 Board Meeting and Awards Dinner,  
 Moncton  
**Website:** www.apta.ca

## 2013 DEADLINE!!

**Happy New Year!** Carrying in or out of the Golden State? The first of the year is the deadline for ensuring your trailers are environmentally correct. For more, see "California On High-CARB Diet" on page 11.

## January 2013

**16-18**  
**70th Annual B.C. Truck Loggers Association Convention & Trade Show**



Victoria Conference Centre & The Fairmont Empress Hotel, Victoria, B.C.  
**Website:** www.truckloggers.com

**21-24**  
**Heavy Duty Aftermarket Week**  
 The Mirage, Las Vegas  
**Website:** www.hdaw.org



## February 2013

**1-2**  
**Mid-West Truckers Association**  
 Peoria Civic Center, Peoria, Illinois  
**Website:** www.midwesttruckshow.com



## March 2013

**3-6**  
**Truckload Carriers Association Annual Convention**



The Wynn Resort, Las Vegas  
**Website:** www.truckload.org

**6-8**  
**The Work Truck Show and NTEA Convention**  
 Indianapolis, Indiana  
**Website:** www.ntea.com



**11-14**  
**Truck Maintenance Council of the American Trucking Associations Annual Meeting**  
 Gaylord Opryland Hotel, Nashville, TN  
**Website:** www.trucking.org



**21-23**  
**Mid-America Trucking Show**  
 Louisville, Kentucky  
**Website:** www.truckingshow.com



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 2013  
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 Place Bonaventure  
 Montreal, QC, Canada  
**The Meeting Place for Canada's Trucking Industry**  
**www.expocam.ca**  
 1-877-682-7469 x.247

## April 2013

**21-24**  
**National Shippers Strategic Transportation Council (nasstrac)**  
 Shippers Conference & Transportation Expo,  
 Orlando, FL  
**Website:** www.nasstrac.org



## June 2013

**14-16**  
**GREAT WEST TRUCK SHOW - LAS VEGAS**  
 Las Vegas  
**Website:** www.greatwesttruckshow.com



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**todaystrucking.com**



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equipment offers or to make an appointment with your local Wakefield Sales Rep.

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



# Heard on the Street

## Wajax Pumps It Up

**Wajax Industrial Components** has purchased the **Ace Hydraulic Ltd.** facility in Bathurst, NB.

Wajax manufactures industrial components such as bearings, cylinders, hoists, hydraulics, pneumatics, motors, power transmission products (among others) for various types of markets—from agriculture to steel and mining operations.

## Chips-Chips Hurray!

**DCT Chambers Trucking** received the Canadian Society of Safety Engineering's (CSSE) "Achievement Recognition Award for TruckSafe Organizational Excellence," on Oct. 25 in Langley. Residual-wood-product specialist DCT Chambers was the first B.C. carrier in its class to earn WorkSafeBC and the Trucking Safety Council of B.C.'s Certificate of Recognition (COR)—the highest honor in the industry—in 2011. Among DCT's safety initiatives: Weekly tool-box talks with a supervisor's safety committee and driver involvement in the development of the driver's handbook.



## Beacon Is Light Work for Heavy Hauler

In 2011, New Brunswick specialty carriers in Saint John, NB, **Seaside Transportation** was recognized by *Profit Magazine* for its ingenuity in hiring some of the finest drivers around who'd been put out of work during the 2008 recession. Recently, the company grabbed the spotlight again by helping put an old lighthouse back to work. Digby, NS, wanted to reclaim a 119-year-old lighthouse that had been stored in Saint John since 1970. In return for 200 lbs of scallops, Digby could have its lighthouse back, Saint John city elders said.

So some Digby volunteers, and the guys from Seaside and MacDonald Cranes, placed the five-ton, 22-ft. high structure on one of Seaside's flatbeds for its trip to the ferry and from there, home to Digby. Seaside founder Brad Beach, as well as hundreds of his fellow New Brunswickers, reported that the scallop feed was delicious.



## and Presenting... Live In Vancouver, Dwight Yochim

**Dwight Yochim** is the new executive director of the **British Columbia**



**Truck Loggers Association.** He started on Sep. 1 and replaces Dave Lewis, who retired after five years with the organization.

Before joining the Truck Loggers, Yochim was National Director with the U.S. WoodWorks program.

## If Ever A Wiz There Was

**Trailer Wizards'** former Senior Sales Representative, **Daran Ultican**, has been promoted to Moncton Branch Manager and he's also acting as the regional leader for the Atlantic region. Ultican joined Trailer Wizards in December 2011, drawing on years of trailer experience posts with Utility Trailers, Atlantic Carrier and Access Leasing.

## Body Builder Reaches 50

In 1962, **Rick Wilcox** and his brother Dave founded **Wilcox Bodies Limited** and **Wilcox Equipment Rentals** in Streetsville, ON.

Last month, under the leadership of John C. Dix, and in elaborate new facilities in Milton, ON, the specialty upfitter and equipment dealer (to name a few lines of business) celebrated its 50th anniversary.

# Trending

THE BEST FROM  
Today'sTrucking.com

## Campaign to Stop 70-Percent Fee Hike Launched

The Ontario Trucking Association (OTA) is kicking off a campaign to stop the hike on heavy commercial vehicle licence fees, slated to increase by 70 percent over a 12-month period, with the first 30 percent kicking in December 1 of this year, followed by another 40 percent a year later.

It's an issue that involves not just OTA members, but all truckers, the association stressed.

To that end, the OTA has started an email campaign. To participate in the campaign, go to [ontruck.org](http://ontruck.org) and click on the 'Put the Brakes on 70%' icon. Enter your name, company,

— IN THE —  
**NEWS**

address and postal code, hit send; and a message will be automatically be sent to your MPP, the finance minister and the minister of transportation, telling them how you feel about the 70-percent increase and what should be done about it.

There's also a Facebook page to find out more about how the fee hikes will affect your business. You can also tweet the OTA (@ontruck is their handle) with comments on the licence plate fees and email campaign by including in the message the hashtag: **#Stop70percent**.

## DEMOCRACY AT ITS VERY WORST

By Rolf Lockwood

I can't resist commenting about a pair of ridiculous proposals that somehow made it onto the Michigan ballot. They speak to the true nature of power and politics, and it ain't a pretty picture.

It's all about the building of a new bridge connecting Windsor with Detroit, Ontario with Michigan, Canada with the U.S. Dubbed the New International Trade Crossing (NITC). It would add to the capacity that's been supplied by the tired old Ambassador Bridge since 1929. And it would divert masses of truck traffic out of downtown Windsor.

Proposal 5 would require either a two-thirds vote of the Legislature or public approval by way of a statewide referendum before any new taxes could be levied. Outrageous, of course.

Proposal 6 would also demand a two-thirds vote or a public referendum before any new bridge or tunnel could be built. Outrageous again.

Matty Moroun, owner of the Ambassador and strident foe of the new bridge proposal, spent upwards of \$30 million on this battle, first to get these proposals on the ballot and now to get Michiganders to vote 'yes' to them.

The only possible benefactor here is Matty—it's about saving the monopoly his own bridge enjoys, along with the substantial revenue from tolls and duty-free fuel he sells there.

This ain't democracy. It's about tricking the voter to get your own way. And using gobs of money to do it.



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## What's Tweetin'?

Every month, Today's Trucking asks its Twitter followers a question. In November, we asked:

What do you want for Christmas?



@WheelmanRuss My X-mas wish: New W-Star 4900 LowMax, DD16, 18-speed, Cottrell headrack & CX09 Quickloader trailer.

@TalkTruck: I would like 3 French hens delivered on a livestock truck with no defects!

@OnTruck: Dear Santa: Elimination of 70% (40% in 2013) licence fee increase on Ontario truckers. Please and thank you.

@Coll143sher: All I want for Christmas is my own paid in full Royal Purple Peterbilt.

@tank\_yanker: 5 minutes in a locked room with the clowns that think 70% increase in plate renewals is reasonable...

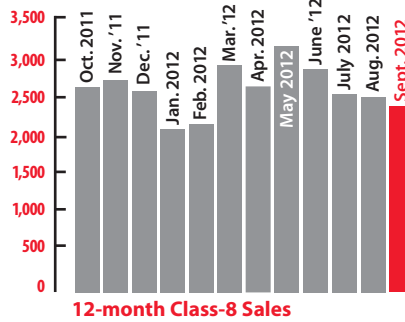
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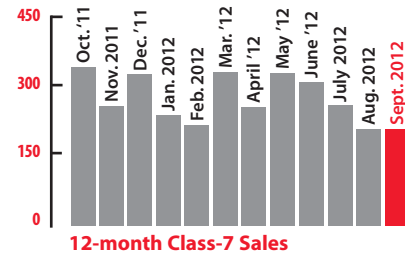
Canada – Truck Sales Index

September 2012

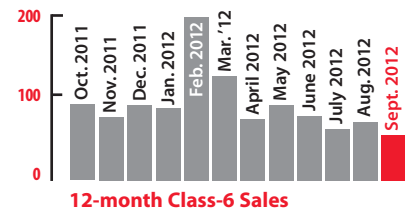
CLASS 8	This Month	YTD '12	YTD '11	Share '12	Share '11
Freightliner	604	5757	4633	24.7%	25.5%
Kenworth	404	4662	3683	20.0%	20.3%
International	283	3519	3585	15.1%	19.7%
Peterbilt	384	3161	1989	13.6%	10.9%
Volvo	312	2665	1827	11.5%	10.0%
Mack	204	1776	1221	7.6%	6.7%
Western Star	201	1734	1243	7.5%	6.8%
<b>TOTAL</b>	<b>2392</b>	<b>23,274</b>	<b>18,181</b>	<b>100.0%</b>	<b>100.0%</b>



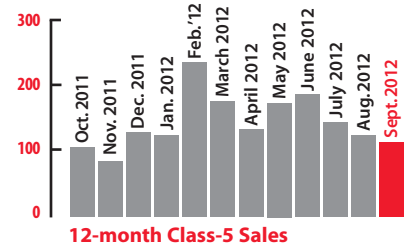
CLASS 7	This Month	YTD '12	YTD '11	Share '12	Share '11
International	68	713	855	30.7%	40.1%
Freightliner	29	536	357	23.1%	16.7%
Kenworth	51	446	384	19.2%	18.0%
Peterbilt	37	361	261	15.6%	12.2%
Hino Canada	24	263	276	11.3%	12.9%
<b>TOTAL</b>	<b>209</b>	<b>2319</b>	<b>2133</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '12	YTD '11	Share '12	Share '11
International	10	314	255	39.4%	37.4%
Hino Canada	25	249	290	31.2%	42.6%
Freightliner	18	222	126	27.9%	18.5%
Peterbilt	0	12	10	1.5%	1.5%
<b>TOTAL</b>	<b>53</b>	<b>797</b>	<b>681</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '12	YTD '11	Share '12	Share '11
Hino Canada	65	797	397	57.4%	54.6%
International	29	414	286	29.8%	39.3%
Mitsubishi Fuso	13	154	0	11.1%	0.0%
Freightliner	0	12	24	0.9%	3.3%
Kenworth	1	10	18	0.7%	2.5%
Peterbilt	0	2	2	0.1%	0.3%
<b>TOTAL</b>	<b>108</b>	<b>1389</b>	<b>727</b>	<b>100.0%</b>	<b>100.0%</b>



**Eastern Canada**

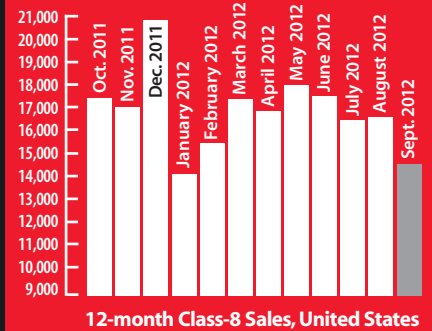
www.easterncanada.cummins.com



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

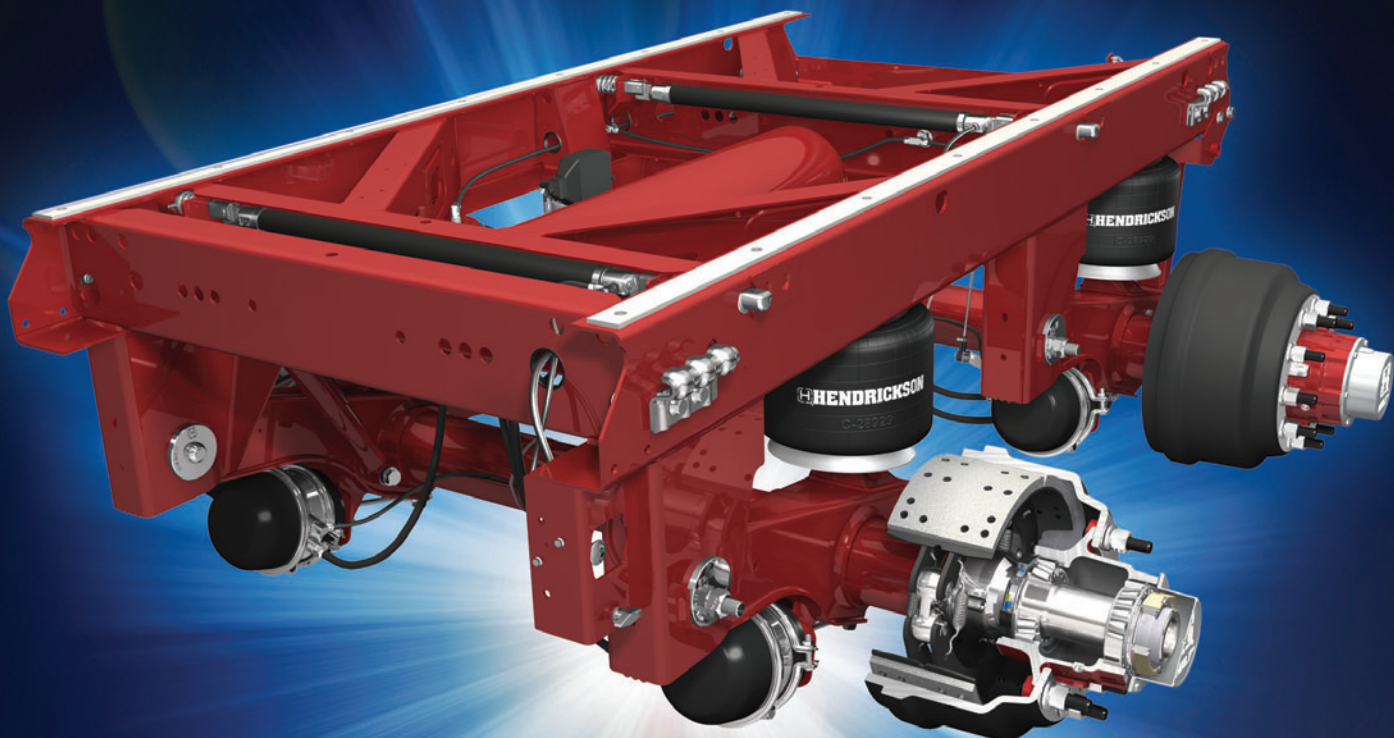
U.S. – Retail Truck Sales\*

CLASS 8	This Month	YTD '12	Share '12
Freightliner	5183	47,506	32.4%
International	2285	27,441	18.7%
Kenworth	1983	20,747	14.1%
Peterbilt	2043	20,597	14.0%
Volvo	1439	15,366	10.5%
Mack	1347	13,083	8.9%
Western Star	209	1906	1.3%
Other	2	9	0.0%
<b>TOTAL</b>	<b>14,491</b>	<b>146,655</b>	<b>100.0%</b>



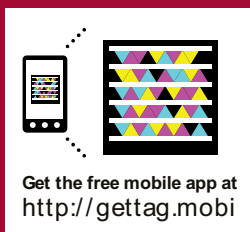
Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	59	49	20	64	224	149	26	13	0	0	604
Kenworth	65	112	32	16	66	109	4	0	0	0	404
International	12	46	8	12	141	42	16	4	0	2	283
Peterbilt	37	138	21	30	68	62	24	4	0	0	384
Volvo	15	24	4	18	157	79	12	2	0	1	312
Mack	13	34	12	3	95	28	6	8	0	5	204
Western Star	47	66	4	4	34	36	4	5	1	0	201
<b>TOTAL</b>	<b>248</b>	<b>469</b>	<b>101</b>	<b>147</b>	<b>785</b>	<b>505</b>	<b>92</b>	<b>36</b>	<b>1</b>	<b>8</b>	<b>2392</b>
<b>YTD 2012</b>	<b>1974</b>	<b>5308</b>	<b>1108</b>	<b>1618</b>	<b>7766</b>	<b>4147</b>	<b>835</b>	<b>379</b>	<b>52</b>	<b>87</b>	<b>23,274</b>



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# That's the ticket!

**drivers** *Should a driver who earns a CDL on an automated truck be allowed to drive anything else? By Steve Rock*

I love automated transmissions because using one is hardly rocket science. They are, without a doubt, fantastic for drivers.

There has been a lot documented over the past few years regarding the benefits of automated truck transmissions, which I am sure you're all aware of. More recently, we have been blessed with the Volvo I-Shift, arguably one of the best transmissions ever to land on our shores. So why aren't we all driving autos? Well, things are changing, and very soon we could be, too.

Now that the Ontario Ministry of Transportation has realized the benefits associated with them, new drivers in that province can actually take their test in a tractor-trailer equipped with an automated transmission. But get this; after passing the test, they will be granted a CDL (A/Z in Ontario) with full privileges. What an exceptional idea!

Exceptional, that is, if we want to give our industry a worse profile than it already has. Companies, organizations, and individuals alike, have been working their collective butts off to raise the profile of the trucking industry—an industry that every member of the general public relies on, but unfortunately seems to hate. And sub-standard drivers will only worsen that perception of us.



**CLUTCH SITUATION:**  
Should there be a two-tiered CDL rule?

## Sympathy for the Mechanical

Lets think for a minute about those new drivers who have only ever driven an automated truck. Would they have the same 'feel' and mechanical sympathy for the truck as a manually trained driver? I doubt it. Would they be more likely to suffer from velocitization when exiting a freeway because they don't have to down shift? Probably.

So would they be more likely to roll the truck on a cloverleaf-style exit ramp? Quite possibly.

Could distracted driving be more common among these drivers, seeing as they will likely become detached from

the driving experience? I think it could.

Would they be proficient in dealing with differing terrain, especially mountains? Maybe, in time.

What if they broke down and head office sends out a manual for them to return home? Not only would the automated-only drivers be hugely embarrassed, they would probably just be stuck because as we all know, it's nothing like driving a manual car, and their lack of ability could potentially endanger many lives.

And we're just now getting to winter. Need I say more?

Having said all of that, I still think that automated

transmissions have a place in our industry, and new drivers should actually be allowed to take their tests with them.

Lets be realistic here, it's bound to encourage people to enter the industry who may not have previously wanted to be faced with the task of manually shifting. After all, there is a qualified driver shortage—one of the main reasons that the Ontario Trucking Association (OTA) lobbied for this change to the law in the first place.

Keeping things real though, if we are going to train and test new drivers in automated-transmission trucks, then let's do the sensible thing for everyone and restrict their licences.

This rule should apply to car drivers, too. Anyone in this country who is tested in an automatic should only be allowed to drive an automatic. Period. If they wish to drive a manual then they should take another test to prove that they have the required skills. Nothing fancy, no written test, no extra medical, just a simple, on-road, practical test of their abilities to safely drive and operate a vehicle fitted with a manual transmission.

Rocket science? No, just plain common sense. **TT**

**Steve Rock** is a driving instructor in Barrie, ON. He immigrated from the U.K in 2003 and has driven on local, national and cross-border routes. He was also an in-cab instructor with Bison where he coached numerous Canadian drivers.



# 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](http://www.todaystrucking.com/hsoy).**

2012



**Stephen McGibbon**  
Milltown Trucking, Oak Bay, NB

2011



**Reg Delahunt**  
Independence Transportation  
Lanark, ON

## THE HIGHWAY STAR OF THE YEAR

# ★ HALL OF FAME ★

2010



**Cliff Lammeren**  
Praxai  
Edmonton, AB

2009



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

2008



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

2007



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

2006



**Terry Smith**  
Highland  
Transport  
Miramichi, NB

2004



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

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# Street Smarts

**INSIDE:**

**27 Neil Stands On Guard For Thee**

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**CAR CARRIER:** Wallace's trailer was full of auto-part racks; his hands full of auto.

Photo by Octavian Lacatusu

## Just Another Roadside Hero

*Verspeeten's Randy Wallace proves that sometimes, roadside Samaritanism is a judgment call; other times, you just get out of your cab and do it. By Peter Carter*

**A** Toyota RAV 4 SUV weighs about 3,500 lbs. Owner-operator Randy Wallace tips the scales at, well, he's a big guy. Sufficiently big, that is, to hoist a Toyota RAV 4 off the ground long enough to save a motorist's life.

In retrospect, he says, he can't believe he managed the feat, adding, "For days afterwards I was sore, from head, to my back and all down my legs."

"And don't," the Burford, ON,-resident laughed when recounting the incident to *Today's Trucking*, "ask me to do it again."

He sure wasn't planning on doing any heavy lifting that sunny September afternoon. He had been on the 401 for about 90 minutes in his Western Star, pulling a load of auto-part racks from Ontario to Dayton, OH, for Verspeeten Cartage.

He was traveling at about 100 km/h.

At just a few minutes past three, and although he hadn't noticed anything coming up in the next lane, he felt his cab shake.

"I've been driving a long time; and my

truck never shakes like that when a car goes by; it hardly shakes like that when a truck passes."

He realized that a RAV4 was zipping alongside, in the left lane, very, very close to his truck. And he slowed down as he watched the car zig into the left ditch, zag

over to the right, and then, Wallace says, he lost sight of it until it came zooming up out of the ditch and over his hood.

"It was flying straight up like a skidoo coming over a snow bank, it went straight into the air." And kept rolling

down the road "door to door to door to door" until it stopped, upside down in the right hand ditch.

He also noticed an arm sticking out one of the windows. He thought the worst.

Wallace saw that one of the occupants





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## NEIL STANDS ON GUARD FOR THEE

**R**emember that Alberta guy who's got all the drivers' on file? **NEIL MELGAARD?** The one with 300,000-odd files on drivers from across Canada? He's not only still in business, he has taken his driver directory online. Clients seeking information about potential recruits can now get much quicker results.

Plus Melgaard has expanded the company's sphere of interest, he says, to help you lower your insurance costs.

And finally, he wants the world to know that one of his former employees left his company and has launched a competitor; and Neil Melgaard does NOT want the Canadian trucking industry confusing him with the newcomer.

Melgaard is the brains behind the Professional Drivers Bureau (PDB) which he founded in 1997 when he decided he could make money by helping fleets across Canada streamline their driver-hiring processes.

In the intervening 15 years, he has amassed data for more than 200 fleets across the country; collecting accident records, employment histories, performance reviews, in fact as much information as is legally permissible. The idea is that if a driver applies for a job with your fleet, you can forward the application to Melgaard and he'll conduct a background search, saving you time and money. He says about 60 percent of his searches reveal that the driver omitted something from their applications, and it's usually a red-flag thing: an accident, a ticket, a failed drug test, etc.

So, *Today's Trucking* asked Melgaard, "Do drivers hate you for ratting them out?"

The idea is that if a driver applies for a job with your fleet, you can forward the application to Melgaard and he'll conduct a background search, saving you time and money.



"Some probably do," he admitted. But not most.

"I once spent an hour talking to a guy who said he couldn't get another job because of us," Melgaard said.

"This is a man who said he had no accidents when

he filled out his most recent job application. When the employer called us and asked us to do a search, we showed that he in fact had five accidents, one major. I explained to this man that he didn't get hired for two reasons: one, he outright lied, and two, he's got a problem with accidents. Neither had anything to do with us."

Melgaard told the man to go take a defensive driving course and to be honest and upfront during this next interview.

"If that guy takes my advice he'll get 10 job offers," Melgaard said.

As for his foray into the "insurance business," earlier this year, Melgaard launched the Professional Drivers Bureau Repair Trust Fund.

The trust fund is a member-supported program for covering the costs of smaller accidents—fender benders and the like—the kind that don't get covered by your deductible.

"If you're a carrier that has 50 trucks on the road I'm willing to bet that in a one-year period, at least five of them will be involved in accidents, and the average repair bill will be \$7,500. If you have a \$10,000, \$15,000 or \$20,000 deductible, those five accidents will cost you \$37,500, and that doesn't include down time."

The trust fund spread the cost of those repairs out across the membership.

Membership is \$29.60 per month per driver, with \$25 going into the fund and \$4.60 going to administration.

For more information, visit [www.pdbci.ca](http://www.pdbci.ca) and click on the Repair Trust Fund tab.

had escaped the wreck somehow but the person whose arm he saw was still in the overturned vehicle.

He and the other individual ran to the wreck. "I told the other guy—I think he was the driver—that we should rock the car and then when I say 'now', I'll lift and you pull him out.

"So we rocked it back and forth and at one point we lifted it high enough I was able to hold it up for about 10 seconds while he pulled his friend out."

Constable Aaron McPhail, the Media Relations Officer for the Chatham-Kent Ontario Provincial Police, said that first responders also helped extricate the trapped individual. But, he added, they couldn't have done it if Wallace had not held the car.

"By some miracle it happened," said Wallace. "He was hurt pretty bad though."

Al Garon is Safety Supervisor at Verspeeten. He agreed that Wallace deserves the hero title.

"Helping save a guy's life is quite an amazing feat," Garon added, mentioning that he had been involved in a similar incident years ago and helped lift a vehicle. Except, Garon added, he didn't hold the car up singlehandedly, like Wallace did.

"I was in pain from head to toe the next day, but when your adrenaline's going you don't know what you can do."

Added Constable McPhail: "It was certainly an extraordinary thing that Mr. Wallace did," he said, adding, "I'd never seen it in all my years on the force."

If Wallace hadn't had the strength to

support the RAV4, there's a chance the injured party would not have survived.

The man had been wearing a seatbelt but the accident twisted his seat so he was partially ejected and was laying face down at the time of the rescue.

The driver of the vehicle was charged with careless driving, McPhail reported.

And Wallace is back on the road.

"When a commercial vehicle operator faces those situations," McPhail added, "it's a judgment call and we don't expect anyone to ever put themselves in danger. That could make the situation worse. But in this case, he did the right thing. No question about that."

For his part, Wallace said when the time came to leap into action, he never hesitated for a moment. "I just did it." **TT**





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**By Jason Rhyno**

**T**he fourth quarter of 2011 was surprisingly good, and the results couldn't have come at a better time, boosting confidence going into 2012.

But then: The Euro crisis deepened, truck sales dropped, and foreign markets sagged. The U.S. election fostered uncertainty; and The States' growth was slower than expected. All of it contributed to a year of uncertainty, a mixed storm that reduced visibility, causing every business to proceed slowly, both hands tight on the wheel.

So here we stand, at the very edge of the calendar year, trying to peer into the mist to get a glimpse of what's coming. Will 2013 be as unlucky as it sounds? For this, our annual economic look forward, *Today's Trucking* perceived a few key rays of sunshine, piercing the fiscal fog.

Standing at the edge of the fiscal cliff, it's clear that what happens to the south will dictate much of what takes place in Canada. But it's not that simple, either. A 2013 economic preview.

Emanuella Enenajor, economist with CIBC, agrees. During the Ontario Trucking Association's (OTA) Annual Conference in November, Enenajor explained that the U.S. recovery is still significantly supported by the government.

"A couple of years back, when we were all talking about the recovery, we were discussing this public-to-private handoff; the fact that the government and all this spending and all that support would eventually be withdrawn and there would be a hand-

# LOOKOUT Below!

## Volumes and Fiscal Cliffs

Volumes are typically a function of the larger economy. "Our economists, as they usually do, are looking at a lot of moving parts," says Walter Spracklin, managing director with RBC Capital Markets' Transportation Sector.

"What we've seen is a significant weakness coming out of the foreign markets, particularly out of Europe and we've seen some slower growth coming out of the U.S. Canada has done notably better in recent quarters in coming out of the recession and as a result has come out a little better. But we can't ignore factors like the fiscal cliff and any potential policy changes that might come out of the election."

off of growth to the private sector. We're simply not there. Four years after the recession we're simply not there. So while we are seeing growth around one and two percent in the U.S.—which is paltry at best—even that growth is significantly supported by government support for the economy."

She explained it like a patient in a hospital who is hooked up to an IV drip and being sustained by it. "The issue is, if you pull that IV drip off, you can potentially railroad any further recovery. And when people discuss the fiscal cliff, the fact that government spending, stimulus spending, is set to come offline next year, it would pull that spending out of the U.S. economy—that's roughly four percent of the U.S. economy—that's huge and could potentially plunge the U.S. into another recession."



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## MEYERS & ACQUISITION SYNERGIES

**R**BC's Walter Spracklin says that he's seeing acquisition opportunities for all the trucking companies that RBC covers. "I think that those opportunities are going to present themselves more favorably now because expectations on the seller side will have dialed down a bit and the balance sheets on the part of buyer's side are in pretty good shape. All of the trucking companies have indicated some level of appetite for acquisitions, and in some cases it has been a very healthy appetite."



Jacquie Meyers

He says that in an environment when the economy is choppy and people are suffering a little bit, that "opportunities present themselves in ways that are a little bit more conducive than

when everything is going great and acquisitions are sometimes tougher to find."

Basically, 2013 could be a good time for some synergies.

Mississauga-based Meyers Transportation Services, specializing in LTL, truckload and logistics, recently purchased a 80,000-sq-ft facility in Cheektowaga, N.Y., because, explains Meyers President Jacquie Meyers, the synergies were great.

"Our strategic vision for the last two years has been growth," she explains, "either with other services we're offering or territories we're covering and this was just a perfect fit for us. We had a small warehouse down in Buffalo and we also have MLS, which is a small trucking company that crosses the border out of St. Catharines. When we saw this it almost fell into laps; we can consolidate with our small warehouse and we can consolidate with the trucking company.

"We've had some opportunities that were too big to swallow, too much of a risk; this was the perfect size for us, too. And the expertise was there: we took most of the employees and the manager who had been running it for the last ten years. They know the business, they know the customers."

Bottom line? The politicians have to decide how much of that spending they're going to pull back on. Enenajor and CIBC are predicting that there will be some extension of stimulus in the U.S., but spending will be backed off by about two percent.

"That's going to hold growth in the U.S. to around two percent, but it won't be the full whammy that everyone is scared of, and we're likely to see that fiscal cliff get

whittled down to a fiscal molehill and spread out over the next couple of years."

Slow recovery, in other words.

Spracklin agrees: "If the U.S. can get through this period of fiscal challenges and not be thrown back into a recession, then Canada should do fairly well. So when I look at volume, I'm thinking this year might be zero to two percent, so flat to modest growth is what I'm looking for in the trucking sector."

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## LOOKOUT Below!

### Provinces in the Backseat

The economy in central Canada—and this shouldn't come as a surprise—is being “characterized as sluggish by my companies,” says Spracklin, who watches TransForce, Contrans, TriMac and Mullen.

“We're not looking for any significant ramp in growth, in volume next year out of what is typically the engines of the

national economy.” The same goes for Atlantic Canada, Spracklin says. Western Canada looks to be in the driver's seat for some time.

### Pricing is Anybody's Guess

“There's no magic formula here,” he says.

When there's too much capacity in the market, pricing tends to go down and when times are good and capacity is uti-

lized, that tends to fuel pricing increases. “Unfortunately it doesn't last forever in the trucking industry with it being very low-barrier to entry compared to railroads, when pricing becomes very attractive or returns start to spike, you do see new entrants enter into the picture and that tends to flush itself out fairly quickly.”

Pricing has been holding fairly steady, if slightly down, since falling off during the recession, Spracklin explains. “We're forecasting flat for this year in most segments—maybe one percent at best.

“We do believe that we're going to have a good pricing environment eventually in the trucking segment, but it's anybody's guess as to when it unfolds.”



### Signs of Life

“Housing is really what got us into this mess in the first place,” Enejador told the OTA audience, “but what we're starting to see is home building gradually tick up in the U.S. Initially, it was just apartment buildings because people were getting kicked out of their homes due to foreclosures. But now we're seeing single detached homes being built in the U.S. and it's been a long time coming.”

And after years of pent-up demand for autos, people are now coming back to the market. “The average age of vehicles in the U.S. is around 11 years for passenger cars and people were pushing it to the limits even though they needed to buy new cars,” Enejador explained. “We're seeing an increase in car sales, in credit driven sales. And that's really critical to the underlying consumer psyche.”

Those two sectors alone point to a gradual U.S. recovery, Enejador said. And while we're not seeing broad-based recovery in all segments, those two are critical for 2014 and 2015. “We really do have the ingredients for a much more entrenched recovery in the U.S.”

Canadian exports, however, have been down, and only time will tell how that plays out, with much of that having to do with foreign markets.

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# MORE IRON IN YOUR DIET

## Will Equipment Become the New Diesel?

**G**ood chance, said American Trucking Associations' (ATA) Economist **Bob Costello** at the associations' 2012 Management and Exhibition Conference in Las Vegas this past October.

"You know, it used to be before fuel surcharges were prevalent, prices would spike and you'd see a lot of companies go out of the industry very quickly. Now with equipment, that has the potential to drive more capacity out of the industry. It's going to be a longer process than diesel fuel was, but it can certainly happen."

Costello showed a few slides to illustrate his reasoning, pointing to the current average age of class-8 trucks first, which is close to seven years. "We know that some fleets that have a high average age are having a hard time keeping drivers because of CSA; drivers are nervous. You have equipment that you're going to get dinged on; we've seen drivers leaving those fleets and going to one that has younger equipment."



Bob Costello

And getting those younger trucks is easier said than done.

"In 2006," Costello explained, "a new class 8 tractor cost roughly 95,000—if you traded in a truck worth 50,000, you financed a truck for

45,000. But things have changed since 2006. We've had two EPA-mandated engines come on-line since then, so a new truck doesn't cost 95,000, it costs closer to 125,000. If you happen to be lucky and have a tractor that you can trade in for 50,000, you still have to finance 75,000." But with the average age of a tractor closer to seven, your trade might be worth \$20,000. Now you have to finance \$105,000.

"Some of these fleets are having to sell two trucks to get a new one," Costello said, adding that many smaller fleets are turning to finance leasing.

But the economists aren't too worried about those markets, including China which, Enenajor said, is likely going to accelerate next year. "While we've seen a slow down in commodities this year with China, we're expecting a pick-up in late 2013."

Asked about foreign markets, Spracklin said that Canadian "exporters are doing very well by tapping into China, the

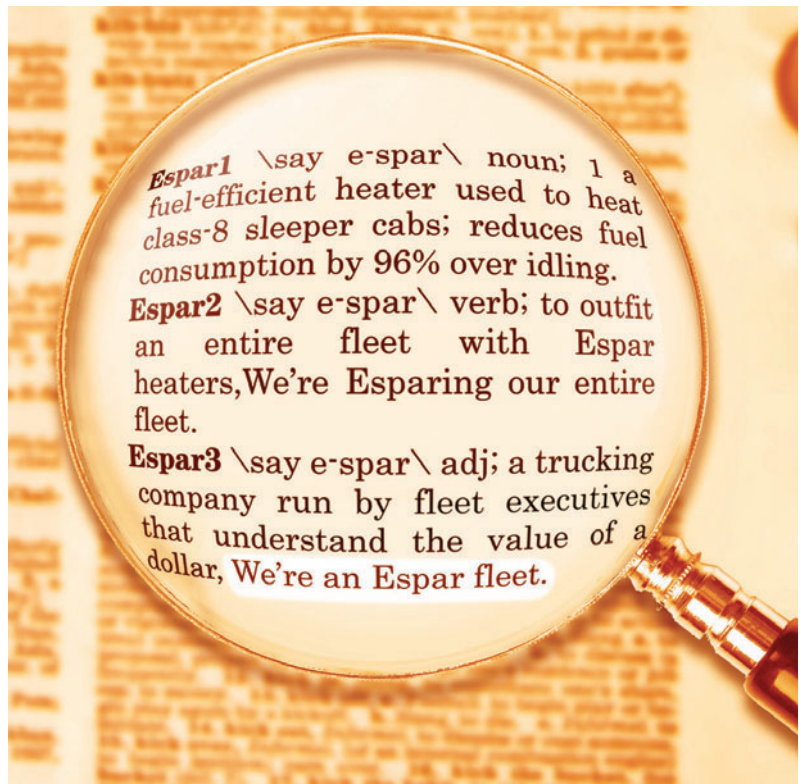
Middle East, Latin America, Brazil and so on, so that when one falls away another takes it's place."

He's not ringing any alarm bells when it comes to foreign markets or Europe, and neither is anybody else, for that matter. "But it would certainly be good for everyone to have them back up on their feet."

And hopefully that's where your business will be come 2014. **TT**

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# More Stuff with Less Truck

Retailing giant taps Canadian ingenuity and uses dromedary design in a whole new way.

By Octavian Lacatusu

In 1980, Doug Smith, the founder of Manitoulin Transport, introduced to Canada what was called a “Super Truck.” The northern-Ontario-based hauler’s tractor-trailer consisted of a cabover with a 13-ft dromedary box mounted immediately behind the cab, which allowed temperature-controlled freight to be moved while pulling a stake-and-rack trailer.

It meant heavier product like lumber or steel could be pulled at the same time as general freight.

The design can be traced back to the 1950s, but Smith was the Canadian pioneer, and quite a few carriers have since embraced the dromedary configuration.

Now, one of the most influential carriers on the planet has relaunched and improved the dromedary truck.

And in pairing the dromedary with a high-concept-trailer designed by the innovative Mississauga-based Innovative Trailer Industries (ITD), Walmart is embracing the idea on the same scale as they do everything else; i.e., in a big showy way.

In early November, in a loudly trum-



**ATTENTION WALMART SHOPPERS:** This specially designed combination is Walmart Canada’s latest contribution to sustainability.

peted press event at a Transportation Sustainability Conference in Mississauga, Walmart unveiled its “supercube” design which they say will carry 40-percent more cargo per trip than standard set-ups. The design connects a 7-ft dromedary to the main 53-ft. drop trailer, thus adding 1,200 cu-ft of space.

The trailer includes a 12,000-lb hydraulic scissor lift under the floor so pallets can be moved directly from the loading dock, through the trailer, through the bi-fold doors, into the drome. Then, with doors closed, the drome slides forward,

allowing for on-road maneuverability.

Andy Ellis, Walmart Canada’s Senior Vice President, Supply Chain and Logistics, championed the project.

At the press conference, Ellis, a UK native, said when he first came to this country he was amazed at the amount of air and wasted space that tractor-trailers carried around.

“If you looked at your typical truck, there was a lot of space underneath it, around the chassis, and either behind or in front of the driver that wasn’t used for carrying freight,” Ellis said.



The supercube's unorthodox design echoes European design, which is commonly referred to as "TIR" (Transports Internationaux Routiers) freight tractor-trailers.

"One of the challenges I set for the team was how do we combine the regulations from the UK, and challenge the regulations in Canada to produce a truck that optimizes the use of the cube on the vehicle?" he said.

ITD's chief engineer, David Mizgala,



said keeping the design as compact as possible was a province-issued requirement, not a recommendation.

"The Ministry of Transportation wanted us to conform within the rules relating to safety, stability, weight and dimensions to make sure we're not trying to make something too special," Mizgala said. "If you start going over length or beyond the rules, then we're talking about permits, and we're trying to stay away from that."

Using lightweight materials such as aluminium cross-members, the custom trailer design was completed in just a month,

according to Mizgala. The trailer also has end-to-end aerodynamic skirts, flush-mounted LED lights, low-rolling-resistance tires, tire-inflation system, backup camera and a host of other add-ons that make it the poster child for the sustainability image Walmart has worked so long and hard to maintain.

The current supercube is the first of four to be built for Walmart Canada, with all future tractors and trailers to be fitted at ITD's Mississauga facility.

this one will be evaluated over a 12-month period by the MTO, we hope we'll get permission to extend the order," he said.

Should Walmart replace its fleet with these configurations, Ellis estimates that Walmart would take about 3,000 deliveries off the roads per year.

"It may cost a little bit more, because it's longer, there's more material in it, but at the end day, you've got more carrying capacity," he said.

One final note about the tractor. It is

## WHOA, WALMART, WHOA, SAYS OTA

**T**he **Ontario Trucking Association (OTA)** would like to see some changes made in regards to the permit that Walmart Canada is seeking from the Ontario Ministry of Transportation on the "super-cube" tractor-trailer.

"Our members are very uncomfortable with this proposal as it currently stands," said OTA president David Bradley. "The proposed issuance of special permits to a shipper is a major game-changer for the industry; it completely turns the whole approach to monitoring and managing truck safety on its head. This must be changed."

While Bradley acknowledged that the association supports innovation of this caliber, there could be long-term consequences.

"Right now, the Walmart semi-trailer would appear to mainly have application as a specialized trailer for dedicated runs, but if the floodgates are opened, the consequences could be enormous."

### THEIR MAIN POINTS:

- Only carriers with acceptable safety records which are prepared to ensure the safety of their drivers should have access to special permits. As well, shippers need to show responsibility by using only carriers with acceptable safety records and which are prepared to ensure the safety of their drivers and vehicles.
- There can only be real control and oversight of and adherence to the permit conditions if the permit is held by the entity in care and control of the vehicle—i.e., the carrier. The permit—as reported to OTA will be held by Walmart—is supposed to be revocable. But, it is OTA's further understanding the extended trailers will be pulled by carriers working for, but not owned by Walmart.
- The proposed permit conditions are too weak. They should directionally be similar to those established for the Ontario LCV program—i.e., they should mandate a higher degree of carrier qualification than currently proposed; establish driver qualifications (the current proposal contains no such requirements); and prescribe specific origins and destinations.

Unless these pre-requisites are put into the permit conditions, the OTA said it cannot support the trial.

And though the supercube sports some massively intimidating looks, its mission isn't to add to the growing amount of truck traffic, but to do just the opposite, according to Ellis.

"When we approached the MTO on this, we said, 'by increasing what we can put inside the vehicle, we actually take trucks off the road.' So how do you take more trucks off the road? You make more use of the trucks on the road," he said.

Ellis hopes it'll catch on.

"We've got a permit to put four of these trailers on the road in Ontario and since

indeed a Freightliner Argosy, but don't get your hopes up for a revival. It's a glider, put together by third parties that have nothing to do with the OE. The Argosy was discontinued for North American consumption several years ago when its only real customers—two American mega-fleets—decided to switch to conventionals. It's still being manufactured for export, however, in right-hand-drive form mainly for South Africa and Australia. But by all accounts this story is generating a lot of renewed interest in the cabover idea, so who knows what might happen next? **TT**

**BESPOKE WHEELS:** Drivers told the truck maker what they wanted in a highway truck, and Peterbilt delivered.



# Where The Driver





The Peterbilt 579 has a detachable sleeper; one of many indications this truck was designed with real-world drivers in mind.

By Jim Park

**P**accar has a habit of doing things right, and the Model 579 is no different. It's interesting to compare the 579 to what Kenworth did with its T680. It's obvious they started with the same template—cab structure, chassis, etc.—but the two companies took quite different design approaches to their latest offerings. We reviewed the T680 in May, and we waited patiently for this one. I'll resist the urge to compare them here, but I will say, I'd love to have been a fly on the wall in design meetings as both trucks were being drawn up.

Both trucks were beneficiaries of a great deal of market research. Some was shared over the fence, some remained private. It's interesting to see how the two companies and their design teams prioritized various features and design elements. You can tell from a distance that the trucks began life on the same drawing board, but it's unlikely anyone will mistake the two. Both, I'm convinced, will further a sense of brand loyalty among their customers rather than blur the lines.

At the cab and chassis level, the likenesses are obvious, but up close, it's a different story.

So let's begin where the driver meets the truck: the cab. As you climb in and sit behind the wheel, the truck sort of wraps itself around you. As a confessed fan of the smaller cockpit type cabs—which are becoming rare these days—I admit to being absolutely sold on this 2.1-meter wide cab. I have never measured off what I consider a comfortable space; I just know intuitively what feels good. The 579 felt good.

Since it was designed as a solo driver's truck, the amenities and storage, etc. were conceived for a single occupant. That is, there's not as much storage as there could be, but it's more open

# Meets **THE ROAD**

and airier as a result. Personally, I'll take the openness over more boxes into which I can stuff more junk. The cab and sleeper of the 579, with its light grey, taupe and tan color scheme are at once warmly inviting, roomy and very easy on the eyes.

The dash line in the truck is lower than the Model 587, and the top of the windshield is higher, so overall there's more glass, which gives the driver unsurpassed forward visibility. As well, the beltline in the side windows was lowered somewhat. Together, they offer more of that open feeling—without feeling like you're sitting in a fishbowl.

Such are my first impressions. The deeper we go the better it gets.

Those with a keen eye will notice that the sleeper compartment, at least from the outside, appears to be the same as the one on the Model 386. Landon Sproull, Peterbilt's chief engineer, says the shell is manufactured the same way, but the front bulkhead and everything inside it are different.

"It's a discreet sleeper, detachable for subsequent owners if desired," he says. "Peterbilt believes that will add value to

the second or third owner who might be using it for local or regional work, or even for a vocational conversion. We've also changed the forward bulkhead completely, and we have a much bigger walk-through opening."

Sproull said engineers looked at repair and service records and found that damage to the rear quarters of the sleeper was common in jackknife incidents, and even in tight cornering situations, so they elected to go with a proven, easy-to-repair, flat, sheet metal and huck-bolt design.

The hood, the cab styling and the aero trim—including the side skirts, roof fairing, sun visor and cab extenders—are all unique to Peterbilt. The roof fairing, for example, is pulled farther forward than on other models, and because the sleeper is detachable, the cab roof, the detachable side trim and fairings are designed to optimize air flow over and around the cab.

It starts with the shape of the hood, of course, which gets air flowing in the proper path. A testament to the effectiveness of the design comes when cruising at 65 mph with the side windows down.

## **SPEC SHEET** PETERBILT 579

**Engine:** Cummins ISX 485 hp, 1,650 lb-ft

**Transmission:** Eaton FO-16E313A-MHP 13-speed UltraShift-Plus

**Front axle:** Dana Spicer 13,200 lb, 49.4-in. setback

**Suspension:** Peterbilt Air Leaf 13,200 lb

**Brakes:** Bendix air disc

**Tires:** Michelin XZA3 275/80R 22.5

**Rear Axle:** Dana Spicer 40,000 lb

**Suspension:** Peterbilt Low Air Leaf 40,000 lb

**Brakes:** Bendix air disc

**Tires:** Michelin XDA Energy 445/50R 22.5

**Wheelbase:** 244 in.

**Hood:** 123 in. BBC

**Tare Weight:**

- Steer 11,740 lb

- Drives 8,140 lb

- Total 19,880 lb

Full length side skirts

Open roof fairing with extenders



**DASHING APPEARANCE:** The dash panel features contemporary automotive styling, but it's truckish enough to keep the old guard happy.



You can barely hear the air rushing by and the winds do not billow into the cab. It's actually quite pleasant to drive with the windows down.

### **Creature Comforts**

The driver's perch and the dash panel are very well done in the 579. It's a trucky-enough dash, but with a nod to upscale automotive styling. Certainly, the fit and finish is reminiscent of BMW or Audi quality. Switch and gauge layouts are a matter of personal preference, but because they are multiplexed, they can be

and the sleeper lighting and HVAC control panel. It's well set up for work, and again, nice and open. A drawer conceals a pull-out desk, and below that is a good-sized storage bin.

On the right-hand side are the fridge and the wardrobe cabinet, and on the wall is the mounting hardware for a flat-screen TV or computer monitor. The roomy storage bins are mounted high to keep them from spoiling the view, but they are easy enough to reach into. Well thought out.

The sound system this truck had was the mid-level Concert Class package

grab points and fewer foot holds, save for the drag link on the power steering. The mirror gets in the way if you're coming up the cab access steps.

I also found access to the rear deck a little awkward. When in close proximity to a trailer, the driver would be able to press a hand against the trailer for stability, but reaching around the fairing to the grab handle is quite difficult. The steps up the deck are great, and the deck itself is huge, but the climb up wasn't graceful. I'd want the air and electrical dummy hookups moved to the side of the sleeper rather than where they are in the center, so they would be easier to reach without climbing.

To be fair, I noticed similar challenges driving the T680, not on the original test drive, but on a subsequent and longer drive.

### **Driving the 579**

I really can't say enough about the way the 579 takes to the road. The Peterbilt Air-Leaf front suspension smoothes out the highway without taking away the feel of the pavement. You can certainly feel the imperfections in the road, but they aren't jarring. It holds itself well on interstates as well as two-lane roads, and there's little doubt about where you are in a lane, thanks to the tremendous visibility.

A nod to the mirrors is in order here. They are big, but not obtrusive, and they are far enough away from the cab that they don't create turbulence you can feel and hear in the cab. Importantly, the right-hand mirror and the right-hand A-pillar do not blend together to form a large obstruction. As the photo illustrates, there's a gap between them so you can see what's coming at you from the side.

It was raining when I picked up the truck at the factory in Denton, so the windshield wipers got a test, too. They are nearly as tall as the windshield, and the sweep is very broad, giving excellent visibility in crummy weather.

The truck I had wasn't a top-of-the-line owner-operator spec, but it wasn't lacking either. The cloth interior and the carpeted floor made a big difference in the personal feel of the truck. It made for a nice quiet ride and very comfortable environment—in and out of the sleeper. It's a truck you won't get tired of driving anytime soon. **TT**



**ON-ROAD OFFICE:** The spacious sleeper includes a work space and an easy to use climate-control panel.

moved around to suit individual taste. The bottom line is, they are very easy to read and reach, and they look great at night. Better still, they can be dimmed, and there's almost no reflection from the dash panel on the side windows. That can be annoying and distracting at night.

The UltraNav option is now available, which will fit where the six analog gauges are on this truck, just above the radio.

Sproull told us the dash you see here was not the original design. The earlier version was more of a wrap-around affair, that—as it turned out—intruded too far into the cab and made access to the sleeper a bit awkward. This dash was pushed forward to maximize access to the sleeper, and with the shifter gone, it's a cinch diving into the bunk.

Back there you'll find an asymmetrical layout with a work station on the driver's side, along with a couple of cubby holes

with four speakers in the cab, two in the sleeper plus a sub-woofer under the bunk. Because the truck is so quiet at cruise speed, you hardly need to crank the volume at all for a comfortable listening level. But if you wanted to...

### **On the Outside**

The big hood took quite a tug to get open, and it needed a bit of a push to close too. Nothing a 200-lb driver can't handle, but someone leaner might have a bit of a time checking the oil.

The daily inspection points were easy to get to, and the engine compartment—stuffed with a big ISX engine—was generally neat, orderly and easy to inspect visually. The addition of disc brakes makes it easier to get right up beside the engine, but I think climbing up onto the wheel to clean the windows could prove a little challenging. There aren't many convenient



## Pay-As-You-Go Insurance

*Your trucks' black boxes will soon be tapped by insurance companies. Here's why you should care.*

— By E.B. Black —

**I**nurance companies in Europe and some in North America are starting to charge premiums based on individual drivers' performance. It's called usage-based insurance (UBI) and it's shaking up the vehicle insurance business.

UBI is possible only because of onboard telematics that can give insurance companies far more accurate information than they have ever had before.

To learn more about UBI, I attended the Insurance Telematics Conference in Chicago in September. Here's what one of the conference keynote speakers, Robin Harbage, of the risk-management firm Towers Watson, told the insurance experts in the room: "Vehicle telematics are coming at us fast."

Most carriers already know the value of telematics, from an ops perspective. Telematics can let you identify operating conditions, maintenance requirements and driver behavior. And with that knowl-

edge you can wring far more efficiency out of your assets. For instance, it's not unusual for a fleet to glean between 10-and-20-percent increases in fuel mileage through effective use of telematics.

Once a driver is aware he is being held accountable, he refrains from speeding, rapid acceleration and deceleration, aggressive cornering, and, well, he becomes a better driver.

And because fleets are cautiously but steadily investing in telematics, one supplier said that driving culture is being transformed, without a lot of management work or effort.

Over time, he said, you will see dramatic improvements. Telematics will lower the need for on-road police resources, insurance-company loss-prevention staff, and roadside inspections. Cash-strapped provinces and states are going to embrace the widespread use of telematics as a means of lowering their budget costs.

It's easy to see why insurance companies love this technology

Telematics data will allow insurance firms to improve claims handling, detect and deter fraud, reduce theft, and improve emergency response times to the scene of an incident.

Insurance firms will also be able to establish and bill for a fleet's true mileage and exposure based on a driver's behind the wheel performance. Premiums, therefore, will be a true reflection of actual risk.

Insurance premiums are historically

## BIG BROWN'S EYES

**U**PS has a large number of their fleet vehicles now equipped with telematics which provides information on over 200 types of vehicle data including speed, RPM, idle, oil pressure, seatbelt use, and the number of times a driver puts the vehicle transmission into reverse, to name just a few.

They have been able to develop a conditions-based PM program, collecting vehicle data through installed sensors that collect and provide data on vehicle components that are acting outside of their normal operating parameters.

Your vehicle manufacturers' code provides real-time information on everything from unit mileage, VIN, and engine issues, to maintenance intervals. On-vehicle sensors can detect passenger-seat occupancy, doors open/closed, airbags, tire air pressures, objects in vehicle blind spot, wheel-end and hub issues, and reefer temperatures. With telematics capturing this kind of information in real time and communicating it to management and/or the driver, these issues can be easily and quickly addressed.

With this technology, we as an industry can truly begin working towards a true crash free culture. — E.B.B.



developed based on a driver's safety record (MVR), the number of miles driven, and the number of years of driving experience.

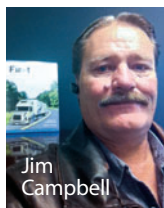
When it comes to developing insurance premiums for fleets, an insurance company collects and reviews the fleet's CVOR, the drivers' individual MVR, the fleet's mileage data, cargo/commodities hauled, and the fleet's three-to-five-year loss experience.

## THE CAMERA THAT NEVER LIES

In February of this year, **Jim Campbell**, a 30-year driving veteran in Winnipeg opened **First Class Training Centre Inc.**, and he is such a staunch advocate of student drivers receiving accurate feedback on their performances, he installed cameras on his training trucks.

That way, after a student takes the truck for a drive, the student, his classmates and his instructor can review the performance in class, afterwards, on the big screen.

"It's a totally new concept for this industry," Campbell says.



Jim Campbell

His trucks have four cameras in total, two on each mirror and there's a screen for the driving instructor in the observation screen. He says the benefits are obvious, particularly when drivers and

students can review their backing-up by stopping the cameras to see exactly how their rigs and trailers are oriented.

"A lot of people tend to over steer when they're backing; they just don't catch the trailer on time," he says.

Several fleets have sent licensed drivers to his school for remedial work and he sends the videos back to the employer for evaluation. They can watch them and see, in slow-motion, where a drivers' skills need honing.

Campbell says another innovation for his new school: No instructors deal with more than two students at one time.

"We are always looking for higher standards and innovative ways of training," he said. "I have showed a number of people in the trucking industry this and were all very impressed with the idea."

Telematics will let insurers change how they capture, look at, and develop insurance premium for commercial fleets.

Instead of your insurance company having to complete an in-depth on-site fleet survey, it will simply review the telematics vehicle data that you provide them, which can be captured and communicated in real time.

The U.S. DOT sees great benefits to

the wide spread use of telematics and said just that at the conference. They believe if driver behavior is monitored, it improves road safety.

In Europe, manufacturers Daimler-Chrysler, MAN AG, Scania, Volvo, and Iveco agreed to give third parties access to vehicle data using the CAN-bus as a connection. And in the USA, currently 17 states permit UBI programs, and the list



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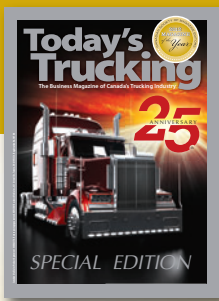


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# Magazine of the Year

## Today's Trucking

Name a profession. There's likely a magazine about it. Whether you run a pizza shop, a drugstore or a mortuary, somewhere, a team of editors, designers, sales people and their colleagues are publishing a magazine designed with one goal and one goal only: To help you succeed.

These publications are known as Trade Magazines. In June, The **Canadian Society of Magazine Editors** recognized **Today's Trucking** as the **Canadian Trade Magazine of The Year**.

Of all the specialty business magazines in the country, Today's Trucking was held up as a model; a magazine firing on all cylinders.

We at Today's Trucking are very proud of this achievement, particularly as it coincides with our 25<sup>th</sup> Anniversary. We extend deep gratitude to the judges and CSME, but more importantly, we want to thank you, the readers and advertisers. Without you, we have no reason to publish a magazine. And like you, we at Today's Trucking are on a constant quest for continuous improvement.

To that end, we not only encourage but rely on your input, help and feedback. Whether it is kudos or criticism, your comments help us make a more useful magazine for you. Indeed, we consider you part of our award-winning team. Thank you.

### The Judges said:

***"Today's Trucking is a perfect trade magazine: expertly edited with useful news, thoughtful features and a distinct voice. [It has a] flawless tone. Really stands apart."***



PETER CARTER

EDITOR



ROLF LOCKWOOD

VICE PRESIDENT, EDITORIAL



JASON RHYNO

ASSOCIATE EDITOR



The Canadian Society of Magazine Editors was established to be the voice of Canadian editorial professionals in the magazine industry.



continues to grow. This past year, more than \$1 million in premiums went to UBI programs Stateside.

Hartford, Allstate, State Farm, and Progressive all offer UBI programs in the USA. Sprint now provides a turnkey insurance telematics offering for car drivers.

Industry experts say that the "Pay as You Drive" market has reached its tipping point and say it will grow 50 fold by the end of this decade.

Will it lower your rates? While there is a chance that UBI might decrease personal auto insurance premiums for drivers who correct and manage their behavior, the industry's not saying the same about commercial rates.

In fact, you can thank Hurricane Sandy in part for the fact that the insurance industry as a whole will probably be looking at rate hikes in the near future.

As for telematics' affect on rates, the insurance industry's response is that fleets who further enhance safety programs with careful use of telematics will get the best rates possible.

Also, telematics can lead to less accidents and fewer claims which means less insurance-premium hikes.

Finally, because telematics means improved operational efficiency overall; in

particular routing, fuel, wait times, lower maintenance costs and drivers behaving less aggressively so they're easier on your equipment, your investment in the technology will have an early and substantial ROI. **TT**

**E.B. Black** is the pen name of an executive working in the Canadian Trucking Insurance Industry.

## YOUR VOICE NEEDED HERE

**American Transportation Research Institute (ATRI)** is looking for input on navigation systems from drivers and carriers.

ATRI has created an online survey that hopes to identify attitudes of both drivers and carriers toward navigation systems, including the perceived benefits and risks.

The impact of navigation systems on driver behavior, decision-making and safety is not fully understood, ATRI said.

Mounting anecdotal evidence is pointing to navigation systems as the cause for some large truck crashes, like "bridge strikes." Often, the truck driver was using a navigation system designed for passenger vehicles.

"The results of this survey will provide further insight on the use of these systems and their impact in commercial trucking operations, as well as the impacts that other methods for providing directions to drivers might have on fleet safety and operations," ATRI said in a statement.

"The research results will also provide an opportunity for the public sector to improve transportation operations and minimize infrastructure damage."

You can complete the confidential survey at the ATRI's website: [www.atri-online.org](http://www.atri-online.org).



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# Refrigerated Body

JOHNSON SHOWS OFF NEW GUARDIAN LT TRUCK BODY



**Johnson Refrigerated Truck Bodies**, a Great Dane subsidiary, says its new Guardian LT truck body offers real efficiencies. Mounted to an Isuzu EcoMax truck chassis as shown in the photo here, the lightweight Guardian LT package is said to provide 15-mpg operation. It's a 13-ft, 6-in. reach-in style truck body with four compartments, and two adjustable temperature zones.

Other features include fiberglass composite doors with neoprene compression gaskets with multiple air chambers for a thermal efficient seal; automotive-style door latch hardware with a remote keyless-entry option; a new LED exterior and interior lighting package; a bolt-on tubular stainless steel rear bumper that's

said to be easy to replace; recessed fuel inlet; and an advanced body tie-down system that promotes security while reducing maintenance.

The low ground-to-inside floor height of the Guardian LT also makes it quicker, safer, and easier for operators to access the cargo area from the ground, says Johnson.

See [www.greatdanetrailers.com](http://www.greatdanetrailers.com) and [www.johnsontruckbodies.com](http://www.johnsontruckbodies.com)

## TARP STORAGE BOX

EAST INTRODUCES BUILT-IN TARP-STORAGE BOXES FOR DROPDECK TRAILERS

**East Manufacturing** has introduced a new option to their dropdeck trailers, one that saves time while increasing safety. It's an all-aluminum tarp-storage box



East Manufacturing built-in tarp-storage boxes for dropdeck trailers



built into the floor of the upper or lower deck. This on-deck access location reduces multiple ups and downs on the trailer for the driver (lessening the chance for falls) to tarp the load, or store the tarp and tie-downs, which saves time and energy for both tasks.

The tarp storage boxes are available in various depth configurations, depending on the drop at the neck and beam depth of the trailer, and can be placed in either the top deck, bottom, or both.

Dimensions of the upper deck storage boxes are 35 in. long x 13 in. wide (maximum 22 in. deep). Lower deck box dimensions are 49.5 in. long x 42.5 in. wide (maximum 21 in. deep).

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

## ENHANCED LOAD BINDERS

KINEDYNE ANTICIPATES COMING WSTDA CHAIN TIE-DOWN STANDARDS

Kinedyne has revised its chain/load binder product offering in an effort to make them fully compliant with newly released industry standards.

The Web Sling and Tie-Down Association (WSTDA) recently published its first recommended standards for load binders, the 'WSTDA T-6 Recommended



Standard Specification for Load Binders Used with Chain Tie-Downs'. WSTDA is a technical association dedicated to the development and promotion of voluntary recommended standards. The new standard will help ensure a minimum level of quality and traceability for all load binders.

The changes to Kinedyne load binders were made in anticipation of action by federal and local enforcement agencies to

eventually adopt the new standard into existing cargo-securement regulations.

All new production of Kinedyne load binders will now offer the following features and benefits:

- Manufactured & tested per the new WSTDA T-6 standards for load binders.
- Stamped markings on the binder with the Kinedyne logo, a manufacturer

code, and reference to the date the binder was manufactured.

- Tags attached to each binder with warning and operating instructions in English, French, and Spanish.

Kinedyne customers will receive shipments of the improved binders once current inventories are depleted from stock on a part-number-specific basis.

See <http://kinedyne.com>

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## Product Watch

### SUSPENSION PARTS CATALOG

HENDRICKSON OFFERS UPDATED 2012 SUSPENSION-PARTS CATALOG

Hendrickson has introduced an updated parts catalog with extensive parts listings, exploded views, selection guides, product profiles, and popular kits.

The comprehensive catalog (SP-100 Rev. G) is said to simplify identification, spec'ing, and selection of Hendrickson truck suspension systems parts. It works well as a companion tool for



the Hendrickson website. The comprehensive catalog contains all Hendrickson truck systems part information in one publication, aimed at both the parts counter and the end user.

Hendrickson Genuine Parts are said to deliver the same quality found in the company's original system equipment.

See [www.hendrickson-intl.com](http://www.hendrickson-intl.com)

### ISUZU EXTENDED WARRANTY

UP TO FIVE YEARS/200,000 MILES OF COVERAGE FOR TURBOCHARGER, FUEL INJECTORS, ALTERNATOR AND MORE

Isuzu now offers a significantly enhanced extended warranty for all 2013 Isuzu N-Series diesel trucks sold on or after October 1, 2012.

In addition to the powertrain components included in Isuzu's previous extended warranty, the new extended warranty covers fuel injectors and high-pressure lines, common rail, turbocharger, alternator, starter, water pump, rear drive axle, front I-beam axle, and crossmembers.



Coverage is available for 60 months/150,000 miles, whichever comes first, or 60 months/200,000 miles, whichever comes first

Isuzu's basic limited warranty for its diesel trucks covers manufacturer defects in covered components for up to 36 months, regardless of mileage. The company's gasoline-engine trucks continue to be covered by a 36-month/36,000-mile basic limited warranty and a 60-month/75,000-mile powertrain limited warranty.

Also offered are Gold Star and Gold Star Plus limited warranties for select pre-owned Isuzu commercial trucks.

See [www.isuzutruck.ca](http://www.isuzutruck.ca)



## ALUMINUM DUMP BODY

FROM DURACLASS, THE ALUMAX HEAVY-DUTY DUMP BODY SAVES WEIGHT  
The new **DuraClass** Alumax heavy-duty aluminum dump body is said to offer high strength despite weighing, typically, up to 50 percent less than traditional steel.

The Alumax features an 8-in. extruded top rail that's said to resist bowing from heavy internal loads. The bottom rail, which includes an inside radius for faster



and cleaner dumping, ties the deck, sides, crossmembers, vertical posts, and outside dirt shadders together to provide structural integrity.

Aluminum 5.75-in. I-beam long-members have an integrated rubber track and rubber riser to reduce shock and noise. The 4-in. stacked U-shaped crossmembers provide extra load-bearing vertical walls. The body's crossmembers are on 12-in. centers and each one features a gusset.

Many configurations and options are available to meet the specifications of municipalities and contractors, says DuraClass. Options include additional oval light holes, center-sliding patchgate, and spill apron. The Alumax is available in a wide variety of lengths, side heights and rear heights.

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

## SMARTWAY-VERIFIED RETREADS

THREE MICHELIN RETREADS CONTRIBUTE TO FUEL SAVINGS AND EMISSIONS REDUCTIONS

**Michelin** tells us that three of its retreads have been added to the SmartWay-verified technologies list and four are in the process of receiving verification. With that collection—dual drive and trailer treads and wide-single drive and trailer treads—Michelin will have full coverage in SmartWay retreads for over the road.

## WATERLESS COOLANT SAID TO BOOST FUEL ECONOMY

**T**he waterless coolants from **EVANS COOLING SYSTEMS**, a quiet little 25-year-old company in Connecticut, are claimed to improve fuel economy by as much as three to nine percent in heavy-duty engines. Third-party test reports confirm the claim.

The key feature of Evans Heavy Duty Coolant is its higher boiling point of 375 F, significantly higher than water-based coolants, which allows the engine to operate safely at slightly higher temperatures. The huge separation of the boiling point from the operating temperature enables raising the fan-on temperature to 230 F, resulting in much less fan-on time—as much as 50-percent less.

The fans on heavy-duty diesel engines draw a considerable amount of horsepower, using significant amounts of fuel. If the fan's off, there's your savings.

All Evans Waterless Coolants are a chemical blend that results in more efficient cooling due to that higher boiling point, which is said to eliminate boil-over, cavitation, and detonation.

These coolants don't freeze, either. At extreme cold temperatures, they contract and become extremely thick, but not becoming solid and expanding like antifreeze containing water. Because they contain no water, electrolysis and corrosion are also eliminated.

Using an Evans coolant means the entire cooling system has to be drained (radiator, engine block, and heater core) and then refilled 100 percent with the waterless product—with no need to add anything else. The company now has three different coolants to choose from depending on the application and use of your specific vehicle. Also available is a flush fluid for smaller engines without block drains.

Evans has a small but slowly growing presence in Canada so far, with a few distributors spread a little thin. The company's website lists them, though they're a little hard to find. Call or email the Canadian Evans agent directly if you want more information. That's Christopher Brand at 613-216-2141 or [cbrand@evanscooling.com](mailto:cbrand@evanscooling.com).

The price of the Heavy Duty Waterless Coolant, the one that would be used in most trucks, is US\$47.95 per gallon MSRP.

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

The three newly verified retreads are: the XT-1 AT Pre-Mold for trailer applications, and the XDA2 19 AT Pre-Mold and XDA2 23 AT Pre-Mold for drive-axle positions.

These four are said to meet SmartWay standards and have verification pending: X One XDA-HTTM Pre-Mold and XDA2 23 AT Custom-Mold for drive-axle use, and X One XTA Pre-Mold and XT-1 Custom Mold for trailer applications.

Michelin SmartWay-verified retreads are compliant with California Air Resources Board (CARB) greenhouse gas regulations for low-rolling-resistance tires, and the state will require SmartWay verifi-

cation on retreads as of January 1, 2013.

Retreads represent about half of the tires on the road, incidentally, says Michelin.

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

## REMAN TRANSMISSION

EATON ADDS FLEX REMAN TRANSMISSIONS TO AFTERMARKET WARRANTY PACKAGE

**Eaton** has added the Eaton Fuller Flex Reman transmissions to its specially packaged line of remanufactured and aftermarket components, bringing customers additional replacement parts options and 12 months of extra warranty coverage. When customers purchase a



# Simple. Quick. Effective.

The screenshot displays the TruckandTrailer.ca website. At the top, the logo reads "Truck and Trailer.ca" with the tagline "Canada's #1 Source for Buying or Selling Heavy Trucks and Trailers". Navigation tabs include HOME, SELL, FIND A DEALER, PRODUCTS & SERVICES, INDUSTRY NEWS, and QUICK SEARCH. The main content area is divided into sections for buying and selling trucks and trailers, with filters for application, make, and location. A "SEARCH" section allows users to find vehicles by make/model/year. A "FEATURED INVENTORY" section shows various truck models. There are also several news articles and a "Featured Dealer Site" for KIDTrailer.ca.

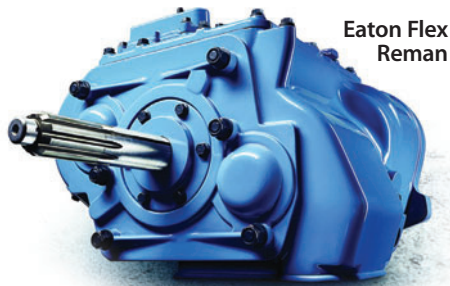
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combination of a Flex Reman or standard Eaton Fuller remanufactured transmission with an Eaton Advantage Series clutch and Roadranger lubricants, the transmission warranty coverage is extended from two to three years.

In addition to the use of OEM-quality parts, Eaton claims that its heavy-duty Fuller Reman transmissions have “roughly 20 percent more new parts than most



Eaton Flex Reman

other remanufactured transmissions.”

The aftermarket package program is available for standard linehaul applications in the U.S. and Canada.

Additional program details are available by referencing the Reman Bundle Package Sales Card (APSL0300) and the Warranty Guide (TCWY0900) online here. [www.Roadranger.com](http://www.Roadranger.com)

See [www.eaton.com/roadranger](http://www.eaton.com/roadranger)

### MANAGE DOCUMENTS

PEGASUS TRANSTECH RELEASES  
TRANSFLO 2012 R2 UPDATE

The newest version of Transflo from **Pegasus TransTech** is an update of a document management tool that allows users to automate and streamline business processes, such as driver payroll, accounts payable, accounts receivable, maintenance, recruiting, detention, and collections.

Added functionality has been implemented to “enhance the user experience,” the company says, while increasing efficiency and improving document security. One of the many updates is the capability to read 2D and 3D barcodes.

With this newest release, users can store and retrieve native file types including Microsoft Office and Excel files and many audio, video and graphic files. It means that files no longer need to be converted, and accident/claim photos, for example, can be easily retrieved and

sent from the Transflo system in their original high-resolution state.

With enhanced security features, users are able to streamline and automate timely administrative tasks such as creating user accounts and assigning security permissions.

An improved web-based viewing application, called ezView, allows users to retrieve content from the documents via a web browser interface. Users now have quicker access to electronic documents, any time and anywhere.

It integrates with other major software systems and works seamlessly with Transflo Now! Mobile, using an iPhone or Android smartphone.

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

### MOBILE OFFICE/SHELTER

WABASH COMPOSITES INTRODUCES THE DURAPLATE FOLDABLE MOBILE SHELTER **Wabash Composites**, a business unit of Wabash National Corporation, says its new DuraPlate foldable mobile shelter is an insulated solution for everything from mobile offices to temporary living quarters. With a patent pending, the shelter is easily transported and can be assembled



on-site in about 15 minutes. It's modular and completely configurable.


Available in a 16-by-eight-ft configuration, these mobile shelters fold flat to a 16-in. height and can be stacked 6 units high, which allows for 18 units to be transported via a flatbed trailer. They're constructed of the proprietary DuraPlate composite panel which has over 16 years of proven performance in the semi-trailer, truck body and portable storage industries.

See [www.wabashcomposites.com](http://www.wabashcomposites.com) and [www.wabashnational.com](http://www.wabashnational.com)



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## Product Watch

### LOCKING DRAWERS

ACCURIDE INTERNATIONAL INTRODUCES NEW LOCKING HANDLE KIT FOR MOBILE SERVICE APPLICATIONS

**Accuride International's** CB-Hand Kit, combined with heavy-duty slides, adds lock-in and lock-out features to secure drawers or trays in carts, trucks, utility, and emergency vehicles.

The locking feature is activated with a centrally located push button. There are two product options: a standard front-mounted kit with lock-in only, and a rear-mounted conversion kit that adds the lock-out feature.

Made with lightweight and corrosion-resistant components, the CB-Handle Locking Kit is ideal for mobile applications such as drawers and trays in carts,

or utility and emergency vehicles. The lock-in feature secures pullouts for transit, while the lock-out ensures safe access to contents.

Compatible with most of the Accuride heavy-duty product line, the CB-Hand Locking Handle Kit may be added to models such as 3600, 7957, 9301, and other slides with a .75-in. side space or greater. This product accommodates drawers up to 60 in. wide.

Cut-to-length stainless steel rods allow installers the flexibility to add the locking handle to a variety of drawer widths. Visit here for detailed product specifications.

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

### DIAGNOSTICS SOFTWARE

NOREGON SYSTEMS UPDATES JPRO FLEET DIAGNOSTICS, ADDS FEATURES  
**Noregon Systems** has released JPRO Commercial Fleet Diagnostics software v5.4, adding new features to the heavy-duty software module. They include updated graphics and data for the diagnosis of aftertreatment systems. Users have access to JPRO's 28,000 detailed fault codes.

The updated features are immediately available on all new copies of JPRO v5.4 software.



Notable additions to the Heavy Duty Module of JPRO Commercial Fleet Diagnostics version 5.4 include:

- Updated Aftertreatment screen now includes EGR and DPF systems data
- New Consumable Fluids screen displays the status of important fluids in the vehicle on one 'page'
- New Vehicle History screen allows users to view, play, and email log files and reports

You can request a free 30 day trial of JPRO Commercial Fleet Diagnostics software online here.

Current JPRO licence holders with an active support agreement can access the update on line by going here.

See [www.noregon.com](http://www.noregon.com) and [www.jprofleetproducts.com](http://www.jprofleetproducts.com)

GE  
Lighting

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You don't make money when your trucks are stopping to change headlamps.

GE Long Life Halogen headlamps last up to 6 times longer.\*

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- Drive up to 160,000\*\* nighttime kilometres without replacing the lamp
- Lower maintenance cost
- Maintain the on time performance of your vehicles



\*Compared to conventional truck headlamps.  
\*\*Actual performance may vary due to road and other environmental conditions. Assumes average speed of 80km per hour over the lamp's rated life.



imagination at work

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### BRAKE DRUM TRAINING

WEBB WHEEL RELEASES ONLINE TRAINING AND TECH CERTIFICATION VIDEO

**Webb Wheel** has added a new training video with an associated tech certification test to the Training Toolbox on its website. The new Proper Brake Drum Selection video illustrates clearly how braking events affect a brake drum depending on vehicle speed and total weight as well as the rate of brake deceleration; and it explains how different drum designs manage the amount of heat generated at each stop.

Because of these variables, vehicle use is an important factor in choosing the right drum for a particular application and the video helps in determining the proper designs to ensure the best brake performance and lowest cost of maintenance. After viewing the video, a test can be taken online to certify that the technician understands brake-drum differences for the vehicles they maintain.

All Webb Training Toolbox videos, files and certification tests can be accessed online.

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

### TELESCOPIC VEHICLE LIFT

STERTIL-KONI'S NEW DIAMOND LIFT IS A FULL-RISE TELESCOPIC PISTON LIFT, MADE IN THE USA

**Stertil-Koni** says its new Diamond Lift will be available in either a two- or three-piston configuration with a total lifting capacity of 64,000 and 96,000 lb respectively. Notably, the design of its telescopic pistons protects all the critical seals from potential damage by debris. The piston rods are hard-chrome-plated for maximum protection against corrosion and wear, and thus optimized to handle harsh workshop environments, the company says.

The lift features an "industry changing" mechanical locking system that uses a hardened, nitro-carburized locking rod to provide what is claimed to be superior resistance to corrosion and wear. It's also said to be one of the few piston-style in-ground lifts designed to allow the lift to be lowered into a mechanically locked situation without placing pressure on the piston seals. The gravity-engaged locking

assembly is easy to service and can be accessed from floor level.

Among other features, rather than using traditional rollers that may need lubrication, the new lift's moveable lifting unit and aluminum trench covering system travel on ultra-high molecular weight



polyethylene slides atop a stainless steel guide, which are maintenance free.

The Diamond Lift is said to be suited to lifting a broad range of vehicles, including fire and multiple-axle trucks.

See [www.stertil-koni.com](http://www.stertil-koni.com)

### KW CABOVER WHEELS

KENWORTH K270 AND K370 MEDIUM-DUTY TRUCKS ADD TIRE-AND-WHEEL PACKAGE

**Kenworth** will offer a 22.5-in. tire-and-wheel package and expanded wheelbase choices for the Kenworth K270 and K370 medium duty cabovers.

With the new tire and wheel package, the K270 class 6 and K370 class 7 cabovers match up to standard dock heights at pickup-and-delivery locations



in several applications. Depending on van body installation practices, the cab floor will be at approximately 50 in. up from the ground with an 11R22.5-in. setup. The K270 will also retain the 19.5-in. package as an alternative for customers that require a lower-step height and entry.

### Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of November 13, 2012 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	135.4	-0.5	117.8
VANCOUVER *	130.4	-0.9	86.5
VICTORIA	124.5	-0.9	88.4
PRINCE GEORGE	126.4	-1.1	93.7
KAMLOOPS	127.0	-0.5	94.3
KELOWNA	128.7	-0.4	95.9
FORT ST. JOHN	130.9	-3.0	98.0
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	111.4	-1.0	93.1
RED DEER	113.9	-1.0	95.5
EDMONTON	109.4	-2.5	91.2
LETHBRIDGE	116.9	-0.3	98.3
LLOYDMINSTER	110.9	-1.0	92.6
REGINA *	115.4	-2.0	90.9
SASKATOON	118.3	1.4	93.7
PRINCE ALBERT	112.6	0.0	88.2
WINNIPEG *	119.6	-0.8	95.9
BRANDON	115.1	-1.2	91.6
TORONTO *	121.1	-0.2	88.8
OTTAWA	122.9	-1.0	90.5
KINGSTON	122.9	-0.5	90.5
PETERBOROUGH	119.4	-1.5	87.4
WINDSOR	117.9	-0.3	86.0
LONDON	117.9	-1.0	86.0
SUDBURY	124.4	-0.8	91.8
SAULT STE MARIE	125.1	-1.2	92.4
THUNDER BAY	127.9	-1.1	94.9
NORTH BAY	124.5	-0.6	91.9
TIMMINS	130.1	0.0	96.8
HAMILTON	120.5	-1.0	88.4
ST. CATHARINES	119.2	-0.7	87.2
MONTRÉAL *	138.9	0.5	97.6
QUÉBEC	136.6	-1.3	95.6
SHERBROOKE	137.9	-0.5	96.7
GASPÉ	138.4	-1.0	101.0
CHICOUTIMI	135.2	-2.0	98.2
RIMOUSKI	136.9	-1.5	97.8
TROIS RIVIÈRES	136.9	-2.0	95.9
DRUMMONDVILLE	135.9	0.0	95.0
VAL D'OR	136.6	-0.7	99.4
SAINT JOHN *	135.4	-1.4	96.7
FREDERICTON	135.9	-1.1	97.1
MONCTON	135.8	-0.7	96.9
BATHURST	138.2	3.3	99.1
EDMUNDSTON	134.1	4.5	95.5
MIRAMICHI	137.2	-1.0	98.2
CAMPBELLTON	137.3	-1.2	98.3
SUSSEX	135.9	-0.7	97.1
WOODSTOCK	138.3	-0.9	99.2
HALIFAX *	131.6	-3.1	95.0
SYDNEY	136.4	-1.5	99.2
YARMOUTH	133.9	-3.1	97.0
TRURO	132.9	-3.1	96.2
KENTVILLE	132.0	-3.8	95.4
NEW GLASGOW	135.5	-1.6	98.4
CHARLOTTETOWN *	131.0	0.0	100.6
ST JOHN'S *	139.1	-1.9	102.6
GANDER	138.6	-1.8	102.2
LABRADOR CITY	144.4	-1.9	107.3
CORNER BROOK	139.8	-1.9	103.2
<b>CANADA AVERAGE (V)</b>	<b>123.0</b>	<b>-0.7</b>	<b>92.2</b>

V-Volume Weighted

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

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

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

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



## Product Watch

Kenworth will expand the choice of wheelbase configurations for both trucks. The new 22.5-in. tire/wheel combination introduces a wheelbase range of 146 to 242 in. in 12-in. increments. The longer wheelbase allows for up to a 28-ft van body installation, while the shorter wheelbase can accommodate a van length down to 16 ft. The cab-to-axle dimension now starts at 120 in. with variations up to 217 in. on a 242-in. wheelbase.

The K270 with 19.5-in. tires and gets four new wheelbases covering a range of 142 to 238 in., also in 12-in. increments.

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

## GPS SOFTWARE UPDATE

RAND MCNALLY UPDATES INTELLIROUTE TND 510 SOFTWARE

Rand McNally says the new software release for its IntelliRoute TND 510 truck GPS unit includes updated map data, additional trucking points of interest, and many of the new features from the new TND 720 released in June.

TND 510 units will ship with the upgraded software as of this month, but the upgrade also can be downloaded from the Rand McNally Dock onto existing units for participants in Rand

McNally's Lifetime Maps program. Free Lifetime Maps are being offered on new TND 510 and 720 devices between now and the end of the year.

The new software features fully updated road data with truck-specific information such as speed limits, legal and physical restrictions, and truck restriction data. It also includes fully updated points of interest, including truckstops, weigh stations, and locations at the exits ahead.

Fuel logs—accessible from the Virtual Dashboard or Truck Tools—allow drivers to record fuel purchases for a trip.

The 'Avoid State or Province' preference means drivers can choose routes that avoid seasonal road conditions, hazmat constraints, tolls, construction, etc.

The text-to-speech feature reduces distracted driving by providing spoken alert information for imported items such as red light cameras.

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

## RUGGED COMPUTER

PANASONIC UPGRADES TOUGHBOOK 31 RUGGED LAPTOP

Panasonic's upgrades to the Toughbook 31 fully-rugged laptop PC include a faster processor, expanded storage, and a more responsive touchscreen, among other



Toughbook 31 rugged laptop


improvements. It's aimed at mission-critical mobile workers needing top performance in extreme environments.

Powered by new third-generation Intel Core processors, the upgraded Toughbook 31 offers storage up to a 500-GB, 7200-rpm hard drive with 4 to 8 GB RAM) and improved touchscreen responsiveness.

Battery life, now 7% longer, means 14.5 hours (per MobileMark 2007 testing on the i5-3320M model) and an additional 6.5 hours with the available media-bay second battery.

A standard USB 3.0 port provides for faster file transfers.

The U.S. street price is estimated at \$3499, including a three-year warranty.

See [www.panasonic.com](http://www.panasonic.com) and [www.toughbook.com](http://www.toughbook.com) 

# YOU CAN'T GET THERE FROM HERE

## There We Go' Round the Raspberry Bush



Abbotsford B.C. calls itself the Berry Capital of Canada. In July, 2011, on a local roundabout, city elders unveiled the berry-tree sculpture by local artist Majit Sandhu. Hats off (rather on) to the first 10 readers who let us know they recognized the statue and thus claimed spiffy **Today's Trucking** caps. (We give them to the first 10 who correctly identify our mystery location.) And here's a hint for **this month's sight**: That lovely piece of cracked tarmac out front? It's the Trans-Canada. If you still think you know where it is, give Jason Rhyno a call:

**November Answer:**  
Abbotsford B.C.



## YOU CAN'T GET THERE FROM HERE

c/o Today's Trucking Magazine

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By Peter Carter

# A Real Go-To Guy

## Why Elwin Shaw's honey wagon and this magazine make beautiful music together

**J**ob Number One: Tell *Today's Trucking* readers the incredible story of Elwin Shaw, honey-wagon driver extraordinaire. Job Number Two: Determine whether the term honey-wagon needs explaining. I'm thinking, "Nah."

You know what a honey wagon is.

But you probably don't know that if you're driving around Northern Ontario on any given Wednesday, you could find yourself listening to a country-music radio show called "Elwin's Honey Wagon."

The "Elwin" of the show is Elwin Shaw, of Mindemoya, ON, which is smack in the middle of Manitoulin Island. Shaw is a walking country-music Wikipedia and a few years back, he was doing his honey-wagon thing at a local resort and met "Big Mike" Abel, the radio station's program director. Shaw so wowed Abel that he was offered his own two-hour-a-week program.

Shaw is also the go-to portapotty guy for the radio station's annual Manitoulin Country Music Festival. Last year's headliners included Teri Clark, Emerson Drive, George Canyon, and The Rankin Family.

This is what Elwin told me: "I'm not naming names, but you know these singers that do a lot of traveling to festivals all over the country? Several of them told me that out of all the places they visited, my portapotties were the cleanest and most comfortable."

That's quite the endorsement.

But he's right. Like with everything else, the portapotty of 2012 is light years ahead of, say, a 10-year-old model. If you haven't been in a new one recently, you owe yourself a visit.

They're more comfortable, the seats are contoured, some have running water, electric lights, solar heating and skylights. Elwin tells me that a few Cadillac versions sport marble-like counter tops and if they're kept clean throughout their tours of duty (he leaves attendants on site to keep them spiffy), the portapotties even smell pretty.



**ELWIN'S CAN CAN:** Magazine reading and washrooms go hand in hand.

Elwin uses a special substance that makes his units smell like bubble gum.

Simply writing about them almost makes me want to visit.

Before I do though, I want to give you four great reasons why meeting Elwin Shaw comes as such great news to us here at *Today's Trucking*.

1. Manitoulin and I go way back. I am proud to report that I used to be editor of the world's finest weekly newspaper, the Manitoulin Expositor. And did I mention the music festival unfolds in the great new Manitoulin Transport Amphitheatre?
2. I love country music. I have enlisted Elwin's contribution to *Today's Trucking's* ever-expanding 50-Best-Trucking-Songs-of-all-time project. He's on the case and promises to report back soon;
3. As editor, interesting and good-guy truckers like Shaw are my livelihood;
4. I want people to read more magazines. Magazines are integral ingredients in the recipe for human advancement.

Where else do people learn new Christmas-cookie recipes? Or about Manitoba's five-top Walleye holes? Or who's divorcing whom? Magazines, including *Today's Trucking*, are the only medium designed to make the readers' world better.

And where do magazines get read?

Desks. Cottages. Airplane seats. Doctors' offices. Lunchrooms. Waiting at a loading-dock. Or at the border.

And last but not least—and deserving of a paragraph all its own—the john.

I could show you research proving how much magazine reading gets done in the can, but let me sum it up thusly: The day people no longer use the bathroom will be a sad day indeed for the magazine business.

My point: Whatever people do to make magazine-reading places better lit or more comfortable, I'm for. Bring on the air-conditioned solar-powered fresh-as-the-morning-dew johnny-on-the-spot. And if there's piped-in Johnny-Cash tunes, so much the better.

Only good will come out of it. **TT**

### ONE MORE THING

**Chris Hall** of the Great Lakes Truck Club—the same people who produce the Clifford, ON, Truck Show—brought Elwin Shaw to my attention. I used to think the Great Lakes were called that because they were, well, great big lakes. Maybe it's more like the people who live around them—Hall and Shaw included—are themselves great.



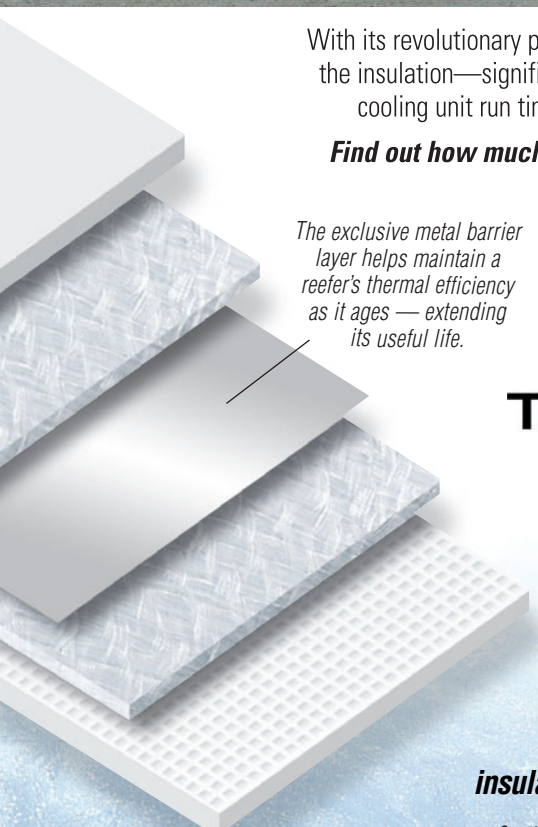


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# 579

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