

EUREKA!: A Canadian alt-fuel success tale, PG. 32



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Today's Trucking

The Business Magazine of Canada's Trucking Industry

April 2007

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PG. 45



New rear-end
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PG. 55



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The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson
Award Winner**



Member



A double-clutch standard

When is the trucking industry going to protest the Province of Ontario's unfair practice of retesting senior drivers every year?

Ontario is the only jurisdiction to insist on a retest like this.

I have no objection to more frequent medicals, but as a semi-retired driver, it costs me about \$500 every year to take a refresher course at a driving school because that is the only way to get a vehicle. An individual can't just walk into Ryder or Penske and rent a tractor trailer for a day.

Also, if it's so important that drivers be retested after 65, why not demand a retest of every U.S. and out-of-province commercial driver? If the Ministry doesn't do this, it is discriminating against its own taxpayers.

Peter McGill,
Mississauga, Ont.

The Ministry's lack of logic

Once you reach the age of 65 in Ontario, the Ministry of Transportation (MTO) makes it very difficult for you to maintain an AZ licence. And if you don't keep your AZ, you get a DZ, which enables you to drive a straight truck and trailer, which can have a combined gross weight that is greater than many tractor trailers.



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Letters

This combination can often require more skill and more mental and physical energy than a tractor trailer.

Also being demoted to DZ status doesn't deal with the question "who is more potentially dangerous—an experienced 65-year-old driver with a tractor trailer or a driver of any age with a 400 HP car or SUV?"

Since last May I have racked up 18 pages of correspondence with my MPP (who was the former Minister of the MTO), the Director and the Assistant Deputy Ministers of the MTO. All of them showed very little interest in addressing the problem. My MPP was perhaps too busy thinking about his recent \$20k raise. (This pay raise is a little less than double the total annual amount the average 65-year old will get in government pensions.)

Questions about why—outside of HOS—the Highway Traffic Act has not been changed in nearly 70 years or why Ontario would allow such blatant discrimination to exist—seem to fly right by the bureaucrats.



That's why I have contacted the Human Rights Commission and I'm planning to contact the provincial Ombudsman. Maybe if we all work together we'll have a louder voice and more success.

Randy Bannister,
Mississauga, Ont.

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By Rolf Lockwood



Where's Washington?

The Ambassador Bridge is vulnerable to attack, but only Ottawa has taken steps to ensure its security.

The American focus on national security these days is hardly surprising. Often very irritating, mind you, as I take off my shoes at the airport security point after lining up for most of an hour or more, but not surprising.

We're pretty sure that nothing bad could possibly happen up here in Canada—yeah, right—but we joined in too. There was no choice, of course, post-9/11, given the way our two countries are intertwined. But while we joined our friends to the south in this security endeavor, I think there's a sense amongst many Canucks that it's all a bit unnecessary, a bit overdone.

So here's my big question: how can it be that Canada has acted to exert a measure of public control over the privately owned Ambassador Bridge while the ultra-security-conscious United States has done nothing?

It just doesn't wash. We're supposed to be at least a little reluctant to take the big security step unless strongly urged into it by Washington. But we passed Bill C-3 earlier this year, which gives Ottawa the power to regulate the bridge, order inspections, and even set tolls. The American government is by all accounts mighty impressed by Canada's move, and very surprised.

As one Washington insider told me about the U.S. Department of Transportation's response to C-3, "No one believed the Canadians would have taken him [bridge-owner Manuel 'Matty' Moroun] on like this and followed through... Nobody has even dared to think about doing something like this, let alone getting it done."

If you live in Red Deer or Restigouche, my apologies. This won't interest you a lot. But it should, because that one bridge connecting Ontario with Michigan carries many thousands of trucks every day in both directions and represents a huge chunk of our international trade. Very huge. Gigantic. Like \$300 million worth every day, \$100 billion a year, fully 25 percent of U.S. trade with Canada.

I've seen estimates that suggest the economies of Ontario and Michigan would each suffer monstrous losses of \$3 billion a month if the bridge were knocked out of action in some way. Fully 150,000 jobs are at risk. It would be devastating.

And the bridge is vulnerable. It's definitely vulnerable.

It's private property, owned by one guy, Matty Moroun, a Detroit-area gazillionaire who's also big in trucking. I've never

been able to wrap my head around this one, but it's been in his hands since he bought it in 1979. And the thing is, he won't let either Canadian or American authorities inspect his bridge—or apply security measures aside from screening at either end.

In fact, Moroun refuses to adhere to the regulation that prohibits hazardous materials from being hauled across the bridge. If you're pulling a hazmat load into or out of Michigan, you either use the quick and easy Detroit-Windsor ferry or go by way of the Blue Water Bridge quite a few miles to the north at Sarnia/Port Huron.

Unless, that is, you have the bridge company's 'permission' to use its facility. It's long been known that hazardous goods were crossing the bridge but actual letters of permission to certain fleets were made public a while ago. Are the bridge and its owner above the law?

Do private-property rights trump public safety?

Worse, though, since officials on both sides of the border can't access the bridge, it's verging on the impossible to institute the other security controls required.

But only Ottawa, along with Ontario, seem to care. I find this very hard to believe. And as at least one American commentator has pointed out, where's the Detroit press in this? It's a story they ignore totally.

But more importantly, where's Washington? Can you imagine the security of any other infrastructure in the U.S., anything with the strategic importance of this crucial crossing, being left to private enterprise? With no government oversight?

It remains to be seen, of course, just how many teeth reside in C-3 and how hard Ottawa will make them bite, but at least they're in place. We need American teeth too.

AND ON ANOTHER TOPIC... Before I go, I want to welcome Russ Fairley to the Today's Trucking editorial team. He's just joined us as Editor on www.TodaysTrucking.com, our award-winning website. He won't be quite as public a figure as me and the other print editors, but he'll play a critical role in taking the site to another level.

We're that serious about TodaysTrucking.com, and the presence of Russ and his significant web skills prove it. As a bonus, he actually knows something about trucking—he and his father ran a small fleet of trucks and were involved in the logistics game for several years.

So welcome, Russ. We're glad you're with us. ▲

Rolf Lockwood is editorial director and publisher of *Today's Trucking*. You can reach him at 416-614-5825 or rolf@todaystrucking.com.

Can you imagine the security of anything else with the strategic importance of this crucial crossing being left to private enterprise?

Dispatch

BY MARCO BEGHETTO

Softer Season

Is the current slowdown in trucking a market blip, or a sign of a new evolutionary lane change in Canada?

What goes up must come down” is the maxim used to sum up Isaac Newton’s theory of gravity. But if the famed English physicist and philosopher was carting apples around town instead of having them fall on his head, that line might have rather gotten him remembered as an important economist.

Contemporary economists might enjoy the parallel, but they’d all likely say that when it comes to free markets, Isaac’s rule makes better sense backwards: that the market, after sinking, always corrects itself. The question for trucking, then, is “how long might this current mini-recession last?”

It depends who you ask. Is the current downturn just a cyclical blip in the market—a jammed gear—or is the industry at the mercy of more profound, North American economic shifts?

There’s no doubt that

general truckload carriers in many linehaul lanes, especially in manufacturing-dependent Central Canada, are no longer partying like it’s 2004.

A couple years ago, a time already being referred to by some truckers as “the good ‘ol days,” the so-called perfect storm of high fuel, insurance, border-crossing costs, and a worsening driver shortage, coupled with booming freight demand, led to a severe capacity crunch—and therefore robust trucking rates—in almost every sector.

“How quickly things can change,” says Rick Way, president of 40-truck WayFreight Services in Guelph, Ont. “I wouldn’t say the bottom’s fallen out, but since the American Thanksgiving, manufactured goods—especially on the van side—have taken a beating. And I know we’re not alone.”

As a former Bay St. economist and current CEO of the Canadian Trucking Alliance,

David Bradley doesn’t think today’s market sluggishness is a cyclical correction as much as a reaction to major structural changes in the

North American economy which “will take longer than a business cycle to correct.”

The rise of the Canadian dollar, vis-à-vis the U.S.



ishes

WHERE'S THE BEEF? That's what U.S. border agents want to know. Even if it's in your sandwich.



greenback, has played havoc with southbound lanes. And despite the loonie gaining a lot of its ground in 2003-2004, the most significant impacts began surfacing late last year, says Bradley.

"When it started, it was a pricing issue that carriers quickly adjusted to. But longer-term, it's taken a bite out of exports, and [apart from] oil products, manufacturing products are down

significantly," confirms Bradley. "In some situations, carriers are scrambling to procure northbound traffic. In a sense, that has become the headhaul, because the southbound freight isn't there."

According to Statistics Canada, international exports hit a record annual high in 2006 with no help from American trade. While U.S.-bound shipments have been flat (largely because of weakness in the automobile and forestry industries), China has continued swallowing Canada's commodities and raw materials and spitting them back to us in the form of cheaper manufactured goods.

That has forced a sharp turn in the trajectory of freight and transportation movement from north-south to domestic lateral lanes for the first time since NAFTA hit its stride in the early '90s.

With almost all his lanes being cross-border, Harold Heffernan of Kitchener, Ont.-based Celadon Canada says he's definitely noticed an operational change.

"The reality is that there isn't the capacity there was 12 or 15 months ago," he says. "The truck counts haven't changed, and we still have

Contrary to rumors floating out there on Channel 19, U.S. border cops aren't stealing truckers' lunches that have just any piece of meat slapped between two slices of bread.

As reported in these pages earlier in the year, Canadian drivers are reporting an increase of incidences where zealous U.S. border agents are inspecting, and then often confiscating, personal lunches when the driver's been flagged for secondary inspection. Although some drivers claim they've had to hand over brown bags packed with various types of meat and fruit, U.S. Customs and Border Protection has told Canada's top trucking association only a select number of foods are banned from going across the border. Beef, for example, is the only meat product that is not admissible according to a "job aid" made available by CBP to Canadian carriers.

So bologna is in—bovine is out. Things get a little fuzzy, however, when fruits are involved.

Here's a list of what truckers can and can't take to the Land of the Free for personal consumption. All food items still have to be declared. And this list is subject to change.

PERMISSIBLE MEATS: Pork; chicken; eggs; dairy products; fish or seafood products.

PROHIBITED MEATS: Beef.

PERMISSIBLE FRUITS AND VEGGIES: Preserved and processed fruits and vegetables commercially packaged; in-season Canadian fruits and vegetables and those with U.S. labeling (Sunkist, Chiquita, Dole etc); dried nuts; condiments.

PROHIBITED FRUITS AND VEGGIES: Citrus fruits (non Canadian and US labels); tropical fruits (avocados, mangoes, plums, litchis, etc); and spices of non-Canadian and non-U.S. origin.

ON YOUR TAIL: Competition, especially among van trucklines, has tensed up in manufacturing-reliant Central Canada.



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problems getting drivers, but now the market has switched and the demand for our services is not as high. From that perspective, the supply and demand model we all loved is now pushing rates down."

And this time, Way observes, it isn't just small carriers and owner-ops vulturing-in on cheaper spot market freight. With shippers sensing buying leverage swinging back their way, larger primary lane carriers



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Dispatches

are offering lower rates in the near term—in some cases re-bidding on their own contracts—in an effort to secure freight commitments and keep drivers in their seats until things improve.

“It’s not just the little guys. Some big guys are monopolizing and giving back all the gains (the industry has) made,” says Way. “With 100 trucks against the fence, and 100 guys to pay, you got to get them out there somehow.”

In Atlantic Canada and neighboring Quebec, it’s much of the same. One executive from a 300-truck, southern Quebec carrier who’s currently trying to renegotiate contracts, didn’t mince words:

“The rate war has begun. To maintain their market share, some big fleets have started to cut the rates and it’s very difficult to keep your rates when others decide to cut,” he tells us. “Shippers



All's not quiet on the western front. The challenge for carriers in Calgary is “Keeping up.”

smell blood and all you hear, all day long when they call you, is all about prices. Our sales are down by 20 percent over the last year ... because we need to keep rates at a good level.”

Without labeling carriers of different size and stripes, Bradley admits there’s a return to the “price wars we saw in the past.”

He can’t possibly see,

however, how the current softness in linehaul rates is sustainable. The qualified driver shortage is expected to boil over in the next five years and put a major squeeze on capacity, while more truckers could exit the industry or sell assets as they succumb to major hikes in fuel and new equipment costs. “I have to caution (shippers) from expecting

the return to the kind of bottom-of-the-barrel pricing that plagued our industry for so many years.”

Still, the capacity situation continues to remain spotty east of Manitoba. Van rates may be falling, but capacity in specialized sectors less susceptible to short-term market swings like refrigerated, tanker, and even flatbed is still tight—as CN



LOG BOOK

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APRIL 12-14

ExpoCam 2007



ExpoCam 2007, Place Bonaventure, Montreal.

Canada’s National Truck Show, ExpoCam will feature more than 300 exhibitors and over 200,000 sq ft of new trucks and equipment. This year’s show will kick off with opening remarks by Marc Garneau, the first Canadian astronaut to venture into outer space. This year’s theme emphasizes the impact of new technology on Canada’s trucking industry. ExpoCam is the only truck show in Quebec to be endorsed by the Quebec Trucking Association and the Canadian Trucking Alliance. Call Elizabeth McCullough at 416/614-5817 or go to www.expocam.ca for more info.

April 29 – May 1

Supply Chain & Logistics Canada Annual Convention, the Paramount, Toronto. Titled “Navigating International Supply

Chains,” this three-day event raises awareness of the challenges impacting Canada’s global position and shares strategies and tactics to significantly increase supply chain performance. Contact: 1-866/456-1231 or click on www.scicanada.org.

April 30 – May 1

IT World Expo Canada, Metro Toronto Convention Centre, Toronto. The key tradeshow and conference in Canada dedicated to technology applications solutions for management and technology professionals. Contact: 888/823-7586. Click on www.lwnwexpo.plumcom.ca.

May (date unannounced)

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Dispatches

customers witnessed recently during the recent six-week rail strike. Carriers in the latter two sectors generally didn't need to step down from their rate platforms during the disruption. Nick Vandermeer, operations manager of International Freight Systems, a 160-truck fleet that does a lot of flatbed along the Highway 401 corridor, said he was contacted to move car frames, but declined.

"It depended on what they wanted to pay. If they want to pay rail rates, well, they better wait for the rail to come back."

West on the Trans-Canada, into Alberta, the trucking market isn't discriminating against certain sectors. In and around Calgary, van truckload, LTL, and specialized shipments show no signs of slowing while struggling to keep up with the province's booming freight demands.

"There's no shortage of work here," says Wayne Pedersen, president of family owned Pedersen Transport, a regional LTL and TL carrier in Claresholm, Alta. "The issue, instead, is not getting left behind."

The road ahead is wide open there. It's just that it's riddled with potholes.

Increased traffic congestion is outpacing swollen infrastructure, making it difficult for truckers to get around in dense areas, and thereby interfering with production. Then there's the drivers, or lack thereof.

"The human equation is nowhere near to being solved. Hiring decent people is like watching them in a dryer—they just go around

and around, chasing wages."

Still, there are worse problems truckers could have.

"I've had (shippers) admit to me they're now dealing with carriers they don't like and are not proud of, but they just can't ignore their rates," says Rick Way. "What am I supposed to do?"

Is hauling apples out of the question? Even in Alberta?

Fuel Crisis

Running on E for Empty

Unlike trucking, fuel refining is not a portable business. Truckers and other vehicle operators in Ontario and parts of southwestern Quebec found that out the hard way a few weeks ago when a fire at Imperial Oil's Nanticoke, Ont. petroleum refinery exposed a growing fuel supply shortage.

When the dust settled three weeks later there would be calls from truckers and road users for regulatory intervention, price controls, refining capacity contingencies, and other industry reforms. Which of those demands government or industry will take seriously has yet to be seen.

With refining capacity significantly reduced almost overnight by the fire, truckers woke up to find some cardlock outlets and service stations had run dry. Rotating closures affected nearly 25 percent of Imperial Oil's facilities at any given time.

Major suppliers Shell and Petro-Canada diverted product mainly to home heating and gasoline markets across the province, creating a shortage of diesel fuel in the Greater Toronto Area and

other parts of Southern Ontario. When and where diesel was available, truckers paid 20 to 30 percent more for it. Carriers with their own storage tanks were told by suppliers they shouldn't expect fill-ups for days, if not weeks.

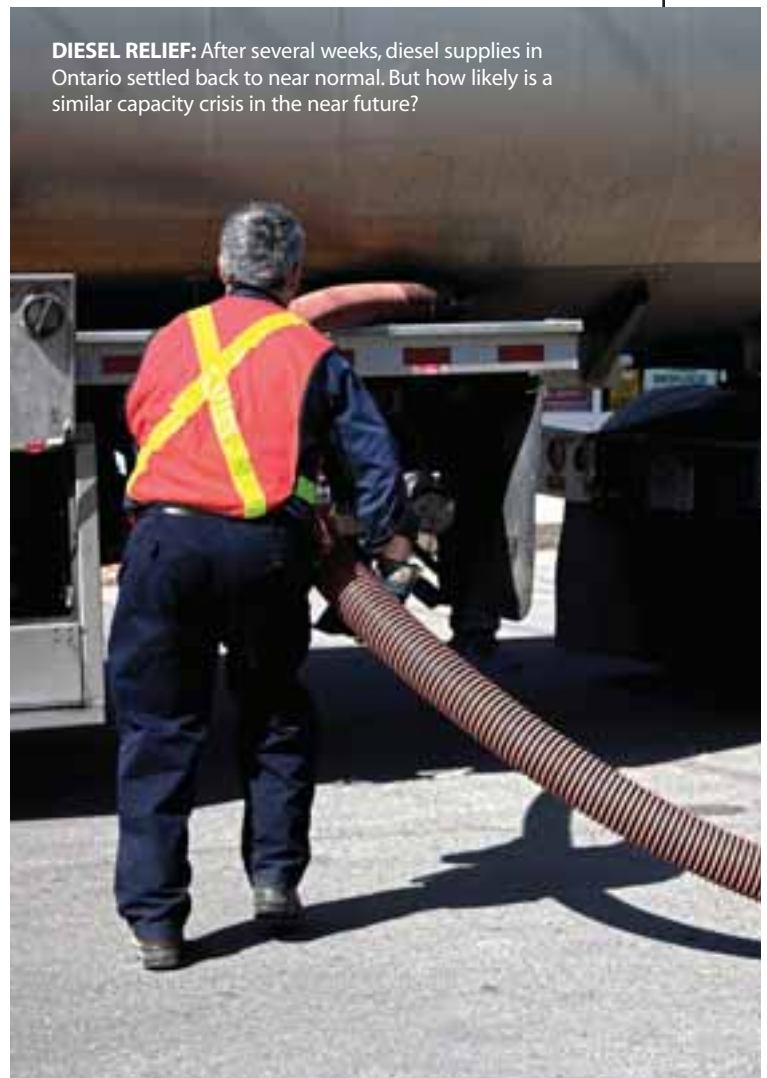
After regulators relaxed hours-of-service rules for fuel haulers, the OTA pushed hard for Ottawa to allow available non-ULSD, off-road fuel to be diverted to on-highway. Despite the plan being backed by the province, the Feds—confined to a "regulatory straightjacket," as OTA president David Bradley described the situation—did

not heed the call.

"Their own regulations made it impossible to do anything," says Bradley, adding that the Canadian Environmental Protection Act does not allow for any emergency suspension of its regulations.

Should there have been? Of course, says Ron Rosnak, senior petroleum adviser for En-Pro International, an Oshawa, Ont., consulting and pricing firm of industrial commodities. But writing a provision into the law today might prove to be irrelevant in a few years when new smog-free engines, which require only ULSD, will have penetrated the market.

DIESEL RELIEF: After several weeks, diesel supplies in Ontario settled back to near normal. But how likely is a similar capacity crisis in the near future?



Dispatches

While he admits it would help to have more refining redundancy, Rosnak, like Bradley, wonders whether the oil companies are up to it.

The cracks—between the difference between the rack-wholesale price and the price of crude (and where oil companies' profit margins lie)—is at all time high, explains Rosnak. "So do they get on the bandwagon and build a refinery or do they say to themselves 'what happens if there are too many refineries? We're enjoying a crackspread we haven't seen before.'"

Without dismissing the severity of events in Ontario, Rosnak questions

the likelihood of a repeat situation. "Could it happen again? It's possible. But you have to take into account all the things that went wrong this time."

Although much of the media blamed the Nanticoke blaze for the shortage, that incident only punctuated a series of events that slowly pinched supply over the last year. It began with a fire at Petro-Canada's Oakville, Ont. plant early last year, followed by a fire at Shell's Sarnia refinery in December.

Capacity was already tight when the St. Lawrence Seaway closed for the winter. Then CN Rail was crippled by a strike (see *Sited on the Web* on pg. 16 for more on this).

Rosnak thinks truckers would be better served by laws similar to those in the U.S., which require immediate reports from suppliers if there's a problem with refining and pipeline capacity or distribution.

Furthermore, a government watchdog organization like the Energy Information Administration, which monitors inventory levels in various regions, might also be in order.

"There's no such thing in Canada," he says. "It would give us a head's up if there's a potential supply issue coming down."

Whether it's additional refineries, petroleum stockpiles, or better contingency plans, Bradley says the problem needs fixing now. If anything, the recent disruption should have convinced decision-makers that the petroleum supply needs to be treated



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THE PEPECT STORM 2:

Here's the rundown, reported in full almost daily by TodaysTrucking.com, of a series of logistical disruptions which brought more than a handful of Canadian sectors to a standstill recently.

Feb. 10: About 2,800 CN conductors and yardmen hit the bricks after talks with the railway and Canadian United Transportation Union break down. UTU workers make an average of \$75,000, with a quarter taking in more than \$90,000.

Feb. 12: Railway exploits rift between UTU Canada and U.S. parent. CN files complaint with Canada Industrial Relations Board that strike is illegal because head office didn't give O.K.

Feb. 12: One week in, the strike stings several sectors. Ford in Ontario and B.C. lumber mills blame plant closures on the rail disruption. Chemical producers and wheat exporters say businesses hurting, while havoc ensues at the Vancouver Port as containers pile up. Intermodal carriers tell TodaysTrucking.com they're hamstrung.

FEB. 15: A fire strikes at Imperial Oil's Nanticoke, Ont. refinery, punctuating a series of events that have slowly been straining fuel supply in the province. It'll be a week before drivers and transport companies realize the full impact of the shortage.

Feb. 19: CIRB rules the strike can continue and a government



CN Train

mediator is appointed. Feds threaten back-to-work law as more cracks begin to show within the union. In the coming days some workers will voluntarily begin trickling back to work.

Feb. 21: Coupled with the ongoing CN strike, the fuel shortage begins to take its toll—mainly on truckers, as diesel is the last priority for oil companies scrambling to get heating oil and gas-line products across Ontario.

Feb. 24: OTA warns some truckers are running close to empty while carriers with their own storage tanks are told they won't be filled for a week. Truckers tell TT.com they get by with filling up in the U.S.

The same day, CN workers say they'll go back to work as the UTU and CN reach a tentative agreement. Capacity relief in commodities and fuel transport is still a couple weeks away, however.

March 5: A week after the OTA made the request, the federal Tories say they can't allow truckers to temporarily fill up with off-road, non-ULSD fuel. OTA boss says government's own environmental rules put it in a "regulatory straightjacket."

March 10: The fuel issue quiets down as cardlocks and stations slowly recoup. Now, about those prices...

as a national security issue.

"With all the backroom planning that's been going on since 9-11, here's a isolated test and we failed miserably," he says. "One really worries what would happen in this country were we faced with an (even bigger) national crisis."

Marine Atlantic Seasickness Over Ferry

It's been relatively quiet on the ends of the Cabot Strait since Transport Canada released its long-awaited manifesto on the future of Marine Atlantic last year. But does that mean everyone's happy with the changes coming to the ferry service? Not quite.

The Feds appeased carriers, arguably at the expense of owner-operators,

fuel surcharge.

The Marine Atlantic Users Group, comprised of the Atlantic Provinces Trucking Association (APTA); the St. John's Board of Trade; and Canadian Manufacturers and Exporters, Newfoundland and Labrador division, launched an online petition to protest the new charges, which are supposed to cover Marine Atlantic's rising fuel and pension costs. At press time, the petition had about 1,000 signatures.

"We're getting close to what we're calling the day of the \$8 head of lettuce," says Gerry Dowden, an APTA director and president of St. John's-based East Can Transport Services.

The 2.1 percent rate hike works out to an additional \$9 per load, on average. For firms such as East Can,

MAKING WAVES: Carriers generally liked Transport Canada's plan last year to save Marine Atlantic. That was before they found out about the rate hikes.



in February '06 when it declared the Port Aux Basques-North Sydney sailing would keep its drop trailer service. But now it seems the other boot has dropped as the bad news portion of that five-year, \$270 million investment was announced recently in the form of hike rates and a new

whose drivers make more than 1,300 crossings per year, it's a heavy hit to absorb. Dowden says that with excess truck and trailer capacity locally, passing such a small cost differential on to shippers has been a challenge.

Gordon Peddle, president of DD Transport, a Mount



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Pearl, Nfld.-based carrier, says the rate hike couldn't have come at a worse time. A drop in demand for shipping, driven by Newfoundland's heavy snowfall, has put downward pressure on local rates.

"There's just not enough loads being moved right now to raise prices," says Peddle. "We are in negotiations with our clients, but we have yet to do a full cost recovery."

Other carriers are worried it's the fuel surcharge that could prove even trickier to recover.

"Our customers seem to be okay with paying a higher ferry charge," says Ryan MacDonald, operations manager at Sydney-based Tom MacDonald Trucking. "They see that as a hard cost. It's going to be tougher to sell them on a fuel surcharge."

The Users Group wants the fuel surcharge eliminated by rolling fuel costs into Marine Atlantic's subsidy. The group is also asking that the ferry be declared an essential service, as well as petitioning for the addition of up to two new vessels to the service within the year.

Jon Summers, president of the Newfoundland and Labrador Independent Truckers Association, isn't hopeful that industry will see the changes it wants anytime soon. He was heavily involved in a special advisory committee set up to study the future of the ferry operations two years ago. Summers says many of the group's recommendations, including the discontinuance of its drop-trailer service, were ignored.

heard on the Street

■ The **ONTARIO TRUCKING ASSOCIATION** (OTA) has named 10 professional truck drivers to the 2007-2008 OTA Road Knights Team—a select group of drivers who share their knowledge of how all road users can be partners in safety with transport trucks.



The 2007-2008 OTA Road Knights Team is: James Coles, MacKinnon Transport; Peter Durant, Kriska Transportation; Mike Hahn (owner-op), Challenger Motor Freight; Rob Harding (owner-op), Trimac Transportation Services; Doug Ladds, MacKinnon Transport; Roger Levesque, Thomson Terminals; John Loughheed, Erb Transport;

Sandy Milne (owner-op), Highland Transport; Tom Tuttle, Bison Transport; Frits Vanderhulst, Highland Transport.

■ **UPS'** first female driver in Canada is celebrating 25 years, and 540,000 km of accident-free driving this month. **Kathy Cianci**, of London, Ont. is UPS Canada's most senior female driver among its 2,230 full and part-time drivers. She has delivering more than one million packages for the company.

■ This month, Calgary-based **CANADIAN FREIGHTWAYS** will move to a brand new 30,000 sq ft corporate office building with 48,000 sq ft of much-needed dock space. CF, a multi-service trucking division of TransForce Income Fund, says the new headquarters will be just outside the Calgary city limits, allowing it to avoid the regular delays of inner city traffic and improve line-haul service times.

■ **Dean Cull**, president of **CLARKE ROAD TRANSPORT**, has been appointed chief operating officer of Freight Transportation Services. In addition to his current duties at the corporation's truckload subsidiary, Cull will now oversee Clarke's wholly-owned rail intermodal business—making him in charge of both of Clarke's major transportation units.

"Quick as a flash, nothing happened," Summers says. While he'll continue to lobby for change, he says he fears it will be "an exercise in futility."

Jean St. Onge, vice-president of fleet safety and maintenance at Midland Transport, says the one consoling factor is that all regional carriers are literally (and figuratively) in the same boat. "We're all subject to the same costs, so it's a level playing field," he says. Unfortunately, he adds, it's the average Newfoundlander that will have to pay in the end.

— by *Eleanor Beaton*

Hours of Work Sleep on HOS, ATA Says

As special interest groups prepare yet another court challenge against the current American hours-of-service rules on the grounds they're too lax, the nation's top carrier group is arguing that truck drivers need greater flexibility to allow sleep times and duration based on individual need.

A new study by the American Trucking Associations and sleep research firm Circadian International evaluates

whether features of the current HOS rules are meeting their intended purpose of improving sleep, driver alertness, and safety. One such provision is the sleeper-berth rule, which requires drivers to split sleeper-berth rest segments into two periods, one of which must be eight hours.

For the most part, ATA supports the HOS rules implemented by the Federal Motor Carrier Safety Administration in 2004, but the association believes they should provide greater flexibility for both solo and team drivers who utilize sleeper berths.

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The report, described as a first-of-its-kind research project, studied compliant and non-compliant driving scenarios. In it, 11 sleep experts and 67 professional truck drivers concluded that allowing drivers to select sleep times and lengths that suit their individual needs maximized sleep opportunities, ensuring better alertness and safety on highways.



“Motor carriers for decades have safely utilized the flexible sleeper berth provisions to assure their drivers obtain needed rest,” said ATA President and CEO Bill Graves. “Flexibility in the splitting of sleep periods mitigates fatigue and affords inherent protections that are critical for the safety of our drivers and the motoring public.”

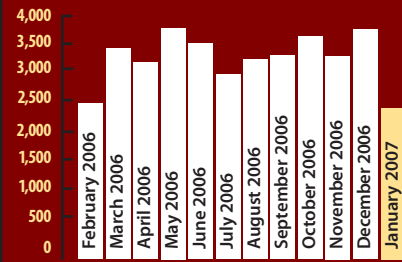
Says Martin Moore-Ede, PhD and CEO of Circadian International: “We found a clear consensus in favor of increased flexibility between leading sleep scientists who have studied driver fatigue and truck drivers who use sleeper berths on a regular basis.

“These are the two groups probably most qualified to judge the impact of the current HOS split sleeper and 14-hour clock rules on driver alertness and safety.” ▲

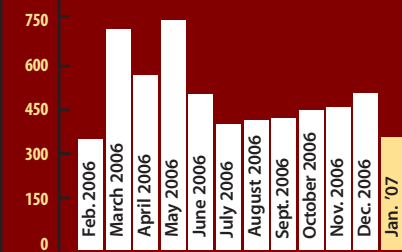
truck sales index

January 2007

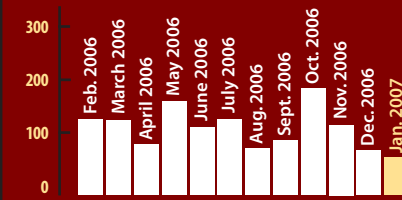
CLASS 8	This Month	YTD '07	YTD '06	Share
Freightliner	613	613	461	25.4%
International	537	537	473	22.3%
Kenworth	320	320	444	13.3%
Peterbilt	258	258	241	10.7%
Sterling	196	196	208	8.1%
Mack	191	191	147	7.9%
Western Star	174	174	174	7.2%
Volvo	122	122	293	5.1%
TOTAL	2411	2411	2441	100.0%



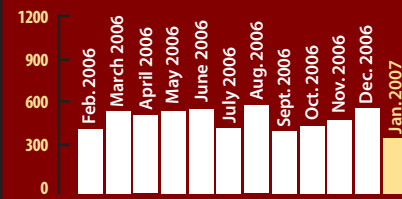
CLASS 7	This Month	YTD '07	YTD '06	Share
International	154	154	99	43.0%
Freightliner	47	47	21	13.1%
General Motors	42	42	36	11.7%
Sterling	34	34	29	9.5%
Peterbilt	29	29	29	8.1%
Hino Canada	24	24	14	6.7%
Kenworth	21	21	55	5.9%
Ford	7	7	0	2.0%
TOTAL	358	358	283	100.0%



CLASS 6	This Month	YTD '07	YTD '06	Share
Hino Canada	22	22	19	37.3%
International	21	21	47	35.6%
Ford	7	7	2	11.9%
Sterling	6	6	4	10.2%
General Motors	2	2	10	3.4%
Freightliner	1	1	10	1.7%
TOTAL	59	59	92	100.0%

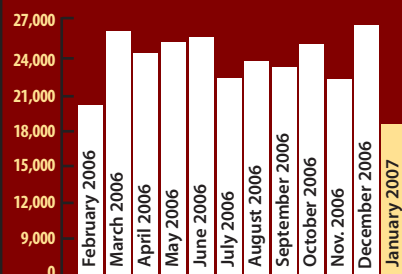


CLASS 5	This Month	YTD '07	YTD '06	Share
Ford	129	129	146	36.8%
General Motors	121	121	100	34.5%
Hino Canada	63	63	58	17.9%
International	29	29	23	8.3%
Sterling	6	6	0	1.7%
Freightliner	3	3	2	0.9%
TOTAL	351	351	329	100.0%



U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '07	YTD '06	Share
Freightliner	5887	5887	6327	31.7%
International	3968	3968	3425	21.4%
Volvo	2031	2031	2116	10.9%
Kenworth	1947	1947	1969	10.5%
Peterbilt	1814	1814	2090	9.8%
Mack	1468	1468	1956	7.9%
Sterling	1079	1079	1026	5.8%
Western Star	322	322	250	1.7%
Other	39	39	70	0.2%
TOTAL	18,555	18,555	19,229	100.0%



Online Resources: For more truck sales stats, go to todaystrucking.com
Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.



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Timebombs

driver's side You can ignore some problems for only so long. By Jim Park

Ahh, Springtime. It reminds me of a facility audit. A winter's worth of dog crap is surfacing in my backyard, and sooner or later I'll have to deal with it. How's that for a metaphor?

I spent a while today dealing with the former, after having spent some time pouring over the April 2007 edition of CVSA's "North American Standard Out-of-service Criteria" handbook—pictorial edition. I guess that's where the metaphor came from.

The guidebook contains 63 pages of photos—six pics on a page—of what I charitably describe as "not this industry's finest moments." Some of the pictures will curl your hair.

There's one of an escape hatch on the roof of a school bus—wired shut from the outside. And there's a photo of two coils of steel sitting on a flatbed—each secured with a *single* chain. Or, how about the pictures on page 125: a couple of trailer axle wheel-ends *with no brake drums*. Just brake shoes hanging there in space.

Some of the tire pictures are amusing. Some entirely devoid of tread, some are worn so flat in spots they would have made a hellacious racket going down the road, and there are a couple of shots of sidewall bulges the size of softballs on the outside walls of the tire. I've never seen anything like it.

What I fail to understand is how some of the problems could have been allowed to get to the stage they were

when the camera-toting inspector caught up to them.

In my 20 years on the road, I've had my share of arguments with maintenance people over what constituted a defect and what didn't. I'd argue sometimes that so-and-so needed fixing and the tech would say that it was still within tolerance, or something like that; but to venture out of the yard with something as obvious as a cracked frame or missing springs? Or wheel stud holes elongated to more than two inches? They're all in the book. Apparently lots of drivers don't bother checking their trucks, and lots of fleet owners don't bother making sure their drivers are doing inspections.

Most of the defects pictured in the book were not recent, so it's not as if the problem arose the day the camera caught the truck.

My question is this: is it sheer ignorance, or is it willful and deliberate flaunting of the law?

I can honestly say that over the course of 20 years behind the wheel, I've never had any fleet training on vehicle inspections or how to identify defects—not that there would have been much guesswork on the driver's part in some of these examples.

While I believe vehicle inspection training would be an asset to any driver, I can't imagine why anyone would drive a truck in an obviously unsafe state. So maybe it's that some drivers just don't bother with daily inspections.

The trip inspection regs we

have now—and even the new ones coming our way this year—require drivers to inspect their vehicles everyday, but the regs do nothing to protect the driver in situations where driving an unsafe vehicle is a viable alternative to being sent home without pay for refusing to drive defective equipment. And believe me, that still happens.

I'd like to know that the trucks I share the road with are safe, and I believe for the

Many rely solely on driver reports to detect possible deficiencies in the equipment, and even then, will scrimp on the repair costs by asking the driver to return to the yard to have the repairs made.

For fleets like that, a facility audit might be the best thing that ever happened to them. It might save them the embarrassment of appearing in the next edition of the CVSA Out-of-service Criteria guide. I'd be willing to



Photo Credit: CVSA

most part they are. But as the photos in this book clearly illustrate, that's not always the case.

So before you find yourself in the position I'm currently in, why not go out and have a look around your backyard and see what little time bombs are ticking away under your trucks. I know many fleets that are very proactive as far as maintenance and repair is concerned, but many are not.

bet most of the fleets pictured in the book don't have a copy of it on their shelves.

Like me and my backyard, if these drivers and owners had stayed ahead of some of the problems they would likely have saved themselves a considerable amount of grief. Happy Spring. ▲

A former owner-operator, Jim Park is the editor of *highwaySTAR* magazine. Reach him at 416/614-5811 or jim@todaystrucking.com.



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Street Smarts

INSIDE:

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31 How to let somebody go

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

COURTING TROUBLE: The U.S.A. has a rep for being litigious. Are you ready?



Across the Border Without a Paddle

borders *Involved in a really expensive incident Stateside? Who you going to call? By Marco Beghetto*

For most Canadian cross-border truckers there are very few unknowns about our neighbor to the south. They cross that border so often that sometimes it's easy for that line of sovereignty in Windsor, Ont. or Coutts, Alta. to get blurred.

But ask any driver who's been hauled in

front of an American judge and jury to explain a trucking-related accident, and they'll tell you that in some cases Cheyenne, Wyoming can feel about as familiar as Cyprus.

Many carriers—especially smaller fleets whose business counsel doubles as the family lawyer/brother in-law—are out of

their depth after an incident in the hyper-litigious U.S., where, arguably, accident lawyers view truckers as their own private ATM machines.

But for 20 years, there has been a network of American carriers, insurers, and attorneys dedicated to the pre-emptive defense of truckers against this well-organized, litigious machine.

The Niles, Ill.-based Trucking Industry Defense Association (TIDA) provides resources in the handling of individual claims, assists members in reducing overall exposure, and offers information on expert witnesses, legal theories, and trucking-specific legal solutions. And now the 1,100-member group is moving north to Canada.

Street Smarts

TIDA recently announced the creation of its Canadian Relations Committee, chaired by Joel Schechter, a partner at Watson, Bennett, Colligan, Johnson & Schechter, LLP in Buffalo, N.Y. Committee members also include a handful of Canadian law offices, insurance companies, and officials from the Ontario Trucking Association (OTA).

“Trucking is huge in Canada. There’s

probably more trucking in Ontario than any of the U.S. states outside of California and Texas. We just felt that Canadians were underrepresented,” says Joel Schechter.

He says TIDA counters the powerful trial-lawyer community, which incites disproportionate judgments by advancing stereotypes and myths in court that truckers are reckless and inherently dangerous.



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Can I Have Your Insurance Please?

Any good carrier is going to have a well-defined post-accident plan that drivers, dispatchers and claims people can all follow. But here are some little-known finer points that might also help, from David Sheepway, fleet specialist at Zurich Canada:

MAKE THE CALL: Sure, head office, police, and insurers have to be notified ASAP. But don't forget about getting on the horn with your own towing provider, cargo clean-up, and spill-containment folks before the highway hawks get to the scene and start circling your equipment.

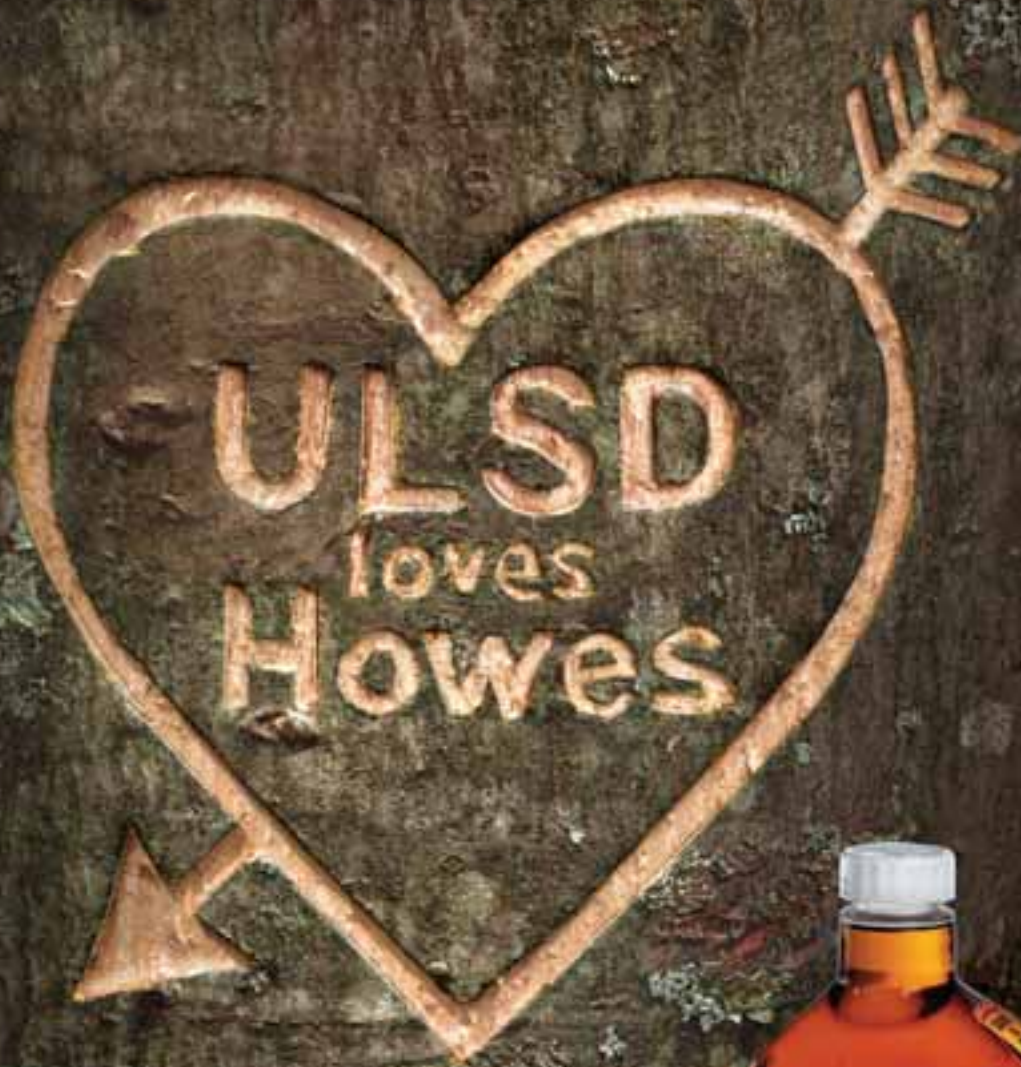
SAY CHEESE: There's no consensus within the industry on the issue of providing drivers with cameras. Some lawyers say to leave pictures to experts since an image intended to help can also hurt you in the courtroom, while others insist that if you can capture something at the scene that shows you're not at fault—an open beer bottle or pre-existing damage associated with the other vehicle, for instance—then snap away, says Sheepway.

If you decide on the latter, drivers should be cautious and be given strict parameters of things to record, preferably defined by specialists. Pay special attention to vehicle angles; the view of the approach from both vehicles' perspectives; and things like skid marks and highway debris.

MEETING THE MEDIA: Yeah us. Well, not us, exactly. More like the vultures from the big newspapers and TV. It's understandable to want to flip 'em the bird, but don't make that mistake. If they don't get the story from you, they'll get it from less desirable sources.

Make sure drivers refer media to company spokespeople or executives, says Sheepway. Those doing the talking should keep answers short—only answer what's asked, and cite as much of the company's safety history as the interviewer will listen to. If you don't know the answer to something, then "I don't know" is as good a response as any.

RELIABLE SOURCES: To help your case with both enforcement and insurers, call in experts such as independent adjusters and reconstructionists. But don't forget about engineers and brake specialists. Sheepway says performance-based brake testers that measure brake force applied to each wheel can tell the true story of an accident. And to preserve your reputation as a safe fleet, it's usually a story that needs to be told. — MB



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Street Smarts

“You have groups who are organized in their own right on how to sue trucking companies; how to get the best experts to go after truckers on all sorts of issues, like driver fatigue,” says Schechter. “By having the programs we do, it gives companies the information they need before they’re even in an accident and offers a support network to guide a trucking company after an incident.”

Members are also invited to “skills courses” across the U.S. and Canada where TIDA trains adjusters, claims people, and drivers on the processes that should be taken immediately after an incident.

Schechter explains: “Say that there’s a trucking company from Toronto that’s in an accident in Houston. Members can go to our website and within seconds find an attorney that handles trucking cases in the area, as well as an adjusting company, and an accident reconstruction company. All are TIDA members, and all are committed to defending the trucking industry.”

A for-hire defense attorney may be a good

“Say that there’s a trucking company from Toronto that’s in an accident in Houston. Members can go to our website and **WITHIN SECONDS FIND AN ATTORNEY** that handles trucking cases.” — *Joel Schechter*

lawyer, but rarely can a carrier find trucking-specific legal experts right out of the *Yellow Pages*. Schechter insists every attorney in the TIDA network (and now there’s a handful of Canadian firms in Toronto and B.C.) is very familiar with state-by-state trucking laws and federal compliance mandates, like hours-of-service.

“Law these days has become just as specialized as medicine. This group is very selective,” says Schechter. “For a company or firm to become part of TIDA they need a number of references from trucking companies that proves that they’ll be able to handle these sorts of issues and that they’ll be speaking truckers’ language.”

The fee to be part of TIDA is \$125 a year, per carrier—whether the company has one, 10, or 1,010 power units. And there’s a

corporate rate for multiple members within the same company.

There’s a lot of valuable advice throughout the network, but the most important rule Schechter cites for any trucker immediately after an accident? Don’t talk. Even if it’s 100 percent not your fault. As the age-old line goes: “anything you say can and will ...”

“I’ve had drivers over the years that by the time we were called they’d already given full confessions to the police without even realizing it. They’re not obligated to answer many of those questions without counsel,” he reminds us.

Most lawyers aren’t cab drivers. They don’t show up when summoned. So for many Canadian truckers in a jam in some obscure, unfamiliar town, it might be reassuring to know that someone on your side is on their way. ▲

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Manual Transmissions

safety *Why knowing what rules to follow is as important as knowing what gear you're in. By Brian Botham*

When we talk about compliance, there are two kinds of laws that your drivers have to obey. First: the law of the land. Second: the law according to you.

That's where your company's drivers' manual comes in. Whether you have a fleet of five or 5,000, the drivers' manual is an essential part of protecting your company, your people, and the public.

No truck should be allowed to leave the yard without one.

The first thing your manual needs is copies of all applicable regulations and legislation as it pertains to drivers of commercial motor vehicles in all jurisdictions.

You can easily find all of the regulations and legislation governing drivers on the Internet. In Canada each province has a website that hosts all of their legislation. Go to Google, and type in "Canadian Trucking E-laws." The first site to come up has all the provincial and territorial regulations. For the U.S. rules, go to www.fmcsa.dot.gov.

The second reason for preparing a drivers' manual is to teach drivers how to comply with "the law." In this how-to section of the manual, it is important that the language is plain English. (Or if you can, plain Punjabi, or Polish.)

Instructions should be presented in a step-by-step format. If you expect a driver to comply with the law, then you have to show him how to

do it. The manual should use illustrations, examples and plenty of pictures. Drivers have to be able to see how specific tasks are done, whether you're talking about completing a proper log



Remember. Book learning and drivers do not necessarily go together. Never make the mistake of just handing drivers a manual.

sheet, carrying out a pre-trip inspection, or completing a trip envelope.

On the flip side of compliance, the manual must point out the consequences of not obeying the law.

Spell out disciplinary procedures.

Not only that, but once

you've established all your policies and penalties, you have to follow the rules yourself.

As harsh as this sounds, if you want to prove that your company is truly diligent in terms of training and

monitoring, you must dispense disciplinary actions as per the manual.

We're talking about a one-stop reference center for your drivers. It should cover all aspects of your operation from health and safety through HOS, pre-trip, cargo securement, dispatch, paperwork, border crossing, and maintenance.

During orientation, the manual should be used as the basis of all

training, and upon completion of each respective training section, drivers should prove that they've learned it by passing a test. And keep the test results in your drivers' personnel files.

Remember: Book learning and drivers do not necessarily go together. Never make the mistake of just handing drivers a manual and having them sign off that they have read and understand it. It will not happen.

You should also take it a step further and use the manual as a basis of ongoing training. You might even administer driver-manual

spot quizzes at regular driver meetings and award small prizes for the top scorers.

By including knowledge-verification testing and having this information form part of the driver qualification files, you will be able to show a much higher level of due diligence.

Larger carriers have the resources to put together a comprehensive manual, but if you're operating a small fleet, you can still pull it off using materials you can find on the Internet. With that background, it's not hard to assemble and photocopy sample log sheets, trip sheets etc, to design the examples for the manual.

Finally, your drivers' manual should all go together in a three-ring binder, which lets you update it easily. The binder format also makes for easy indexing and organizing. It sounds fussy and time consuming and it's going to need constant changes, but one day, you'll find that your drivers' manual is your new best friend.

It'll happen moments after the smoke clears and your driver asks "How was I supposed to know I shouldn't have done that?" ▲

Brian Botham, CDS, is a Certified Director of Safety through NATMI. Brian is the President of CMV Safety Consulting Inc., specializing in safety and compliance consulting with transport companies across Canada. He can be reached at 519-533-3656 or bbotham@cmvsafety.ca.



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Firing Lines

human resources *It has to happen sometimes. Here's how to get it right and leave both sides as unscathed as possible. By Mark Goobie*

Donald Trump created a huge banner with the words "You're Fired!" and draped it down the side of Trump Tower. What was meant to be an advertisement for his *The Apprentice* resulted in public outrage forcing New York City officials to demand it be removed.

Why the reaction?

It comes down to the fact that in Western culture our work defines who we are and how well we're doing. Being fired does not just signal an immediate financial predicament but it's also a direct hit to our self esteem and confidence.

Despite the financial and social pressures created by firing employees, employment terminations are not decreasing. With today's "just in time" commitments, quality-assurance promises, and Top-50-Employer lists, the demand for employee accountability and performance standards have only prompted more forced exits.

Over the years I have had to terminate a sobering number of people, so I can say from experience that anyone who enjoys firing an employee needs to have his head examined.

The reality is, there's often (but not always) a good reason why the employment relationship should end. How it ends is where things often go off the rails. For this reason the legal scales have tipped heavily in favor of the employee. When terminating



or laying off an employee there are numerous pieces of powerful legislation that govern your actions as an employer. Even demotions, transfers and promotions can be perceived as terminations.

Here are a few suggestions that will assist in avoiding premature terminations, or at least create a somewhat amicable ending to the employment relationship.

- 1 Hire the right person in the first place.**
- 2 Pause and analyze your motives.** Have you provided the employee with all the tools to succeed in your company? Have you communicated your expectations to that employee? Is your expectation reasonable for the level of employee you hired? Have you given the employee a reasonable time to succeed? Have you changed promises since hiring the employee (i.e. promise of a new tractor, no weekend work, safe equipment)?

FOR MORE INFO

For more on successful terminations, visit www.todaystrucking.com and click on The Full Story "Labor Issues."

- 3 Consider working notice.** Should you conclude that the employee is not right for your organization, giving notice will ease their transition. Most employers don't all of a sudden stop trusting an employee, and so would rather pay out the notice period when terminating employment. Though every case has its nuances and this may not always be practical, I have seen working notice work successfully. The employee often leaves on good terms and speaks well of your company afterwards. Also, when you provide working notice it's less of a burden to extend

the statutory minimum notice period.

- 4 Offer a referral.** Just because you fired them doesn't mean the employee didn't have qualities to speak of. Whether you put it in writing or offer to provide a verbal employment referral, in many cases you can be gracious to the departing employee without being misleading to future employers.

- 5 Offer outplacement services.** To ease the transition, send the departing employee to an outplacement service. Often the employee will not have made a resume for some time; he may not know where to look and may need to be looking for a new career altogether. An outplacement service provides an objective and unbiased perspective for the employee and is looking out for the best interest of the person in transition.

If you have high staff turnover and the continual need to terminate people, you clearly have some HR challenges yourself that need addressing.

I tell employers that employment law is to Canada what personal injury law is to the U.S. Enter every termination well informed and ready. ▲

Mark Goobie is a Certified Human Resources Professional (CHRP) and managing partner of Braymark Services Inc. He can be reached at 905-321-4178 or mark@braymark.com.

THE Natural

BY MARCO BEGHETTO

“It’s not easy being green,” a loveable puppet famously said a long time ago. Poor Kermit was born at the wrong time. If he picked up a newspaper these days, he’d see that “green” is the new “black!” For businesses, however, making money *and* going green still isn’t a sure thing.

That’s slowly changing. Just ask David Demers, CEO and business founder of Vancouver-based Westport Innovations, which in partnership with Cummins, has become the premier designer and supplier of liquefied natural gas (LNG) and hydrogen fuel cell technology for diesel engines around the world. *Today’s Trucking* caught up with him recently to talk about the evolution of environmentally friendly vehicle applications, emerging markets, and the outlook for alternative energy in the highway sector.

TT: We hear a lot about biodiesel and ethanol as diesel alternatives, but what role is LNG playing in the marketplace?

DD: First off, we’re not creating a silver-bullet technology. We’re going to be living with internal combustion engines burning conventional fuels for decades, so you have to come up with solutions in vehicles that are interchangeable. We wanted to work with existing products and improve them incrementally.

TT: How does the technology mesh with a conventional diesel engine to produce cleaner emissions output?

DD: I use the term ‘garbage in-garbage out’ a lot, which makes engineers a little grumpy. It’s not about the combustion process. It’s about the fuel. We get a chemical transformation in the combustion chamber, which results in cleaning the stuff that comes out of the exhaust pipe. The challenge for natural gas is how you get it to ignite, which is tougher than gas or diesel. The ignition and combustion is where all the hard work is.

Natural gas burns cooler so you get half the NOx and because there’s so much lower carbon, there’s automatically much less particulates too.

TT: Westport got out of the gate by making a splash in buses, as well as delivery and public utility-refuse applications. What makes those sectors ripe for new green diesel technology?

DD: They’re run by governments in urban centers where there’s political and social pressure to clean up the environment. They have predictable routes and run out of a yard so we can easily manage fueling infrastructure. It’s also a small market—a nice little specialized segment that if you focus yourself, you could do very well.

TT: But isn’t the highway market too big to ignore for too long?

DD: The challenge is how do you come up with a value proposition when customers are perfectly happy with what they’re doing today?

We’ve dreamed about heavy trucks from the beginning. And we have to have a bit of an eye for the long term. Clearly, there are 50 times as many trucks on the road and they burn twice as much fuel, with much more challenging emissions requirements. So yeah, why wouldn’t you eventually go after heavy trucks?

TT: What are the main obstacles for LNG in on-highway today?

DD: For-hire hauling is really a tough business. There’s not a lot of profit margin and it’s very competitive. While many philosophically find green solutions intriguing, many don’t know how to implement it without the confidence that they’re not risking their businesses... But even that attitude is starting to change.

TT: Westport’s two highest-growth markets are in California and China. On the face of it, there doesn’t seem to be much commonality between Schwarzeneggerland and the People’s Republic. The former has been mandated over the years to be environmental. So, are opportunities in China more market driven?



David Demers

TECH UPDATE: How Westport Innovations CEO and founder **David Demers** has turned Canadian fuel alternatives into another green— of the paper variety.



DD: Strategically, the government plans to grow GDP by 10 percent a year over the next 25 years. But the economy is highly dependant on energy supply continuing to keep pace with infrastructure. China is a leading natural gas producer ... so it's a great opportunity for us because large

amounts of natural gas in LNG form is arriving in these large urban centers and creating a great potential source for trucks and buses.

TT: *So Asia fits very well with the company's strategy of seeking attractive natural gas to diesel price differentials?*

DD: It varies, but on average, it's 40 to 50 percent cheaper than diesel. It's the emerging growth economies that have the best characteristics—China, South America, Russia, and India. They're also the markets that are growing fastest in terms of new vehicles. Their infrastructure is still relatively immature, so it's a great opportunity to establish a new fuel because they haven't got the complete build-out of the fuel system [dependant on oil].

TT: *What stage are you at in your China strategy?*

DD: Our job now is to keep working with government to develop the market for trucks. It's a very domestic market, meaning there's no shortage of home-grown suppliers looking to fill the void. Where they are lacking on the engine side is the technology. So, they're looking for international partners on design and quality. Engines developed in the U.S. and being married to Chinese trucks and buses.

TT: *You sell thousands of LNG engines south of the border and in Asia. Why so little interest in the country where the technology was developed?*

DD: We've sold 14,000 engines to date. Do you know how many have gone into Canada? Seventy-five. It's been a real struggle, actually. [Canada] lectures the world on environmental issues, and yet, we've got some of the most polluted cities and we're also very conservative in trying new things. If you talk to anyone in the energy technology [field], I'm sure they'll echo this—that once our products are proven for awhile somewhere else, only then will Canadians trust them and buy them.

Canada needs to be more aggressive in adopting these things early and creating conditions so that customers can buy these things without risk.

TT: *How has your partnership with Cummins and the creation of Cummins Westport helped secure investors and establish a footprint in some of these emerging markets?*

DD: People are looking for credibility. And Cummins are clearly global experts.

WHERE BRAINS MEET BUCKS

Ten years ago there was no commercial technology which allowed conventional diesel engines to run on natural gas without significant compromises in performance and fuel-efficiency. Marrying LNG in heavy-duty trucks, for instance, was complex, impractical and expensive.

That all changed when Professor Philip Hill of the University of British Columbia's (UBC)

Mechanical Engineering Department began tinkering with the technology, focusing on reducing NOx emissions and particulate matter while preserving the performance, efficiency, and reliability which made the diesel engine famous. Prof. Hill figured out how to inject a small amount of diesel fuel before a main injection of natural gas to start combustion of the engine, which effectively kept the characteristics of the diesel engine intact.

In 1994, UBC's University-Industry Liaison Office, which markets and licenses UBC's research projects, introduced David Demers to Prof. Hill. A year later Westport Innovations was formed. Then came the hard part: Making sure it worked just as well in a real-world application.

"First we said we're going to get an engine working in a lab, because before that it was just theoretical calculation," explains Demers. "Then we were going to get a bus on the road that you could drive. And then we put a fleet of [buses] out in California and later trial trucks in San Francisco."

Demers admits the multi-layered process made investment in the company risky, but in the end it made the most sense. "Each time we went out to raise money, it was for a specific milestone," he says. "And each step was advancing the company and the technology."



They were willing to put their name behind [our technology] so it gave people a lot of confidence.


TT: *Westport is also doing a lot of research and development in hydrogen fuel cells. What's the future role of this technology in the vehicle industry?*

DD: We think there's a market for hydrogen engines. The trick is to get enough of it into the engine, quickly enough [for the combustion process]. And that's our technology.

We think it's easier to manage this stepping-stone from liquid fuels to gaseous fuels by starting with natural gas—which is more benign to handle in storage tanks and to get into the engine.

TT: *What's the biggest pitfall for new energy tech companies looking for a piece of the vehicle industry?*

DD: Coming to terms with the fact the world is so big and it's easy to get caught up pursuing so many different areas, that you'll never get anything done. ▲




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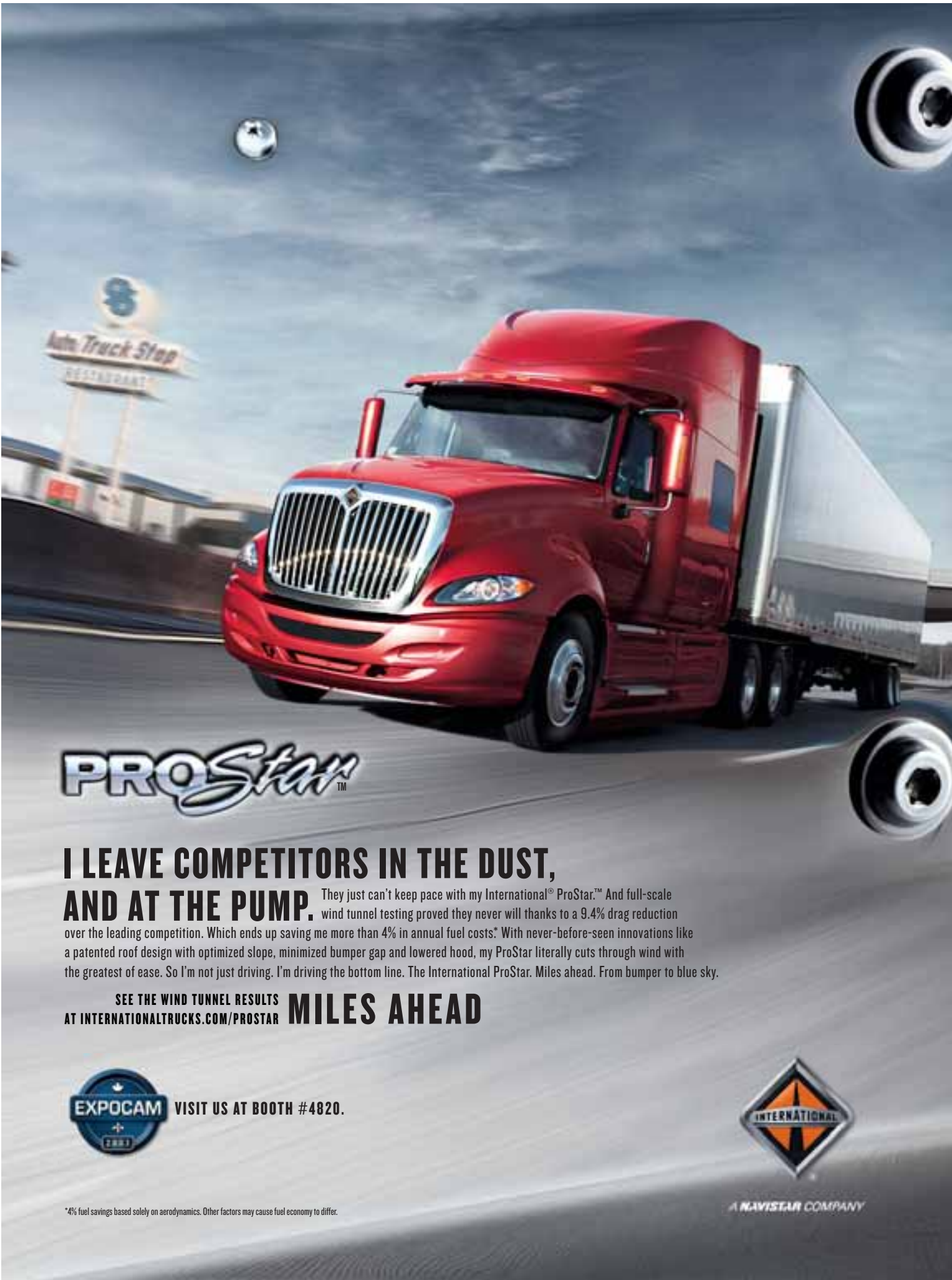
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T

he Mid-America Trucking Show takes place just a few days after we close this issue and ship it off to the printer. We'll be deluged there with new product announcements, but we can't ignore what's been happening in the medium-duty market so far this year. We've seen new chassis rollouts from Kenworth and Sterling, as well as some spiffy new hybrid technology from International Truck & Engine and Eaton Corp.

So before we're up to here with Mid-America, here's a round-up of some of the latest medium-duty product to hit the streets recently.

Sterling's Bullet, a Class 4/5 truck released in March, is the latest addition to the truckmaker's line of medium-duty offerings. It's built on the Dodge Ram 4500 and 5500 chassis introduced earlier this year, and differs from the Dodge only in appearance and available options. Among those cosmetic differences, the Bullet is unique in offering Accuride wheels.

It's targeted at the construction and utility markets as well as light pick-up and delivery.

The Bullet comes standard with a 305-hp Cummins 6.7-L ISB engine capable of cranking out 610 ft lb of torque. It comes with an exhaust brake and a power take-off

Sterling Bullet



prep package—sure to please the construction and utility operators for dumps, power generation, and auxiliary drives. A Mercedes six-speed manual transmission is standard, with an Aisin six-speed double-overdrive automatic offered as an option.

Steer axles are rated at 7,000 lb, rear axles are available up to 13,500 lb, with drive ratios of 4.10, 4.44, and 4.88.



Kenworth's new MD chassis, the K260

WHAT'S NEXT IN MEDIUM DUTY?

A look at new medium duty offerings rolled out so far this year. | COMPILED BY DUFF McCUTCHEON

Two cab options are available, a standard two-door with four wheelbase options, and a four-door quad configuration in two wheelbases. Weight-wise, the Bullet is built for GVWs from 16,500 to 19,500 lb, with the towing package taking the GCVW rating to 26,000 lb.

The other significant difference between the Dodge and Sterling trucks is the service network. Sterling dealers are dedicated to commercial business, and for the most part have longer service hours and staff used to dealing with commercial vehicle concerns. *For more information, see www.NothingStopstheBullet.com.*

Kenworth's K260 may be new to North America, but it's loaded with European experience. The cab-and-chassis has seen several years of service across the pond as the DAF LF series, so it's no stranger to tough, tight work environments. It comes to us more or less unchanged, save for modifications to the

powertrain necessary to meet the EPA '07 emissions regulations.

This model comes with a 5.9-L, 6-cylinder Paccar engine—it's not the PX6, the rebranded Cummins ISB. This engine is a Cummins platform, but one common to the European market only, until now. It's rated for 220 hp at 2200, with 600 lb ft at 1200-1700 rpm. That flat torque band is signature European.

The only available transmission is a fully synchronized ZF 6-speed overdrive that's bound to make drivers very happy. The 10,000-lb front axle sits on parabolic springs, while the 21,000-lb rear axle is available with taperleaf steel springs or air suspension. The air suspension has an optional cab-mounted remote height adjustment to help level the back of the truck to various loading dock heights.

The bumper-to-back-of-cab (BBC) measurement is only 63 in., leaving plenty of room for a large cargo box while maintaining terrific maneuverability. The available



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wheelbases (189 and 210 in.), combined with a 55-degree wheel cut, give it outstanding drivability and productivity. The cab tilts forward a full 55 degrees for easy access to the engine compartment.

It's high on driver comfort, too, with optional sculpted air-ride seats, a very efficient HVAC system, and an attractive dash. The 92.5-in. wide cab is quiet too. Very quiet.

The European parking brake valve seems to have crossed the Atlantic intact. It's a toggle switch of sorts, with a twist-to-release safety mechanism, not the usual yellow push-pull valve we're used to on this side of the pond—and Kenworth says it meets our regulations. *For more information, see www.kenworth.com.*

Mitsubishi Fuso, after a two-year absence from the Class 3 market, is launching a brand new truck—the 12,500 lb **FE125**.

The new Class 3 will offer a standard Aisin 6-speed automatic transmission,



cruise control, keyless entry, a programmable PTO, and on-off switchable exhaust brake. The truck will be available in three wheelbases, 114.6 in., 134.3 in., and 152.4 in—all with a straight-channel, 33.1" wide frame for easy body installation.

The FE125 will be powered by the Mitsubishi 4M50 dual-overhead-cam, 4.9 liter turbocharged diesel engine producing 185 hp at 2700 rpm and 391 lb-ft of torque at 1600 rpm. Brakes are power-assisted, hydraulic dual-caliper disc types at all four wheels, with ABS standard.

Other features will include: halogen headlamps, noise-reducing high-mount

air intake snorkel, a dash-mounted transmission shifter, spacious interior dimensions, and a fully lined interior.

The new model will carry the Mitsubishi Fuso exclusive 3-4-5 limited warranty package, which includes a limited 3-year/unlimited mileage bumper-to-bumper warranty, limited 4-year rust-through warranty, and limited 5-year/175,000 mile powertrain warranty. *Check out www.mitfuso.com.*

GMC has developed a more spacious cab with more side-to-side and front-to-back room for its W-series—the **W-3500, W-4500, W-5500 and W-5500HD**.

The extra space brings more seat travel, as well as increased headroom, shoulder room and legroom—on both standard and crew cab models, according to the company.

The W-Series also features a more modern dash with easy-to-see gauges and warning lamps. *For the maintenance*

continued on page 43

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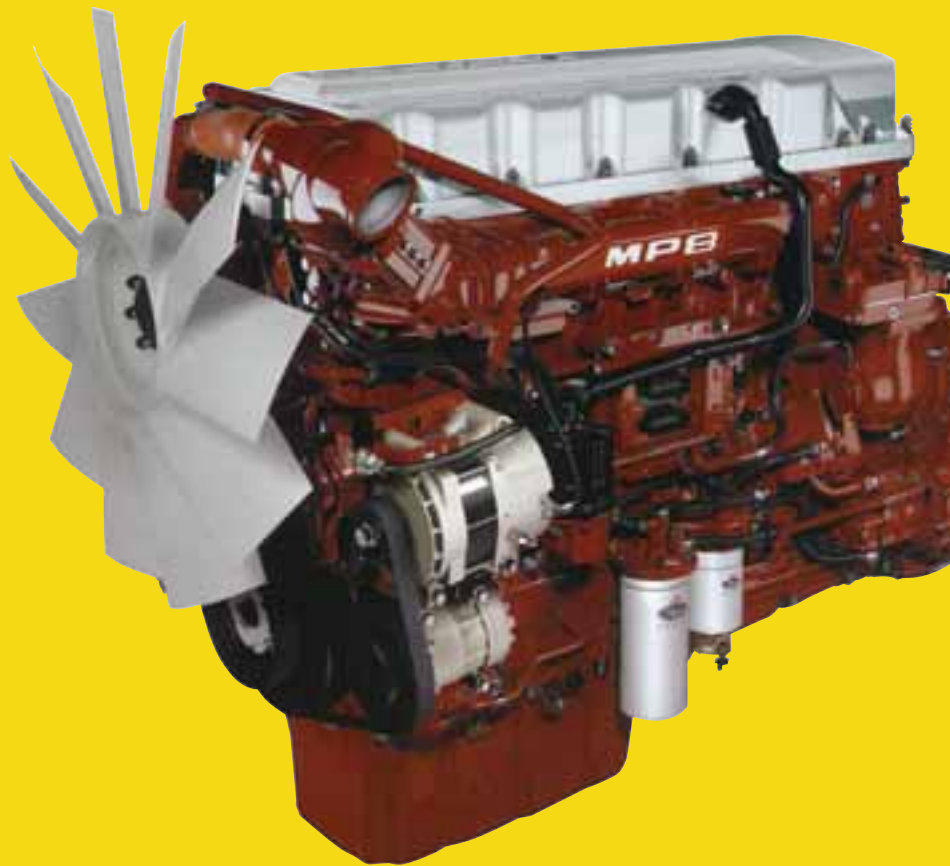
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team, the front of the cab has an easy-to-remove panel for easy access to the wiper motor and linkage, electrical cab connections and air intake filters, facilitating maintenance of these items. For more, go to www.gmc.com/mediumduty.

HYBRID DEVELOPMENT

While not yet fixtures on North America's blacktop, hybrid vehicles are getting closer to becoming commercially viable. They're cleaner and less expensive to operate, but the initial cost remains uncompetitively high. It's just a matter of time until



Eaton employs a parallel-type diesel-electric hybrid system with Eaton's Fuller UltraShift automated transmission. It incorporates an electric motor/generator between the output of an automated clutch and input of the transmission. The system recovers energy normally dissipated during braking as heat, and stores the energy in batteries.

production numbers bring the cost of the technology down to earth, and here are a couple of examples of the strides being made in the medium-duty world.

Eaton Corporation hosted a seven-vehicle Ride-N-Drive event at the National Truck Equipment Association

(NTEA) Convention and Work Truck Show in Indianapolis recently, with demonstration vehicles from **International Truck and Engine Corporation, Peterbilt** and **Freightliner**—each equipped with an Eaton hybrid electric system.

Eaton employs a parallel-type diesel-electric hybrid system with Eaton's Fuller UltraShift automated transmission. It incorporates an electric motor/generator between the output of an automated clutch and input of the transmission. The system recovers energy normally dissipated during braking as heat, and stores the energy in batteries. When electric torque is blended with engine torque, the stored energy improves fuel economy and vehicle performance for a given speed, or it can operate with electric power only.

"Just as the trucking industry's interest in hybrid trucks continues to expand, so does our progress in providing a cost-effective and reliable hybrid solution," said Mark

Lloyd, market development manager for Eaton's Hybrid Power Systems. "The Work Truck Show provides us with a great opportunity to demonstrate our success."

At the event, Eaton also announced that its hybrid systems will be commercially available this year on the assembly lines of most major North American OEMs.

Hybrids are a growth industry, to be sure. Almost every truck maker with a presence in North America has at least a prototype, with many already running trucks in fleet service.

Today's Trucking's Rolf Lockwood is watching this

emerging technology closely. You can trust him to bring the best insight and commentary on this revolutionary new powertrain option right to your desk with his biweekly Product Watch newsletter, and if you haven't already done so, check out his coverage of hybrids at www.todaystrucking.com. ▲

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A r e Y o u R i d i n g o n R i d e w e l l ?

Last time we went through this, it was the Yanks introducing a new under-ride guard for trailers. In 1998, the National Highway Traffic Safety Administration (NHTSA) introduced mandatory standards for design, construction, and functionality of what was once known as the “ICC Bumper”.

The goal of a rear impact guard is to arrest the forward motion of a passenger vehicle when striking the rear of a trailer, thus preventing or minimizing a damage pattern called “under-ride with passenger compartment intrusion” (PCI). Nasty accidents those, often resulting in decapitation and other morbidities.

As it happens, the NHTSA guard, circa 1998—FMVSS 223—wasn’t as effective in reducing PCI incidents as they had hoped. Compact cars became smaller over the years, and their front ends got closer to the ground—now typically less than 24 inches.

CYA- CMVSS 223

BY JIM PARK

In this case, CYA has a double connotation: protect the rear of the trailer, and your rear, too.

Canadian regulators published new and more stringent under-ride guard requirements for trailers registered in Canada in October 2004, and the rules come into effect in September 2007. As we speak, NHTSA is re-evaluating its under-ride guard requirements, and are expected to announce a new rule in the near future—most likely one that will mirror the Canadian guard.

These rules will include a requirement for a horizontal crossmember that is closer

to the ground, and remains that way even after impact, to prevent the car from going too far under the rear of the trailer body. In the rules there are specific requirements for energy absorption, deflection of the guard under impact, and other necessities that render the guard capable of its daunting mandate.

So, with implementation less than a year off, and the engineering work well under way, questions are beginning to surface that may have some impact on the end user—that is, the owner of the vehicle. You buy the trailer, presumably certified from the dealer, but how will the liability for the guard shift when you sign the ownership papers?

WHERE THE BUCK STOPS: Liability for the in-service condition of the guard may fall to the end-user. Operators will need to develop maintenance and repair programs to preserve the functionality and integrity of the under-ride guard.



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VANCOUVER *	100.9	1.1	70.2
VICTORIA	98.7	0.3	71.6
PRINCE GEORGE	93.9	0.8	69.6
KAMLOOPS	100.9	0.4	76.2
KELOWNA	102.2	1.3	77.4
FORT ST. JOHN	103.2		78.4
YELLOWKNIFE	109.9	2.0	90.6
CALGARY *	93.5	1.4	75.2
RED DEER	94.8		76.4
EDMONTON	92.2	1.1	73.9
LETHBRIDGE	97.2	1.0	78.7
LLOYDMINSTER	94.8	-0.1	76.4
REGINA *	98.3	1.6	73.7
SASKATOON	95.3		70.9
PRINCE ALBERT	98.9	1.3	74.3
WINNIPEG *	95.4	1.2	74.5
BRANDON	93.4	2.5	72.6
TORONTO *	100.1	1.2	76.1
OTTAWA	95.2	-0.9	71.5
KINGSTON	96.9	0.3	73.1
PETERBOROUGH	96.9	0.7	73.1
WINDSOR	97.9	0.8	74.1
LONDON	100.9	6.9	76.9
SUDBURY	100.9	1.0	76.9
SAULT STE MARIE	100.6	0.7	76.6
THUNDER BAY	100.1	3.8	76.1
NORTH BAY	97.1	-1.7	73.3
TIMMINS	104.2		80.0
HAMILTON	99.5	1.4	75.6
ST. CATHARINES	95.6		71.9
MONTREAL *	105.6	3.5	72.5
QUÉBEC	102.9	-0.5	70.1
SHERBROOKE	103.4	0.5	70.5
GASPÉ	101.9	-1.0	69.2
CHICOUTIMI	103.1	2.0	70.2
RIMOUSKI	103.9	1.0	70.2
TROIS RIVIÈRES	103.4		70.2
DRUMMONDVILLE	97.9	-0.5	70.2
VAL D'OR	104.4	3.0	70.2
SAINT JOHN *	100.5	3.5	67.2
FREDERICTON	99.9	2.2	66.8
MONCTON	101.9	4.0	68.4
BATHURST	103.3	3.8	69.7
EDMUNDSTON	102.7	5.4	69.2
MIRAMICHI	101.4	3.0	68.0
CAMPBELLTON	102.6	3.7	69.1
SUSSEX	100.7	3.8	67.4
WOODSTOCK	103.0	1.1	69.4
HALIFAX *	103.2	6.1	71.1
SYDNEY	106.7	5.9	74.2
YARMOUTH	106.2	4.1	73.7
TRURO	104.2	6.2	72.0
KENTVILLE	104.1	6.4	71.9
NEW GLASGOW	105.8	6.2	73.4
CHARLOTTETOWN *	99.6	-0.2	69.9
ST JOHNS *	104.9		71.5
GANDER	104.4		71.1
LABRADOR CITY	111.0		76.9
CORNER BROOK	103.6		70.4
CANADA AVERAGE (V)	99.4	1.8	73.6

V-Volume Weighted

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

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

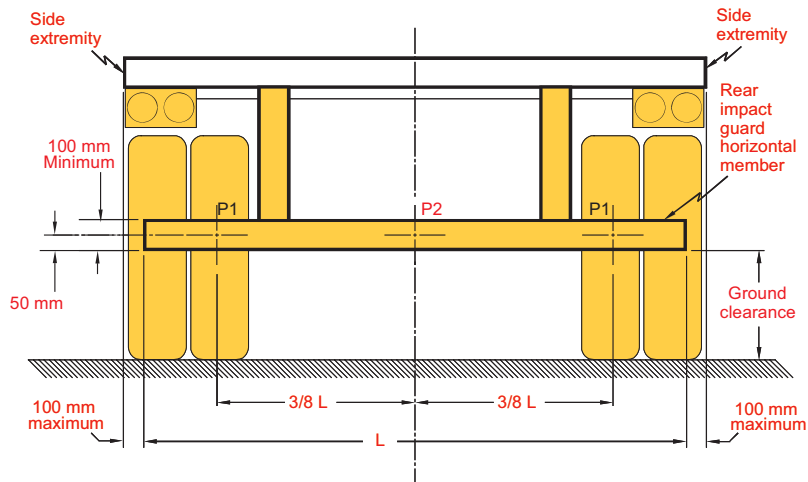
The Canada average price is based on the relative weights of 10 cities (*)

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Safety

CANADIAN GUARD REARVIEW OF TRAILER



CMVSS 223 will do more to prevent rear under-ride fatalities than the previous NHTSA rule.

Eddy Tschirhart, director of technical programs at the Canadian Transportation Equipment Association (CTEA) said there will be some liability issues for the end user when the rules come into force.

“We’re not sure yet how this will be enforced at roadside, but we know from the American experience that liability for the structural integrity of an in-service guard may be the operator’s,” Tschirhart says. “We see it becoming a maintenance item, at least, and even then, the operators will need to be very careful about how they repair damaged guards.”

The guard is designed to withstand certain impact forces of 350 kN in a uniform load test, and to absorb 20,000 joules of impact force. Whatever that means in lay terms, it’s doubtful that Buddy down the road at Joe’s Welding will be qualified to slap a piece of 4-in. square tubing to the bumper and call it fixed.

Possible deformation from “Dock-Lock” encounters is certainly going to be a concern, as will corner damage from strikes with terrain, or lamp posts or other hazards. Minor rear-end collisions could compromise the engineered strength and absorption capabilities of the guards, and certainly, any unauthorized modifications will affect the guard.

Ray Camball of Trailmobile Canada says many trailer makers will be offering customers a choice of weld-on or bolt-on

under-ride guard assemblies. Designs may vary from one OE to another, but if they meet the requirements of CMVSS 223, they’ll be appropriate. Users should consider the repair and maintenance implications as well as serviceability when making a choice.

Now would be a good time to start asking questions of your trailer supplier. If you need to re-think your trailer options, you’ve still got six months to do it.

The new standards will apply to all trailers built for registration in Canada after September 1, 2007 with the rear axle set any distance forward of the rear of the trailer. Any configuration that has a rear axle directly at the rear of the trailer body, or has an assembly at the rear of the trailer that would prevent a PCI incident, will likely be exempt. Examples could include, the lead trailer of a Super-B combination, a float trailer, or a trailer with a fork-lift stowed at the rear of the trailer. Straight trucks are not included at this point in time. ▲



Online Resources: CMVSS 223

To learn more about **CMVSS 223**; visit the CTEA website at www.ctea.on.ca, or Transport Canada’s technical standards archive at: www.tc.gc.ca/roadsafety/mvstm_tsd/tsd/2240rev0_e.htm



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Today's heavy-duty transmissions are better than ever, but choosing the right one is a bit tougher than it once was. | **BY ROLF LOCKWOOD**

Spec'ing a heavy-duty transmission is not exactly an art, but it's actually not a simple job. The choices are multiplying, for one thing, with more and better automated gearboxes on the market and a pronounced swing toward them in many linehaul fleets. Manual transmissions still dominate the on-highway world, with about 60 percent of the market, but that's changing at a fair clip. Bison Transport, Challenger Motor Freight, Transport Groupe Robert, QwikX... they've all gone 100 percent automated. Countless others have at least a few, and most who are giving them a try are apparently pleased. Maybe surprised as well.

And then there's the issue of new engine characteristics that mean some of your other past assumptions aren't necessarily valid any longer either. In some cases the engine's sweet spot has moved lower down the tach by a couple of hundred rpm, and in every case it's in a narrower rpm band, so conceiving the powertrain at large demands a new approach.

The precision with which engine designers have had to manage emissions compliance demands more or less equal precision in how you mate motor with gearbox, rear axle, and tires. A precision you didn't have to employ when you spec'd a truck in 2001 and earlier. The differences aren't always huge, but they certainly exist, and if you miss the gearing mark you'll regret it when you or your drivers complain of low power or when you see your fuel economy heading dramatically in the wrong direction.

One western fleet, for example, has gone from a rear-axle ratio of 4.33 to 3.55 in tandem tractors pulling single trailers. That's Big Freight Systems in Steinbach, Man., with Cummins engines that used to do a 62-mph cruise at 1680 rpm. Nowadays, their newer engines are doing their best work at 1450 rpm. The gearing had to change.

Cummins testing shows that an engine geared to run 1450 rpm at 65 mph gets approximately 4 percent better fuel economy than one geared for 1600 rpm. Other engine builders agree.

In fact, cruising at 1450 rpm seems to be the new norm for run-of-the-mill 80,000-lb highway trucks, except with current Caterpillar ACERT engines, which are at their fuel-efficient best way down at 1300.

Cat's official line on this came from John Campbell, director of the company's on-highway engine products, a couple of years ago, who said you'll need a faster (numerically higher) rear-axle ratio. For example, a 550-hp engine with 1850 lb ft of torque geared traditionally with 3.70 rears prior to 2004/2007 technology would achieve a certain fuel-mileage figure running 65 mph at 1500 rpm.

Transmissions normally last forever these days, given proper care, and it's largely due to advances in metallurgy and the precision of computer-aided design.



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A current 550 Cat will demand that you select two gear ratios higher—a 3.36 or 3.25—to get the same result.

“This ‘gear fast, run super-slow’ gearing philosophy will not affect startability or gradeability to any great degree because of the increased displacement and higher turbocharger boost pressure of ACERT engines,” Campbell promised.

That said, things change when the weight goes up. Pulling anything much beyond 80,000 lb, as we do all the time



Get your gearing wrong—or under-spec U-joints and driveshaft with a direct-drive transmission—and you could see too many bills for driveline maintenance.

here in Canada, still demands cruising at 1600 or above if you’re going to have any torque to fall back on when you meet a grade.

Truck sales people have information on how to gear a truck properly, and they all have computerized configuration programs to help out. But if they seem unsure, grab product literature off a rack or go online to see what the engine people themselves recommend. Call the factory’s sales-engineering reps if you have any doubts. Once ratios are built into transmissions and axles, they can’t be easily altered.

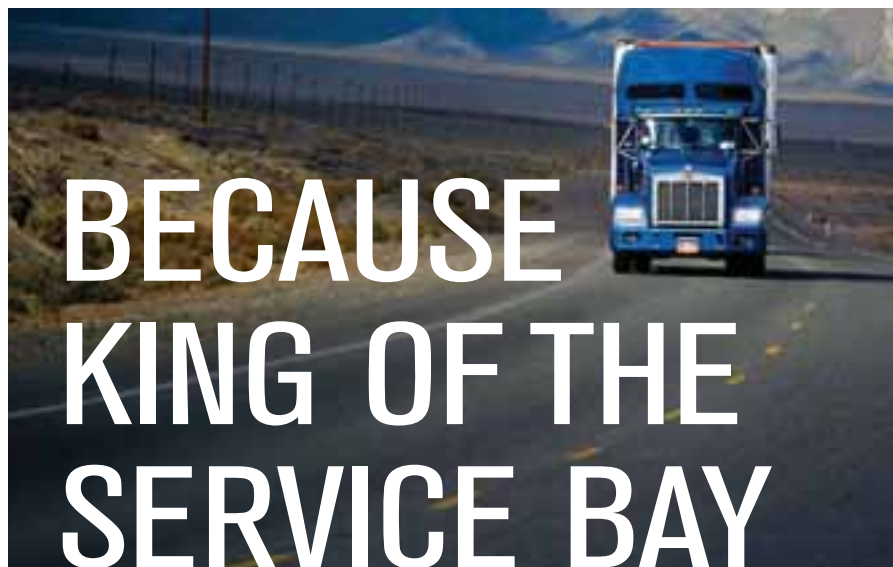
TRANSMISSION RATIOS WATCH THOSE TALL STEPS

Gear steps are important both to the driver and to the truck’s long life. With misplaced gears, the driver shifts constantly. Gears that are too tall strain the entire drivetrain.

Gear steps in most ratios should be close enough so at least 90 percent of the engine’s rated horsepower is available after each normal upshift. This is determined by following the engine’s power curve downward as revs drop at each upshift, and noting the power available at that point. If it’s at least 90 percent (or 85 in some less demanding cases) of the engine’s highest published output, then the transmission is okay; if it’s less than 90 or 85 percent, then you probably need more ratios.

The step percentage is governed by the operating characteristics of the engine. A high-torque-rise engine allows a wider, or taller, step. However, it isn’t unusual to have a really wide step between first (or low) and second gear while the rest are within a few percentage points of each other. Just be careful that a tall first step doesn’t cause problems climbing out of holes.

Your loads and operating conditions will dictate the answer here, but there may be many choices. And they’ll get complicated. This is where you need your truck dealer’s computer spec’ing program and maybe a chat with transmission manufacturers.



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Transmissions

DIRECT DRIVE

Is a direct-drive transmission better than an overdrive version? This is an old issue and neither side of the debate is right or wrong, but overdrive dominates in a big way. Not for a couple of U.S. mega fleets, however. Both Wal-Mart and Schneider National spec direct drive exclusively, or nearly so, which means there must be something in it.

You can get direct-drive units from some manufacturers, though not in all models. At Eaton, for example, there's only one direct-drive automated mechanical—the UltraShift 10-speed LST. The advantage in that case is actually useful because you get additional torque capacity in the top two gears—200 lb ft as opposed to just 100 lb ft for the overdrive model, improving efficiency and gradeability.

Volvo recently introduced its I-Shift automated mechanical transmission here, with three models. All are 12-speeds, one of them a direct-drive.

The automated direct-drive choices stop there but you have a few more options on the manual front, from Eaton and—if you can find one—from Transmission Technologies Corp., which bought the Spicer transmission lineup and moved it to Mexico a decade ago. ArvinMeritor has left the manual world behind in favor of concentrating on its automated FreedomLine offerings, and all of Mack's transmissions are overdrives.

Direct-drive proponents say there are fuel-economy gains to be had in specifying high-torque engines with direct-drive transmissions and fast axle ratios, potentially in the 5 percent range. Not bad, but Eaton's Pete Messerroll says he has yet to see a real-world, on-the-road test to confirm such a saving.

If you go to direct drive you have to spec the correct driveline components, or you may lose more in maintenance costs than you're winning at the fuel island. Why? Too much startup torque can play havoc

The newest kid on the automated mechanical front is Volvo's I-Shift, offered in both direct and overdrive versions. Eaton's UltraShift LST 10-speed is the company's only automated gearbox offering direct drive.

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with U-joints and driveshafts. The typical results of an under-spec'd driveline are broken or brunnelled universal joints and generally unsatisfactory life.

The challenge of start-up torque is greater with a direct-drive transmission than an overdrive. Look at an overdrive transmission with a reduction of 12.56:1 in first gear. Take the engine's peak-torque rating—say, 1400 lb ft—and multiply it by 12.56 to get the actual output torque in that low gear. So you'd see 17,584 lb ft of torque in startup mode.

Now try the same engine with a direct-

drive gearbox where the first-gear ratio is 15.02:1. Do the same math and you get startup torque of 21,028 lb ft. Quite a difference, especially if you haven't spec'd a driveline to accommodate that extra 3444 lb ft of tube-twisting torque.

Once in high gear, then the driveline torque is the engine's peak torque with direct drive—1400 lb ft in this case. There's no multiplication going on. That's

easier to deal with, but it's still lower with overdrive—a typical 0.74:1 overdrive would give you only 1036 lb ft (.74 x 1400) to challenge the driveshaft and U-joints.

The obvious solution is to spec the right driveshaft. It'll cost more but Dana Spicer says the direct-drive/fast-axle combination can deliver efficiency of 98.5 percent, compared to just 96 percent for the overdrive/slow-axle pairing. ▲

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For more information on this and the general subject of gearboxes and powertrains, see the 'Engines & Drivetrains' Decision Center on the Today's Trucking website—
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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



Hazmat Heroics

safety *This specialized carrier shows what to do when the stuff hits the fan. By Peter Carter*

David May burst into the boardroom, sweating and clearly out of breath.

"There's been an incident at the Brampton terminal," he told the room. "We're unsure of the details but we think it's an explosion and there might be fatalities."

At the head of the table sat Guy Carr-Harris, chairman of Canada Colors and Chemicals Ltd., and grandson of the man who founded the specialized chemical company in 1920, R.R. Carr-Harris.

To a man like Carr-Harris, worse news can hardly be imagined.

Since 1920, Canada Colors and Chemicals has grown to be the 11th-largest independent chemicals distributor on the continent with offices and plants in Montreal, Don Mills, Ont. Windsor, Vancouver, Leduc, Alta., and Elmira, Ont. It runs chemicals in tanker trailers and dry vans and everyone knows you can't play in the hazmat game for long if you're not safety obsessed.

This company breathes safety and compliance 24/7.

"If you don't buy into the ethic, you won't be here," says Rick Rundle, the company's director of National Operations and Transportation (Chemical Business).

And, he adds, "It starts at the top, with Mr. Carr-Harris."

My first exposure to this safety-crazy company was when I saw one of its tankers running along Highway 7 north of Toronto, a few months back. Under the company logo on the tanker trailer were the words, in big black letters: "63 Point Safety Check Performed Twice Daily."

I thought, "there goes chutzpah. A company that boasts like that had better put its money where its logo is."

And it does.

David May, the man who had to storm the boardroom to tell the brass the bad news, has the job title "Corporate Director, Environment and Quality."

So when May announced the incident at the Brampton terminal, "Mr. Carr-Harris felt like the bottom fell out of his world." But he stayed cool.

Calm also was then-president, Bernard West. "Like a cucumber," recalls May.

Meanwhile, back at the plant, things were anything but cool. Smoke was pouring from behind some indoor chemical storage tanks. Green gunk oozed across the warehouse. Employees evacuated, albeit orderly, just like they had done in the drills. Years of planning had paid off.

The local fire department was on the scene. When a reporter arrived and interviewed the frightened workers, they all gave him the appropriate responses.

Except that the wardens—the employees trained to corral their colleagues in safety—were using walkie-talkies. So the reporter heard things over the walkie-talkies that he wasn't supposed to hear. And so did two female employees in the crowd—one whose husband worked in the plant and the other whose dad was employed there. And what they heard was the worst possible news: that the two men were missing and presumed dead.

Meanwhile, closer to the scene, firefighters, acting according to their protocol, grilled the designated plant manager on the nature of the chemicals that were stored inside. He couldn't remember what they were. Then he too learned that his buddies were M-I-A. He was even more tongue-tied. The smoke worsened. The green chemical spread more. Tension built.

Until finally, May, who had since come back from the Don Mills office, gave the green light to tell the staff that the whole thing had been one extremely elaborate hoax. A drill.

The exercise was months in the planning, and the people who pulled it off had to keep their plans secret from everyone, including the president Mr. West.

Mr. Carr-Harris was aware of the scheme but as David May says, "when I first went into the room, Mr. Carr-Harris told me afterwards, that at that very

In Gear

moment when he heard the news, he forgot for a second and he really did feel the bottom falling away from his world.”

Aside from a select few firefighters, the CEO and a small group of conspirators, none of the rest of the 300 or so Canada Colors workers had any idea.

The firefighters planted the smoke bomb. The company’s electrical contractor was told to knock the power out immediately. The green goop was supplied by the fire department. The journalist was a plant.

May says two employees who might have had serious reaction to panic—one was pregnant and the other recuperating from a heart problem—were relocated for the day. But they weren’t told, either, that the plant’s safety systems would be put through such a real-life test.

“This is not,” May says, “something you take on easily.”

And it did not go without snags.

While the two supposedly missing men really did have family in the parking lot, the women were not supposed to learn about the men’s fate by overhearing it on a



NO-FALL INSURANCE: CC&C had fall arrests long before they were mandatory.

walkie-talkie. May says as soon as he became aware that they heard of the potential tragedy, the women were taken aside and told quickly, before they freaked out, that it was just a drill.

In fact, May says, the freak-out factor stayed very low. Immediately afterwards, the emergency committee debriefed with the fire department and then walked around the plant to assess emotions. He says that because the company was accustomed to the safety mantra, no employees expressed anger or frustration

at having their worlds rattled.

“We received no negative feedback at all, except they all said ‘it scared the hell out of us.’”

Canada Colors and Chemical was just living up to its billing.

That was two years ago.

According to Rick Rundle, the company took a call a few years back from a female four-wheeler on Highway 401. She had just passed one of their tankers. It was raining. She was calling to actually thank the company for whatever it was they did to

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In Gear

keep the spray down. “She told us ‘I could actually see,’” Rundle said.

The trailer had spray suppressors mounted over the rear axles.

Rundle says as soon as Canada Colors managers or drivers learn about technologies or add-ons that might heighten the safety of their operation, they’re on it.

And yes, they do insist on 63-point pre- and post-trip reports.

The trucks, which mostly serve Ontario’s golden triangle, Montreal, and the Edmonton area, are governed at 90 km/h. They’re GPS monitored. “It leaves the breadcrumb trail,” says Rundle.

The van trailers have barn rear doors rather than roll-up rear doors. That ensures drivers have to get out and go behind the truck before backing up.

The trailer floors are constructed of a

special oak hardwood that’s more chemical resistant.

Van trailers have no electrical lights in them. Rather the roofs are translucent fiberglass that lets sunlight in.

The onsite fall arrest systems are state of the art and were that way before they were mandatory.

They also spec their trucks with drivers’ comfort in mind. Their new tractors have 10-speed automated transmissions.

Canada Colors and Chemical adheres to a code of Responsible Care, which is like ISO 9000 for the chemical industry. It was introduced in 1985 by the Canadian Chemical Producers Association (CCPA) and is encapsulated in a set of six codes of practice that cover the life cycle of chemical management—three of them involve trucking: transportation, distribution, and hazmat management.

Basically, the codes require that each member company transports chemicals and related products in a way that minimizes the risk of environmental damage and unplanned human exposure. Suppliers, distributors, and customers are all assessed for compliance with the code. And because Canada Colors and Chemicals was responsible for the introduction of Responsible Care, they’re going to live up to it.

They know they’re flying the flag and they want to avoid bad publicity.

“It’s easier,” May says, “to get bad publicity than it is to get good publicity.” Hence the safety training, the meetings, the committees, and the mock disaster.

One more thing.

You’re probably wondering, like I was, about that very first part of the story, where May rushes into the boardroom in panic-mode. How could he convince the executive that there really was a problem?

“I was worried that I would seem either too calm or like I’m over the top.

And I’m no actor.”

The Don Mills office where the brass met was on the third floor of the building. “So I just ran the stairs twice, just so I’d look out of breath.”

For about 15 minutes, he led them along and breathlessly described the problems. Only at that point did he tell his bosses that the emergency was a drill.

And he’s still employed. For that performance, he deserves an Oscar. ▲

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Kenworth's fuel-economy flagship, the T660 sports a new hood, sculpted side moldings, and a more aerodynamic bumper for 2008.



Roll Call at the KW Corral

quick spin Kenworth's oh-eight lineup seems pretty much ready for the real world. By Jim Park

All present and accounted for. And there are a bunch of them, too—Kenworth's 2008 fleet. From the Class 6 K260 (launched in March at the Mid-America Trucking Show) to a heavy-spec T800, almost every market was represented when Kenworth rolled the fleet out for a press event held recently at the PAC-CAR Technical Center near Renton, Wash.

All the trucks were equipped with EPA '07-compliant engines from Caterpillar and Cummins, along with a Paccar PX 8. We were introduced to the sweet little K260, but the big news was the company's aero-champ in waiting, the T660.

It was our first chance for a ride in one,

so editor Steve Sturgess of the U.S. publication, *Heavy Duty Trucking*, and I stayed an extra day in Mt. Vernon to put the T660 through a proper road test. That story appears in the April edition of *highwaySTAR* and will appear on these pages soon. That truck was fitted with Kenworth's new idle-free cab-comfort solution called Clean Power (see sidebar).

A QUICK INTRO

The T660 takes over from the T600 for 2008. As you can see from our lead photo, the changes in the look of the truck are subtle, but given the engineering parameters, i.e., stuffing an '07 engine under the

SPEC SHEET

2008 KENWORTH T660

- Engine sizes from 11-liter to 15-liter, up to 600 hp
- Front axles from 12,000 to 14,600 lb ratings, 59-in. taperleaf springs
- Rear axles from 23,000-lb single to 46,000-lb tandems
- Set-back front axle provides optimum wheel cut and weight distribution (76.5 ft turn diameter)

SLEEPER OPTIONS

- Studio AeroCab Sleeper (86-inch)
- AeroCab AERODYNE (62-inch or 72-inch)
- AeroCab FlatTop (38-inch, 62-inch, or 72-inch)
- Modular FlatTop (42-inch, or 60-inch)
- Modular AERODYNE (60-inch)

In Gear

Kenworth's Class 8 engine lineup will include the Cummins ISX (shown here in a T660 chassis) in 400-600 hp and 1450-1850 lb ft torque ratings; the ISM in 280-450 hp and 1050-1450 lb ft torque ratings.



hood without compromising the legendary aerodynamic shape of its predecessor, the results are dramatic.

The grille is five percent larger to accommodate increased air flow and cooling performance, yet Kenworth is claiming an increase in aerodynamics and fuel economy. The hood is no taller than the T600's, but it reaches lower to provide air-flow through a taller rad. The bumper was reshaped to accommodate the larger grille. The hood is two inches longer than the T600 (122-in. BBC vs. 120—the extended day-cab version is 128 in. BBC), which is supposed to promote better under-hood air flow.

The step and tank fairings are neatly sculpted to optimize aerodynamics, but they don't sacrifice durability, functionality, or driver safety. The integrated steps are staggered for ease of egress, and the whole assembly is made of Metton, a lightweight and durable composite material that is said to resist defor-

The T800 extended day-cab can be configured for dump service, with lift axles, heated dump box, and an Allison 6-speed automatic. This chassis features a RH step-mounted DPf.



Caterpillar's high power-to-weight-ratio C13 engine was installed on the T660 day-cab. The '08 lineup includes the 12.5 L C13 in 305-470 hp and 1150-1750 lb ft torque ratings; the 15.2 L C15 in 435-600 hp and 1850-2050 lb ft torque ratings. New to Kenworth, the 9.3 L C9 comes in 285-350 hp and 890-1350 lb ft torque ratings for vocational configurations.

mation and damage like nothing else.

The bumper is made of the same material, and it's designed in two pieces to minimize replacement costs in the event of damage to one side only. Kenworth even optimized the placement of the licence plate to reduce drag.

Also new for the T660 is an attractive

and highly effective headlamp design. New Halogen projector low beams provide 40 percent more light down the road than a traditional sealed beam lamp, and they're said to last three times longer. An optional High Intensity Discharge type of lamp provides 75 percent more light and is expected to last 11 times longer than a

sealed beam, says Kenworth's chief engineer, Mike Dozier.

And not insignificantly, Kenworth has introduced a spiffy new armrest that swings away behind the seatback when not in use. That leaves drivers 14 in. between the seats instead of eight with the old armrests.

The W900 hasn't changed much for 2008, save for the installation of a DPF—or maybe two if you have a 550-plus hp Cat C15 under the hood. The '08 version was noticeably quieter than one I drove a year ago. Conspicuously absent is the noise from the air intakes.





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KENWORTH ANSWERS CLIMATE CONTROL NEEDS

Clean Power is a Kenworth-exclusive no-idle cab-comfort solution that could set the truckmaker ahead of the game given upcoming restrictions on the use of APUs—notably in California.

The self-contained climate control system was developed in co-operation with Webasto. With cooling being the greatest challenge, the goal was to maintain the cab and sleeper at 72 degrees for 10.5 hours in an ambient temperature of 95 degrees. John Duffy, advanced technology manager and the lead for the Clean Power program, says the targets have been met, with a comfortable margin, even when running hotel loads through an available 110-v supply using equipment like a microwave to prepare an evening meal and breakfast.

The system provides cooled air from a Webasto Cool Blue-type storage unit when it's hot, heated air from a Webasto diesel-fired furnace when it's cold.

The system uses a refrigerant compressor—separate from the



vehicle a/c compressor—to circulate refrigerant through a box containing water in graphite, similar to the ice packs you chill in the home freezer. The system charges while driving. A pump circulates water through the iced compartment to a heat exchanger and a variable speed fan blows air across the cooled surfaces. The chilled-air outlet is close to the bunk and, for double sleepers, a second outlet cools the upper bunk. This is one of the keys to the cooling performance where cooling of the people, not the whole space, is the primary concern.

It takes about five hours to charge from being totally depleted. It has a cooling capacity of approximately 21,000 BTU.



Clean Power lives under the bed, occupying the middle section between the jockey boxes. Controls are simple, with a temperature set knob on the sleeper climate control panel. It's almost silent when running.

An inverter provides 110 volts from two additional deep-cycle battery packs mounted on either side of the frame under the back-of-cab deckplate. Two conventional batteries handle starting and vehicle loads, and there's a shore-power connection for times when an external 110-v supply is available.

The cost of a Clean Power system has yet to be determined (it becomes available, initially on the 72-in sleeper T660 in the third quarter), and because of the compressor and battery charging it does impact fuel economy marginally.

However, running Clean Power instead of idling the vehicle engine results in overall fuel savings of as much as eight percent says Kenworth Chief Engineer Mike Dozier. — Steve Sturgess



Heavy-duty specialty chassis include tandem and tri-axle drive options up to 69,000-lb, and front ends up to 20,000 lb; engines up to 600 hp, and several DPF placement options depending of PTO requirements.

DPF CONFIGURATIONS

Obviously new for 2007 is the presence of the exhaust aftertreatment device. These, in most cases, take up a little more room than a standard muffler, and in the case of Caterpillar, there's a return pipe involved that affects the placement of the diesel particulate filter (DPF). Depending on the application, Kenworth offers three placement options: behind the right-hand step under the passenger door; under the sleeper slung from the frame; or a vertical back-of-cab installation.

At seven inches in diameter, the DPF is too large to mount beside the cab.

There are horizontal or vertical discharges available, and both configurations have difusers to entrain ambient air with the exhaust stream to cool it (see photo, page 67).

When we drove the T660, we experienced two active filter regeneration events,



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and honestly, we wouldn't have known they were happening except that an indicator light on the dash alerted us to the fact. We terminated one event by hitting the off switch, resuming the process a few minutes later. It was quite transparent, and didn't affect vehicle performance in the least.

OTHER NOTABLE RIDES

With only a day to experience the full 2008 line up, I couldn't drive everything, but I did get a turn in Kenworth's sporty new P&D chassis, the K260. It's nearly a direct import of the successful DAF (Paccar's European subsidiary) LF model—complete with a splendid driver

A vertical DPF is an option on day-cab and some vocational chassis. Its large diameter requires it be tucked behind the cab. The small pipe on the side is Cat's "Clean Gas Induction" EGR circuit. The vents at the bottom of the stack help blend ambient air with the hot exhaust gas to reduce stack tip temperatures and keep the tips from turning blue.

compartment and a six-speed *fully synchronized* manual transmission. (Read more about the K260 in "What's Next in Medium Duty?" on page 37).

I also had a turn in a W900 highway truck equipped with an EPA '07 Cat ACERT C15. While not much has changed on the W900 for 2008, it was noticeably quieter than a similar version I drove a year ago. The C15 was much quieter from the outside than the C13 I drove in a day-cab model.

On both Cat engines, the diesel fuel doser used in the exhaust aftertreatment regeneration process has changed from previous versions I've seen. It looks like it's been completely redesigned, in fact.

With two completely new models in the lineup, Kenworth is expanding its market reach—especially into the medium-duty P&D market. We'll be writing about these new trucks in the months to come. The '07 challenges appear to have been overcome—and pretty neatly packaged at that. ▲



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The ceremony will take place on Saturday afternoon.
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Jim Park, Editor highwaySTAR

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WHAT'S NEW AND NEWS FROM SUPPLIERS



AIR BRAKE INTERACTIVE is a state-of-the-art, multimedia training program. Air Brake Interactive aims to provide professional air brake instructors with a complete training package. The ultimate target, of course, is a driver who understands the design and function of a truck's air brake system and uses that knowledge to properly inspect and maintain it.

Developed mainly by technical training specialist Bryan Duross of Duross, Suchay & Associates Ltd., Technical Training Services, in Cambridge, Ont., the team also includes veteran brake consultant Ron Gervais of FreinMeister Group (who is also marketing the program) and John Miller of Commercial Driver Training Support Services, as well as Bryan Duross's business partner, Maryann Suchay.

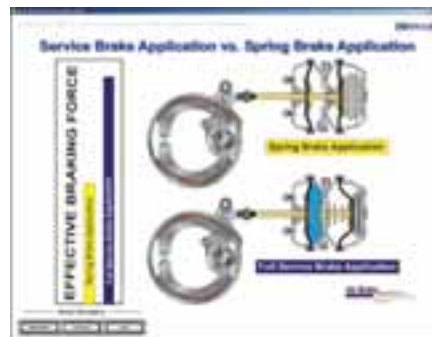
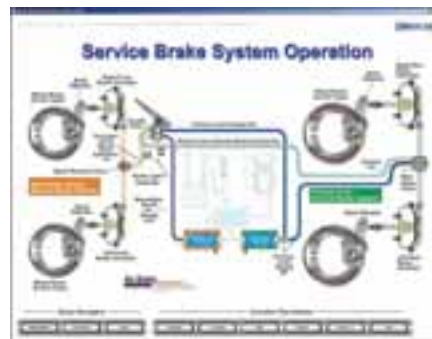
At about half the price of a traditional \$8000 'brake board' the Level 1 package consists of a very detailed 150-page Instructor Reference & Presentation Guide supported by a CD-ROM containing the program's multimedia visual support material. It provides a detailed technical reference resource and a complete, point-by-point, guide for presenting the program.

The program's multimedia presentation is based on an easy-to-use point-and-click navigation system. Working from a main menu, the instructor can use 73 detailed static technical and informational visuals and 33 fully narrated animations on technical components and air systems. He can move between them at will.

The visual materials in the presentation are of superior quality, and they back up the idea that the visual medium is a powerful and effective teaching means. Duross says visual delivery of information is second only in efficiency and retention to actual hands-on experience and practice.

AIR BRAKE TRAINING

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Air Brake Interactive's technical illustrations and animations allow students to actually see and hear how the components and circuits of a typical air brake system function. It's about "making the invisible visible." Duross says that learning is done faster and better than with conventional air brake training material.

The structured program first provides students with a sound understanding of the basic physics of vehicle braking, along with air, fluid, and spring dynamics before moving on to the various air brake system components and circuits.

The Air Brake Interactive Level 1 training package is not sold. Rather, it's licensed to end-users for use in perpetuity, at a cost of \$3995 for a single site licence. The licensee can use and present the pro-

gram at a single business location. It can be presented by any number of instructors at that same licensed facility (multiple instructor guides can be purchased), but if it's to be used elsewhere within the company, a separate licence is required.

A 'Single Mobile Presenter' licence is also available for individual instructors who are responsible for presenting air brake training at multiple locations, at \$3995.

The program will undergo continual development and updates will be available for purchase to all currently licensed users on an 'as ready' basis. Upgrade pricing will reflect the volume of new and/or improved content.

For more info call 519-641-6770 or visit freinmeister.com.

In Gear

2007 DODGE SPRINTER

LONGER, WIDER, TALLER

The new "supersized" **Dodge Sprinter** is said to be completely redesigned, giving commercial customers more cargo space, higher GVW ratings, and increased towing capacity. There's also an all-new 3.0-liter CDI turbodiesel V-6 engine and a unique load-security and cargo-protection system.

This versatile commercial van is available in three overall lengths (233, 273, and 289 in.) on two new wheelbases of 144.3 and 170.3 in., with an extended version available on the long-wheelbase model that provides a 15.7-in. longer rear overhang. Three interior-roof height options are: standard (65 in.), high (76 in.), and the new 'mega roof' version (84 in.). Cargo volume is up to 600 cu ft, towing capacity is 2,500 lb, and there are three different GVW ratings including a new higher maximum of 11,030 lb for cargo vans and the new chassis cab version.

Designed with the body builder in mind, the new chassis cab has flat frame



rails, a bolted rear cross-frame member, and fuel-filler neck and nozzle integrated with the cab. Options include a two-seat front bench and a rear window for the cab and wiring harnesses for lighting the interior of upfit bodies. It's offered in the same wheelbase versions as cargo and passenger vans.

The all-new 3.0-liter diesel engine boasts 154 hp and maximum torque of 280 lb ft from 1,200 right through to 2,400 rpm. It comes equipped with a standard particulate filter. All models are equipped with a standard five-speed automatic transmission with an instrument-panel-mounted shifter. Fixed-caliper disc brakes are used on all wheels. Rack-and-pinion, variable-ratio power steering is standard.

All 2007 Dodge Sprinter cargo vans utilize a unique load-securing and lashing-rail system allowing straps to be attached at multiple locations for enhanced cargo protection.

Pricing starts at \$41,515 for the chassis cab 3500, \$43,620 for the model 2500 cargo van, and \$46,700 for the model 2500 passenger van.

See your dealer or visit www.dodge.com/en/sprinter/index.html.

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TRAILERS _____ BUSES _____

OFF ROAD VEHICLES _____

2 ARE ANY OF THESE VEHICLES ...

A. In any of the following Gross Vehicle Weight Classes?

- | | |
|--|--|
| Class 8: 33,001 lbs. GVW & Over | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| Class 7: 26,001 to 33,000 GVW | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| Class 6: 19,501 to 26,000 GVW | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| Class 3, 4, or 5: 10,001 to 19,500 GVW | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| Class 1 or 2: Under 10,000 lbs. GVW | <input type="checkbox"/> Yes <input type="checkbox"/> No |

B. Refrigerated

Yes No

3 DO YOU HAVE MAINTENANCE SHOP FACILITIES AT THIS LOCATION? YES NO
How many mechanics here? _____

4 INDICATE YOUR PRIMARY TYPE OF BUSINESS: Check ONE category only.

- (A) For-hire (Common & Contract Trucking)
- (B) Lease-Rental
- (C) Food & Beverage Production/Distribution
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- (E) Government (Fed., Prov., Local)
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- (O) Other

5 DO YOU SPECIFY, SELECT OR APPROVE THE PURCHASE FOR ANY OF THE FOLLOWING? Check ALL that apply.

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- 02 Trailers
- 03 Powertrain components (engines, transmissions, axles)
- 04 Vehicle systems (brakes, lighting, suspensions, cooling, electrical)
- 05 Tires, Wheels (new or replacement)
- 06 Vehicle appearance (paints, markings - new or replacement)

B. Replacement Components, Parts & Supplies

- 07 Replacement parts (filters, electrical, engine parts, brakes, suspensions, exhaust)
- 08 Major replacement components (engine, transmissions, exhaust)
- 09 Oils, Additives & Lubricants
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C. Fleet Products & Services

- 11 Equipment Leasing
- 12 Computers, Software
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D. 15 None of the above

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then slow to flash once every 10-15 seconds. The LED is positioned to have a wide range of visibility. It can be seen from any point between the cab (the gladhands) and the landing-gear crank.

Being self-contained and battery-powered, the unit is pretty much hassle-free,



with no connectors or cables to maintain. Batteries are said to last three years, and field installation and replacement are easy, meaning little downtime.

The LockTronic is an inexpensive alternative to a full lock-monitoring system, which places new safety technology within reach. Jost offers another, more advanced locking technology, as several other manufacturers do, but drivers should appreciate the simplicity of this system.

See your dealer or visit www.jostinternational.com.

REMOTE TRUCK MONITORING

PEOPLENET EXPANDS PERFORMX PLATFORM
PeopleNet has announced two enhancements to its vehicle management system, PerformX. Fault-code monitoring, the first enhancement, means PerformX can alert maintenance managers to vehicle malfunctions and future maintenance issues wirelessly and in real time. The second extends the system's on-board diagnostics capabilities to light trucks, vans, and cars.

PerformX is the vehicle monitoring module of PeopleNet's g3 solution which connects the on-board computer to the vehicle's engine. It draws data from the engine control module (ECM) and its reports show managers precisely how a vehicle has functioned and how it was driven.

Fault codes are generated by the vehicle's engine whenever there's an exception condition—when oil pressure

falls below a certain point, for example. PerformX can now notify management of urgent vehicle distress signals at virtually the same time the driver sees trouble on his dashboard gauges, allowing home base to make critical decisions quickly and possibly prevent future breakdowns. Fault codes can be set to 'deferred' for batch downloading or to 'real-time' for immediate notification. Customers can change code settings at any time, and they can be set for one truck at a time, for a group of trucks, or for an entire fleet. All data can be viewed via the PeopleNet Fleet Manager web interface.

The second PerformX enhancement is OBD-2 capability.

"Most class 6, 7, and 8 trucks use the J1587 standard for data exchange over a J1708 electronic on-board network. OBD-2, on the other hand, is the standard for virtually all other vehicles, from light trucks, vans and SUVs to



cars," explains Brian McLaughlin, vice president, marketing and product planning. For fleets with a mix of light- and heavy-duty vehicles, this is no small thing, offering consistent driver and vehicle management across the fleet.

Fault codes and OBD-2 capability will be available at the end of March 2007.

See www.peoplenetonline.com.

DODGE CHASSIS CABS

CLASS 4, 5 RAM 4500 AND 5500

Dodge is expanding its commercial truck presence with the launch of the all-new, "big rig styled" 2008 Dodge Ram 4500 and 5500 chassis cabs. They fit into the class 4 and 5 chassis cab segments—between 14,000 and 19,500 lb GVW.

Shown at the recent Chicago Auto Show, the trucks feature the largest standard fuel tank (52 gal) and largest brake rotors in its class, says Dodge. Said to

have an "upfit-friendly design that reduces costs for body-builders and customers," all chassis components are below the frame surface for easy adaptability. The trucks are offered in dual-rear-wheel models and four cab-axle lengths (60, 84, 108 and 120 in.).

The standard 6.7-liter Cummins Turbo Diesel is rated 305 hp at 3000 rpm and 610 lb ft of torque. It has B5 biodiesel compatibility and a reduction in particulates and nitrogen oxide (NOx) that comply not only with 2007 EPA heavy-duty emission standards, but 2010 as well. The engine has life-to-major-overhaul intervals of 350,000 miles, Dodge says.

The 4500 and 5500 offer a six-speed automatic transmission with power takeoff or a six-speed manual, also with PTO. An electronic-shift transfer case is offered and a factory-installed exhaust brake contributes to both safety and superior brake life.

See your dealer or visit www.dodge.com/ram_truck.

HARNES USER'S GUIDE

TRUCK-LITE MANUAL ON ELECTRICAL HARNESSES

The new Harness User's Guide is the second in **Truck-Lite's** series of such manuals. It will help educate electrical harness systems users on a variety of important topics including basics of electricity, harness fundamentals, troubleshooting, diagnosing harness failure, harness repair methods, glossary of industry terms, and more.

The company's Lighting User's Guide was published a few years ago, to

In Gear

end-user acclaim. The harness guide is a natural addition.

The user friendly 4.5 x 8-in. spiral-bound manual is small enough to fit into any tool or glove box. It contains 42 full-color pages of harnessing and electrical know-how from industry experts,



providing useful training and education from the basics of harnessing to harness repair and everything in between.

Call Truck-Lite at 800-562-5012 or visit www.truck-lite.com.

CABIN AIR FILTERS

LUBER-FINER FILTERS REMOVE ALLERGENS
Luber-finer's new Cabin Air Filters, designed for class 6, 7 and 8 trucks, are said to be efficient at eliminating allergens such as bacteria, pollen, smog, dust, and exhaust that may enter the cab via the ventilation system. They trap "virtu-

ally all" pollen and dust particles that may cause allergic reactions, the company says. Such particles are generally 7 to 100 microns in diameter. The filters are rated with a capability to remove 99.5 percent of allergen contaminants from outside air. Most cabin air filter changes take less than 15 minutes and quickly provide a safe haven to allergy and asthma sufferers.

Ideal for drivers working in and around tough environments, these filters are made with fibers that are electrostatically charged, which helps attract and hold contaminants within the media. This reduces the chance of surface clogging and allows the filter to last longer. Like any other filter, these filters need to be changed at routine intervals. Operators should follow the vehicle manufacturer's recommended service intervals.

See your parts supplier or visit www.luberfiner.com.



BRAKE PARTS CATALOG

'FORMULA BLUE' FROM BENDIX SPICER
The new Formula Blue hydraulic brake parts catalog is scheduled for an April release, according to **Bendix Spicer Foundation Brake LLC**.

It includes a fully illustrated parts guide plus application guides consisting of more than 7,000 light- and medium-duty hydraulic brake components. It includes model year coverage up to 2007 for a broad range of domestic and import makes and vehicle applications, including expanded coverage of Hino, Isuzu, Iveco, UD Trucks, and Workhorse.

Product coverage consists of new, premium brake calipers and rotors with improved fit, quality and pricing, Bendix says, as well as complete lines of brake pads and shoes, brake hardware, rotors and drums, and brake and clutch hydraulics to fit light- and medium-duty commercial vehicles.

An online cross-referencing tool for hydraulic parts will be available in April on www.foundationbrakes.com.

See your dealer or visit www.foundationbrakes.com.

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To learn more about UltraShift LHP, call a Roadranger today at 800/826-HELP (4357) or visit www.roadranger.com/UltraShift LHP.

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— Gary Coleman, President, Big Freight Systems, Inc.
Steinbach, Manitoba, Canada



LOW-RIDE SUSPENSION

HENDRICKSON'S INTRAAX AANL 23K **Hendrickson's** INTRAAX low-ride/liftable integrated trailer suspension line will include the new AANL 23K in the second quarter of this year. It's going to replace the AAL 23K as Hendrickson's lightest 23,000-lb suspension, saving operators about 150 lb on tandem-axle trailers.

It's said to include the standard trailer Cam Tube System to reduce S-cam maintenance and standard QUIK-ALIGN for fast and accurate axle alignment.

INTRAAX AANL 23K



Offered in ride heights from 6.5 to 17 in., the AANL 23K brings tapered-beam and large-diameter axle (LDA) technologies to drop-decks, lowboys, platforms, tankers,

bottom dumps, and specialty trailers.

The new axle system uses Hendrickson's 'Advanced Axle/Beam Technology' to enhance strength while reducing weight. The tapered-beam design uses the Tri-Functional III bushing that features phosphate-coated inner metal for corrosion protection and a unique rubber compound for durability and ride.

LDA increases the diameter of today's traditional five-in. axle by about three-quarters of an inch while slightly reducing the wall thickness, which reduces weight while improving component and system strength. It's said to deliver as much as a 22 percent increase in bending and torsional stiffness compared to the five-in. axle tube. This reduces tube deflection under loads to keep the axle straighter and help enhance fuel efficiency and tire wear.

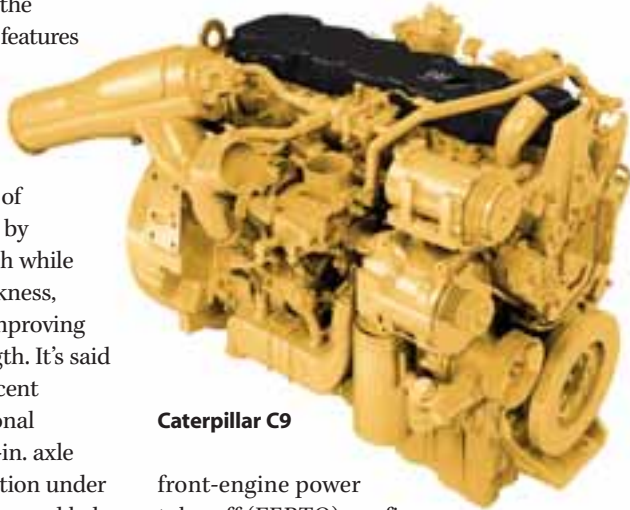
See your trailer dealer or visit www.hendrickson-intl.com.

C9 IN KW WORK TRUCKS

KENWORTH VOCATIONAL TRUCKS GET CAT C9

Kenworth will offer the Caterpillar C9 engine for its W900S and T800

vocational models to help reduce weight and increase payload. The engine will be available for the W900S mixer, T800 short hood, and T800



Caterpillar C9

front-engine power take-off (FEPTO) configurations. Contractors can save nearly 900 lb with the C9 over the 12.5-liter Cat C13 and still get the power needed, says Kenworth. There are two ratings—350 hp and 1,250 lb ft of torque and 335 hp/1,150 lb ft, both governed at 2,200 rpm.

See your dealer or visit www.kenworth.com and <http://ohe.cat.com>. ▲

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By Peter Carter

Kids Today

Trucking needs them. But will they want trucking?

Young people, from my reading of the current crop, are smarter, fitter, less judgmental, and funnier than any generation in history. (When I say kids I mean anybody younger than, for instance, me. I'm almost 50.)

They're also way better looking. If you glance at, say, my First Communion picture, which was taken when I was in grade one, you'll see a collection of geeks and dorks with sticking-out ears. Evolution has weeded them out.

Younger folks work smarter too.

I had some kid come to my house the other Sunday because another youthful IT sort at my ISP determined that my household service was coming in at dial-up speed even though I was paying for high-speed.

The tech diagnosed the problem fast. Turns out the previous owner of the house (my age) tried to jerryrig but mucked up the wiring.

The repair guy asked me to test the repaired service.

"Google something," he said.

Just as I was about to hit the B and the R of Ms. Spears' first name, he interjects. "When I'm doing this, I always try a phrase like 'iambic pentameter,' something that's not already in your cache."



Did I naturally assume that a techie like him wouldn't be familiar with the poetic form known as the iambic pentameter? Yes. Was I wrong? Of course.

I was in a Timothy's coffee shop recently. They had a chalkboard behind the cash. There was a question on it. The first 10 customers who got the right answer won a free coffee. The question: "Which psychologist determined that the early years of life were the most important in a child's development?"

I know the names of two psychologists. I guessed the less obvious one.

"Piaget?" I ask.

"Nope," she says, adding "this one predated Piaget by about 40 years." She didn't have to throw that in. And she didn't have to know that to sling coffee.

It was Freud.

Young people today are less likely to be racist or environmentally boneheaded; they're great at doing 17 things at once, and each one deftly.

My nephew and namesake, Peter, just earned his masters in science, and as far as I could tell all the time he was doing his thesis he was msn'ing his pals around the globe.

You want to talk confidence? We have younger people working for this very company—and I bet you have some in yours—who more than hold their own in meetings and on calls with people 2.5 times their age.

And they do so with the perfect mixture of respect and cheek. Schooling is far better than it used to be.

The science of teaching has improved as much as the technology on your trucks.

Miraculously, between the time I attended high school and now, they've not only made high school more challenging and educational, they've made it—I hope you're sitting down—enjoyable.

Children raised on Sesame Street count and read earlier.

I saw a recent study that showed young people who play a lot of video games are more likely to pass their driver's test on the first try than those who don't play video games. This does not surprise me.

The future is in good hands.

Our trick will be to get those very capable hands involved in our industry and keep them there.

The Ontario Trucking Association (OTA) has just announced its newest team of Road Knights (see the lineup on page 17). I was on the jury that selected these guys; and after a day of listening to their stories, I felt that if these men—some multi-million-mile drivers; a few roadside heroes and all of them articulate and entertaining public speakers—get a chance to lure the younger set to this industry, they'll be doing us all a huge favor.

Just one more thing. There's another attribute that young people have: they demand choice. Inasmuch as we preach to them about how great our industry is, we'd better be prepared to listen to what they have to say and act on it. Or they'll find something better to do. ▲

Peter Carter is the editor of *Today's Trucking*. You can reach him at 416/614-5828 or peter@todaystrucking.com.



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