

OUTLOOK FOR '07: Nowhere to go but up, PG.41

CTA honcho
Bradley: "The
market always
bounces back."



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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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PG. 12

Outlook for ULSD



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Smart hiring
(despite PIPEDA)



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Kenworth's new
cabover

POWER Like
You've
NEVER SEEN

What you should know about hybrids, pg.35

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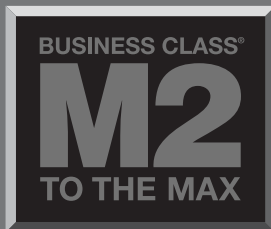


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Today's Trucking

The Business Magazine of Canada's Trucking Industry

PUBLISHER & EDITORIAL DIRECTOR

Rolf Lockwood, MCLT (rolf@todaystrucking.com)
416/614-5825

EDITORIAL DEPT.

Editor **Peter Carter** (peter@)
416/614-5828

Senior Editor **Marco Beghetto** (marco@)
416/614-5821

Contributors **Jim Park, Duff McCutcheon, Stephen Petit, Allan Janssen, Steve Bouchard, Raymond Mercuri, Steve Mulligan, David Kosub, Steve Sturgess**

DESIGN & PRODUCTION

Director **Tim Norton** (production@)
416/614-5810

Associate Art Director **Frank Scatozza**

SENIOR SALES MANAGER

Jack Meli (jack@) • 416/614-5827

REGIONAL SALES MANAGER

Joe Glionna (joe@) • 416/614-5824

Marketplace Advertising

Joe Glionna (joe@) • 416/614-5824

NEWCOM BUSINESS MEDIA GROUP

President **Jim Glionna**

Controller **Anthony Evangelista**

Vice President-Business Development **George Evans**

Production Manager **Lilianna Kantor**
(lkantor@newcom.ca) • 416/614-5815

Director of Circulation **Pat Glionna**

Show Division Manager **Elizabeth McCullough**
(emccullough@newcom.ca) • 416/614-5817

EDITORIAL & ADVERTISING OFFICES

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

CIRCULATION INFORMATION

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

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Letters

Thought for food

Re: "Fresh Obsessed," by Marco Beghetto, Nov. '06.

I can sympathize with the American drivers' point of view regarding the issue of food imports, but they are overlooking a key point.

Canadian truck drivers are hauling goods being exported into the United States and goods being imported into Canada. We are not "stealing their freight." We are merely transporting goods that are part of the trade between our two countries.

Some education on their part is in order before they start barking up the wrong tree.

I also think freight volumes within the United States might be slowing due to a sluggish economy. This might be the reason that some organizations are getting a little testy about Canadian trucks south of the border.

Rob Alton,
Brantford, Ont.

Truck safety, unlimited

Why would we need speed limiters when there are so many other ways to reduce emissions and improve highway safety?

How about mandatory controls over the number of hours a truck can remain on the road each day with a single driver?

How about a mechanism that won't allow a truck to start if only one ID card has been scanned and driving hours have been exceeded? How about a restriction on the number of hours a truck can be operated without a substantial safety inspection?

Instead of electronic speed governors, how about electronic mileage limiters and vehicle shut-down protocols to disable a vehicle if it exceeds its required inspection period by a small amount of time?

Only mechanics and inspectors would be able to reset any electronic limiters and they themselves would be required to submit to audits of their records at least twice annually.

Folks caught with fake inspection, maintenance certification, or travel logs would be suspended from driving for 90 days with increased time for additional infractions, leading to permanent suspension after three strikes.

Speed fines for truckers should also be prohibitively high, because most truckers do not travel at excessive speeds. The drivers that do should either be taken off the road or given fines that are so steep that slowing down is the only option.

Finally, I don't remember the last time I was passed by a big rig doing 80 mph.

In fact, "never" would be the appropriate word to use.

Why write more legislation about vehicle speeds when the cure most often sits behind the wheel?

Rick Pyke,
Calgary

Smooth operator

According to your contributor Jim Park, "compared with the cost of everything else associated with EPA 2007, CJ-4 oil might seem like a bargain."

That theme was and still is behind the 100-percent synthetic-lubricant science that Amsoil Inc. has utilized to be recognized as the leader in synthetic automotive lubricants since 1972.

I would like to repeat, as the hit song of an era gone by reflects, "When will they ever learn?"

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Rudy Hiebert,
Abbotsford, B.C.

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By Rolf Lockwood



Rona's Folly

Federal policy on the environment aims to accomplish nothing at all. We want more. We deserve better.

Despite my statement a few issues ago that I'd grown a new concern for the environment—and might even give up my much-loved V8 the next time I switch rides—I'm no rabid tree-hugger. I'm first and very foremost a pragmatist. I'll always opt for what works. Most of the time I think there's no room for absolutes—nothing is 100-percent clear, and almost nothing is completely right or completely wrong.

The operative word in there is 'almost' of course.

And so I'll drop my pragmatic approach to life and ideas when it comes to the federal government's ironically entitled 'Clean Air Act' and its complete abandonment of our Kyoto Protocol commitments. Sure, the original Kyoto goals were probably unreachable. And sure, the previous Liberal government accomplished very little in environmental terms. Maybe nothing at all, I suppose. But the Clean Air Act tabled in October... well, it's gotta be a joke, right?

More to the point, it's just plain wrong. Approximately 100-percent wrong. No ifs, no ands, no buts.

And Environment Minister Rona Ambrose? A jokester of the first order, acting as if she actually knows something about the subject—and cares. Apparently just a puppet anyway, with her strings pulled by our Stephen, she tabled a bill that plainly insults Canadians. With no chance of becoming law in the present Parliament, it will undoubtedly be an issue in the federal election we're bound to suffer some time next year. And that gives us a chance to repudiate the government's approach to the environment and its impact on our collective future.

No, I don't want another Liberal government of the sort we had for too long. Frankly, I don't care which party holds sway. I just want a government that responds to us. And this one has missed the mood of Canadians in a very big way. Ordinary Canadians, I mean, because it seems fine with big business.

The Clean Air Act actually mirrors legislation of the same name that's now law in the U.S. In many cases it makes sense to do that—truck brake rules and regs, for instance, not that either country goes far enough on that front—but in this case, Ottawa is proposing to take us backwards in lock step with a country whose environmental policy is itself a joke. Neither Ottawa nor Washington has any vision whatsoever.

Honestly, I'm embarrassed to be a Canadian. How come? Well, let me count the ways...

First, it won't set new regulations for vehicle fuel consumption until 2011. And much as I love my big Dodge V8, I have to think

that long delay is just silly. The truth is, we've been dealing with automotive fuel economy since 1973 and we know rather a lot about it. As we also know, and only too well, the Environmental Protection Agency has dealt with truck diesels very effectively. I question the means and the speed and the fact that fuel-saving measures weren't employed as a means to cut emissions, but it can't be argued that present and future EPA rules haven't had the intended effect. Why not deal with light vehicles the same way? And let's not even talk about trains, whose huge diesels live pleasant, unrestricted lives—and will continue to do so.

But we should definitely talk about hybrid powertrains. I've written about them again in this issue (*'Hybrids are Coming'*, pg. 35, and *'Hybrids, Hybrids Everywhere'* on pg. 40 of our November magazine) and the more I learn about what's possible, the more

Ottawa is proposing to take us backwards in lock step with a country whose environmental policy is itself a joke.

convinced I become that we should be busting our hind quarters to commercialize them. Yet the woman with the responsibility to pave that highway doesn't mention them, and in fact her government

has suspended support for fuel-saving efforts at large. Washington is no different, supporting all of this with tiny dollars at best, if at all. I heard rumors at the IAA show in Germany a couple of months back that Ottawa would in fact announce tax breaks or some other incentives for hybrid trucks in dear Rona's October statement of intent, but no such luck.

The other thing that bugs me a ton about the deceptively labeled 'Clean' Air Act is that Harper and Ambrose won't set federal targets for smog and ozone levels until 2025. Whaaaaat? We have the science to do that now, and God knows we have the need.

In general, the bill says we'll cut emissions 45 to 65 percent from 2003 levels by 2050. Hell, my teenaged kids will have grandchildren by then. And China will probably have cleaner air.

Truth is, Rona and Stephen are practising the dangerous politics of denial. And we all know that's not good enough. Not even close.

That bitterness aside, let me wish you all a great Christmas. You deserve it. ▲

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



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Dispatch

BY MARCO BEGHETTO

Free Flowing

The transition to ULSD went pretty much as planned. But a cold Canadian winter could still cause fuel shortages in some markets.

Way back in the first few months of this year, a trucking analyst in the U.S. described the North America-wide roll out of ultra low sulfur diesel as a “planned hurricane.”

Well, the change to ULSD proved to be not much more than a Category-One storm. In fact they could have named this one Hurricane Elvis, for how smooth it strolled in and out of the market—at least so far.

In September, fuel suppliers in Canada were required to begin selling diesel at the pump with only 22 ppm (parts per million) sulfur content—down from 500 ppm. That was reduced even further in mid October to a final standard of 15 ppm.

The fuel is required for new low-emission engines hitting the market in the New Year. But since ULSD is fully backwards compatible with existing equipment, most truckers in Canada have been filling up with the stuff for months.

Concerns these last couple of years that massive amounts of ULSD could get contaminated (and thereby downgraded as off-spec product) by coming into contact with higher-sulfur petroleum like jet fuel during pipeline distribution and handling really haven't materialized.

“It's all worked out very well,” says Don Munroe, senior environmental and fuel quality adviser for Petro-Canada.

Munroe says that oil com-

ALL FUELED UP: For the most part, industry has gauged ULSD to be nearly 100 percent on-spec in Canada.



panies like Petro-Canada indeed planned correctly for the so-called hurricane—flushing out oil tanks and installing drain drive facilities for transportation service providers as early as the spring. Recent sampling by the company shows that each one of its retail outlets is 100 percent on spec, with virtually no ppm pick-up.

Jacques Jobin of Quebec-

based Ultramar says that after turning over its tank system this summer, the provider no longer has to downgrade any fuel. “We were expecting much more trouble than we [got],” says Jobin.

Refiners figured out right away that they could produce ULSD at extremely low sulfur levels—as low as 2 or 3 ppm—in order to leave wide enough margins for contami-

shes

Brandt's rockin' and rollin' these days.



BRANDT-NAME CHARITY: Nothing attracts attention like a great big truck. And nobody knows it like Calgary singer-songwriter Paul Brandt.

Two years ago, we reported how Brandt used a beautiful Peterbilt 379 owned by Paul Brandt Trucking of Winnipeg in the video for his re-release of the classic trucking tune, "Convoy."

This season, the country star leapt into one of trucker Brandt's (no relation) rigs to tour the country promoting his new album "the Gift" as well as to collect shoeboxes full of Christmas gifts to be hand-delivered to kids in war-torn and poverty stricken countries. Operation Christmas Child is the work of the international Christian relief organization Samaritan's Purse.

The convoy collected over 4,000 shoebox gifts, Brandt says. In Ottawa, he was invited by Mrs. Harper to come to Parliament Hill with the truck. The Prime Minister's wife, along with a number of politicians, brought some shoebox gifts they had put together and loaded them in the truck. Mrs. Harper also took the opportunity to jump in the cab of the truck and give the horn a test.

Last month, Paul and the truck also joined over 53 EMS vehicles (ambulances, fire trucks, police cars) on a drive through Calgary to deliver shoeboxes from The Christmas Convoy. This is the 10th year EMS has been involved, and they are putting together similar events in various cities across Canada throughout the holiday season.



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multi-million-dollar desulfurization machines by handing the fuel to suppliers at, say, 8 or 10 ppm, and have retailers take on more of the burden of staying in compliance.

Munroe confirms the start of the tug-of-war, even within departments of fully integrated oil outfits. "I can see a push coming. But until someone can prove that we for sure won't have any hiccups, we'll be staying with the low ppm at the refinery."

Most fuel companies would insist that's a good problem to have, compared to some of the contamination-related pitfalls predicted earlier. Still, that doesn't mean supply shortages can't result via other market cracks—and there's one issue in particular some companies in Canada and the northeast U.S. are keeping a close eye on.

In order to prevent waxing in older trucks, suppliers need to winterize fuel for customers in cold climates with kerosene, which under the same environmental rules, must also be 15 ppm. Trouble is, says Jobin, most refiners that focused on making on-highway ULSD didn't add capacity for low sulfur kerosene.

"If there is a ULSD short-

nation through the supply chain. But now that the transition has proved to be relatively seamless, refiners could start pushing back, says Paula Fischer-Gressman, manager of quality assurance for Sunoco Logistics.

At a recent fleet fueling conference in St. Louis, she described how refiners want to cut down on energy costs and expand the catalyst life of

age, it won't be because of off-spec supply, but how severe the winter will be," he says. "If the winter is as mild as last year, there shouldn't be a shortage problem."

Because kerosene is normally earmarked for the jet fuel market, most ULSD makers would have little rea-

son to produce it themselves. That means a low sulfur mixture would have to be imported, says Jobin. "We're looking around. There's some supply, but not too much. So the acquisition price may be very high to properly winterize the on-road diesel market."

FUEL SPILL

Unlike Canada, which mandates that 100 percent of diesel produced or imported must be ULSD for on-highway applications, in the U.S. the EPA has allowed refiners to make both 15 and 500 ppm on-highway products until 2007, provided that at least 80 percent of all the company's on-highway business is ULSD.

That means in some pockets down south, 500-ppm highway diesel could still be flowing at some service pumps. Canadian truckers in particular—especially

the limited few with '07 engines who require only ULSD—should be aware of the differences in labeling, says Munroe.

"Any retail outlet in Canada—even mom-and-pop stations—is 15 ppm. Period. So [ULSD] is just [diesel fuel] to us," says Munroe.

But in the U.S., 500 ppm is referred to as low-sulfur product, while 15 ppm is marked with ULSD labels. "There could be some issues where a guy heads across the border and thinks low sulfur there is the same as [ultra low] here," he contin-

ues. "I'm not too concerned with people misfueling in Canada, but instead Canadian truck drivers misfueling in the U.S."

Misfueling once or twice shouldn't do much to harm new engines, but repeatedly pumping off-spec diesel could eventually plug up and damage diesel particulate filters—which reportedly can cost a couple grand to fix or replace. "That's something you really want to be careful with," says Jobin.

Or else your boss will make sure it won't be just Elvis who has to leave the building.

Health

Fuming Over Border Exhaust

Fed up with the emission-induced haze hovering above Canada-U.S. border crossings, the union representing Canada's Customs agents has launched an investigation to find out if gasoline and diesel fumes from idling cars and trucks lined up at crossings is affecting officers' health.

Customs officers working at busy border crossings want to know if prolonged exposure to petroleum emissions could contribute to illnesses.

Exposure to diesel exhaust, a suspected carcinogen, is a particular concern for officers who work near transport trucks that queue up in their approach to Canada-U.S. land ports.

Marie-Claire Coupal, who works at the Windsor-Detroit tunnel and is president of the border officers' union local, told the *Ottawa Citizen* that seven female officers who work at the Windsor-Detroit Ambassador Bridge have recently been diagnosed with breast cancer. She points out, however, that it's too early to conclude that the illnesses were caused by exhaust fumes.

Truckers who frequently cross congested border points say they wouldn't mind knowing the health risks of continuous exposure, too.

"It's bad. Even if you're sitting in the marshalling area, you roll your windows down and you can smell exhaust. I've been waiting for this issue to come up,"

TANKLESS JOB

It's said that every time ULSD changes handlers, another 2 ppm of sulfur is added to the mix. While it's refiners and suppliers that are charged with keeping sulfur levels on spec, petroleum haulers are being counted on to keep the fuel compliant at the tail end of the distribution chain.

That's placed new burdens and costs on tanker fleets since 15 ppm ULSD became a retail requirement this past October. Some large carriers have reportedly dished out thousands of bucks for new equipment in order to segregate ULSD from other petroleum products with much higher sulfur content like jet fuel, kerosene, and off-road diesel.

Others, like Concord, Ont.-based liquid bulk fleet Foss Transport, have been made to follow stringent tank flushing and loading guidelines between every load in order to mitigate contamination.

"A tanker will interchange between gasoline and ULSD several times a day," says president Gord Foss. "At the loading rack the trailer gets drained dry at every load ... when higher-sulfur products like jet fuel are carried, a gasoline load is hauled in between, before a ULSD run, with typical draining procedures after each [stage]."

Not only are there additional labor and logistical costs, but some payload is lost at every drain interval, too. "The flushing is a big deal because someone has to pay for that product that's flushed. No one thinks they should be paying for it, but in most cases it's the carrier who does," says Foss.



BULKING UP: Carriers hauling ULSD have new drain dry requirements to consider now.

Logistically, some carriers can't drain dry prior to every load and are asking customers if they can load ULSD behind product already low in sulfur like tier-two gasoline, which averages between 30 and 40 ppm.

New York-based transportation-analyst firm Bear Stearns describes how one large tank outfit in the U.S. told its customers it can do just that with almost no residual contamination.

"The fleet is asking its customers to allow it to load ULSD behind gasoline, ethanol, and biodiesel [while] higher sulfur products like aviation gasoline, jet fuel, and kerosene will have segregated trailers," says Bear Stearns.

By their estimation, Bear Stearns says any restrictions prohibiting the loading of ULSD behind gasoline will result in a 5-percent increase in diesel linehaul rates to cover the costs of additional trailers, lost utilization, and mid-shift trailer switching.

Mackinnon Transport driver Wayne Williams tells *Today's Trucking*.

The Ontario Ministry of the Environment (MOE) two years ago released results of its own air-quality study, which showed that air quality and pollution along the busy Huron-Church corridor in Windsor worsens as traffic and congestion leading up to the border increases.

In 2002, the Environmental Protection Agency published a controversial 651-page study that concluded diesel exhaust "probably" causes lung cancer.

While the report noted the long-term health effects of exposure were uncertain, "the evidence for a potential cancer hazard to humans resulting from chronic inhalation exposure to [diesel emissions] is persuasive."

WHERE THERE'S SMOKE

Meanwhile, transport trucks are being blamed for much of this country's smog and air pollution, according to a new Statistics Canada study. About a quarter of Canada's

QUEUE IS FOR QUALITY: Air quality, actually. Border workers want to know if vehicle emissions at crossings pose a health risk.



greenhouse gas emissions in 2004 were produced from transport trucks and SUVs, states the StatsCan Human Activity and the

Environment report. "The nation's transportation activities are emitting less and less of these smog-forming pollutants as time

goes on, thanks in large part to catalytic converters and cleaner burning fuels. But these emissions continue to be a concern because of their potential impact on human health and the environment."

Just-in-time delivery, an important supply-chain system relied on by manufacturing industries, was cited as a major factor. "Just-in-time delivery helps companies compete by reducing the expense of carrying large inventories. However, it means that trucks are making more trips," states the report.

However, the study seems to downgrade the impact of an increasing number of EPA-mandated low emission engines that began hitting highways in 2002. That year, the EPA required manufacturers to market trucks with engines that drastically reduced nitrogen oxide (NOx) and particulate emissions.

This coming January an even more stringent set of engine emission rules takes effect. By 2010, a final standard will require NOx levels to be almost non-existent.

Furthermore, this year



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January 22-25

Heavy Duty Aftermarket Week (HDAW), The Mirage, Las Vegas, Nev. The event features a comprehensive distributor education program, a heavy-duty aftermarket-focused trade show, one-on-one meetings, and networking opportunities. The event kicks-off with the Heavy-Duty Dialogue event. Call 708-226-1300, or go to www.hdaw.org for more info.

February 6-9

Technology & Maintenance Council's annual meeting & transportation exhibition, Tampa Convention Center, Tampa Bay, Fla. This year the show focus will be Optimizing Fleet Efficiency and will include several new technical sessions. Call 703-838-1763, or go to tmc.truckline.com.

March 3-9

The Work Truck Show 2007 and Annual NTEA Convention, Indiana Convention Center & RCA Dome, Indianapolis, Ind. Sponsored by National Truck Equipment Assn. (NTEA), this show is billed as North America's largest event dedicated to class 1-8 vocational equipment. Call 1-800-441-NTEA, or click on www.ntea.com.

Dispatches

sulfur levels in all diesel fuel was reduced from 500 parts per million (ppm) to 15 ppm. (Go to www.todaystrucking.com and do a keyword search for more on this).

Speed Control

Limit Limiters to Speeders?

As most large for-hire trucking firms in Canada and the U.S. press for blanket speed-limiter rules, one carrier group north of the border is fighting to make sure it doesn't happen.

Private Motor Truck Council of Canada (PMTCC) President Bruce Richards recently met with Ontario's Minister of Transportation (MTO) Donna Cansfield and reinforced the association's strong opposition to the controversial plan of manda-

tory speed limiters in Canada, which was first drawn up and proposed by the Ontario Trucking Association (OTA) last year.

While the PMTCC and OTA would probably mutually agree on many trucking issues, the speed limiter issue sent each group to different corners from the start.

"Members and the industry are aware that PMTCC is on record as opposing this initiative," Richards stated. He said Cansfield made it clear that legislation requiring all trucks in the province to activate speed limiters set at 105 km/h won't be passed until a full consultation with industry and enforcement officials had taken place.

"This follows one of the PMTCC recommendations to determine the impediments

to enforcing speed limits, and then develop appropriate action to overcome those impediments," says Richards.

Last year around this time, the ministry indicated a ruling could be made in January 2006, but 11 months later a final decision still doesn't appear imminent, despite two separate bills staying alive in legislative halls in both Ontario and Quebec.

In his meeting with the minister, Richards suggested a compromise where the mandating of speed limiters could be restricted to chronic offenders—both fleets or individual truckers.

"This solution would target those fleets or drivers that cannot or will not exercise the controls already available to them," he says.

Labor

Anti-Scab Bill Itches Truckers

Calling in so-called "scab" workers during strikes at federally regulated companies could soon be against the law if a private member's bill banning firms from hiring replacement workers is passed.

The proposed legislation—which is being hailed by labor unions and criticized by businesses, including trucking companies—passed a second reading vote in the House of Commons vote by 167 to 101.

Bill C-257 would revise the Canada Labour Code, making it illegal for federally regulated companies to use replacement workers during a strike or lockout. Using bargaining union members

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who wish to work, contractors, and employees of a related company would also be prohibited. Businesses would be fined \$1,000 for breaking the rule.

Bloc backbencher Richard Nadeau's "anti-scab" proposal received unanimous support from his own party and the left-leaning NDP. Only a handful of Conservatives voted in favor. Most Liberals, who were expected to be the swing voters, also backed the bill.

The proposal still faces committee review and a final vote in the House, where it could die if the Tories were to force all government MPs to vote against it.

Nadeau told reporters that a similar 30-year-old anti-scab law in Quebec has helped shorten the average length of labor disputes to 16 days over a period from 1992 to 2002,

SITED ON THE WEB

Every day, our AWARD-WINNING online product, **Today'sTrucking.com**, reports the best collection of original, in-depth transportation news on the web. If it happens in trucking, you'll read a unique account there first. Here's a recap of some recent exclusives reported online.

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■ If you own a truck company, it's worth far less than it was at the beginning of November. At least that's the considered opinion of Murray Mullen, chairman of the **MULLEN GROUP INCOME FUND**.

Just after the federal government's decision to change legislation governing the taxation of income trusts, *Today'sTrucking.com* quoted Mullen telling analysts that Ottawa's actions affect the valuations of not only income trust carriers but also the worth of companies that the trusts might be considering purchasing.

"To the extent that our valuations are contracted, the entrepreneurs, the mom-and-pop operations that are trying to sell to us are going to see contraction as well," he said in a conference call.

Mullen said that the timing couldn't have been worse for the oil exploration business. Referring to petroleum interests that were operating as income trusts, he said the new rules—which basically tax income trusts like other corporations—are restricting those companies' ability to get capital to take advantage of drilling in the first quarter of the new year, which, he says, "is kind of the main time to go drilling."

While Mullen says he'll continue buying companies with "good market share, good people, and good clientele," he'll now approach acquisitions "more cautiously than we otherwise might be."

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Chatham - Pinwood Truck Parts
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London - A&M Truck Parts, Ltd.
Markham - Neudoerffer Truck Supply, Inc.
Mississauga - Neudoerffer Truck Supply, Inc.
Mississauga - Fort Garry Industries
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Ottawa - Malmberg Truck Trailer Equipment, Ltd.
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ROAD BLOCK: A proposed 'anti-scab' law would bring a quicker end to labor battles, a Quebec MP claims. Trucking companies, however, fear just the opposite.

compared with 31 days over the same period under the Canada Labour Code.

However, business groups like the Canadian Chamber of Commerce and the Canadian Trucking Alliance (CTA), which represents mostly federally regulated carriers, insist the opposite is true.

In joint letter to MPs, the CTA and other industry groups cited studies that show that anti-replacement worker legislation results in increases in strike incidence and duration.

Furthermore, the dependability of Canada's transportation system could be undermined as services may be halted, ports closed, and intermodal facilities shut down more frequently as a result of the law, says CTA.

Can-Am Relations

Not in Their Backyard

The Owner Operators and Independent Drivers Association (OOIDA) created a bit of a stir recently when it called for a U.S. DOT crack-

down on "foreign" commercial drivers operating in the U.S. It wasn't long before the phones started ringing here at *Today's Trucking* and sister publication *highwaySTAR* offices with dozens of indignant Canadians

questioning OOIDA's apparent change of heart toward northern drivers.

A week earlier, OOIDA and OBAC, the Owner-Operator's Business Association of Canada, had announced an amalgama-

tion of sorts—an agreement to share resources and expertise to further the goals and objectives of both organizations—and many lauded the venture.

OOIDA president and CEO Jim Johnston confirmed that he has indeed asked the U.S. DOT to look more closely at foreign drivers, but says he was referring more to Mexican drivers than Canadians.

"We've got a real problem at our southern borders with trucks and drivers that don't meet American safety standards crossing into our country and taking work from American drivers who are required to meet certain standards," Johnston said in an interview. "The problem is really with our enforcement people and elected officials who don't seem to want

heard on the Street

■ After running **WINNIPEG MOTOR EXPRESS** for the last nine years, **Brian Page** decided he wanted something more. So he bought the 400-truck family fleet from its long-time owners.

Now the owner himself, Page has no intention of changing his approach to operating one of Manitoba's fastest-growing trucking companies.

Winnipeg Motor Express grew out of Ram Messenger Service, which was started by Rick Sobey in 1973. Under Page's control, in the last four years the carrier almost doubled the size of the fleet and its annual revenue.

— Myron Love

■ **Dean Omoto**, a fleet manager with **BIG FREIGHT SYSTEMS**, has been named Manitoba's 2006 Dispatcher of the Year. The award, sponsored by Cancom Tracking,

goes to a dispatcher who has demonstrated a commitment to customer service, safety, driver well-being, and problem solving.

Meanwhile, the Manitoba Trucking Association also announced that George Williams of Warren-Stonewall Freight is the recipient of the 2006 Manitoba Trailmobile Service to Industry award. Not only is he committed to his company, says MTA, Williams has been a loyal servant to the industry at large.

■ With no would-be truckers left on the family tree, **Scott Sinclair**, president of **ALL-ONTARIO TRANSPORT**, has decided to sell. The buyer of this small-but-strong, Mississauga, Ont. family fleet is Canada Cartage Diversified Income Fund, a holding company of Canada Cartage. All-Ontario is a third-generation, family-run, specialized truckload carrier with 20 tractors and 20 straight trucks. "We have spent considerable time ensuring that the successful purchaser would be considerate of our employees and our customers alike," said Sinclair, who runs the company with his brother Stuart.

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to confront this issue.”

Johnston says safety standards and pay rates in Mexico are poor, and he fears that Mexican drivers will soon be operating in the U.S. at rates American drivers—and Canadians too, for that matter—can't compete with.

Still, Johnston does admit he has a problem with the fact that Canadian drivers are eligible to haul hazmat loads with only a FAST card as proof of a background check, while U.S. drivers are forced to go through several agencies to clear their names. “You guys seem to be getting off lightly compared to what we have to go through,” he said. “But you know it's not the individual drivers; it's the system I have a problem with. We need some consistency here, and it has to be fair to everyone.”

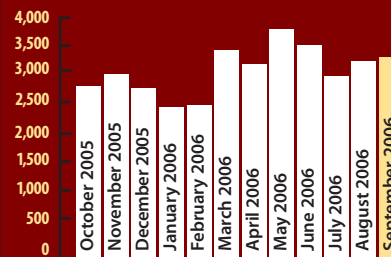
OOIDA's other concerns revolve around the practice of interstating, otherwise known as cabotage. Johnston doesn't want foreign drivers of any stripe moving domestic freight within the U.S. While he says his biggest concerns lay south of his border, he doesn't want to see northern drivers operating illegally in the U.S. either.

“I don't think there is a U.S. driver out there that believes Canadian trucks or drivers are a threat,” he says. “We still consider Canadians our brothers and sisters, but we really don't want to give them all our freight.” ▲

truck sales index

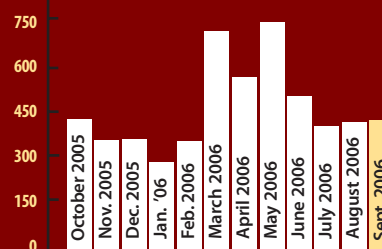
September 2006

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	759	5616	6246	19.7%
International	612	5588	5981	19.6%
Kenworth	525	4885	3798	17.2%
Peterbilt	352	3418	2523	12.0%
Volvo	402	2726	2434	9.6%
Sterling	219	2271	1941	8.0%
Western Star	247	1982	1862	7.0%
Mack	183	1972	1720	6.9%
TOTAL	3299	28,458	26,505	100.0%



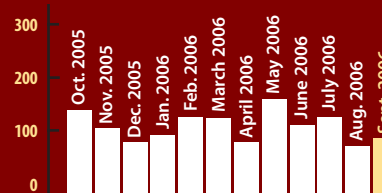
12-month Class-8 Sales

CLASS 7	This Month	YTD '06	YTD '05	Share
International	103	1108	1040	25.0%
General Motors	49	1069	492	24.2%
Peterbilt	72	616	373	13.9%
Kenworth	68	532	410	12.0%
Freightliner	49	412	527	9.3%
Hino Canada	30	321	198	7.3%
Sterling	34	297	282	6.7%
Ford	9	69	143	1.6%
TOTAL	414	4424	3465	100.0%



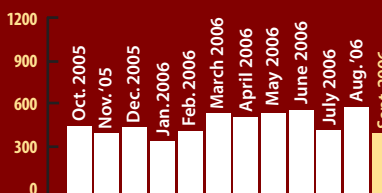
12-month Class-7 Sales

CLASS 6	This Month	YTD '06	YTD '05	Share
International	29	365	486	37.1%
Hino Canada	19	226	137	23.0%
General Motors	15	170	216	17.3%
Freightliner	9	99	144	10.1%
Ford	7	70	57	7.1%
Sterling	5	54	99	5.5%
TOTAL	84	984	1139	100.0%



12-month Class-6 Sales

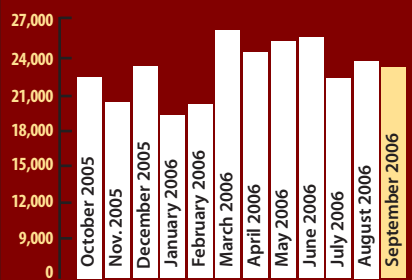
CLASS 5	This Month	YTD '06	YTD '05	Share
Ford	192	1885	1682	43.3%
General Motors	123	1307	1037	30.0%
Hino Canada	40	579	517	13.3%
International	37	419	508	9.6%
Freightliner	17	166	43	3.8%
Sterling	0	0	0	0.0%
TOTAL	409	4356	3787	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	6202	58,601	60,725	27.9%
International	4668	39,383	35,101	18.8%
Peterbilt	3352	27,604	21,728	13.2%
Kenworth	2805	24,058	19,642	11.5%
Volvo	2536	22,548	19,105	10.7%
Mack	2186	21,593	19,341	10.3%
Sterling	1427	12,406	11,316	5.9%
Western Star	241	2512	2175	1.2%
Other	82	1191	453	0.6%
TOTAL	23,499	209,896	189,586	100.0%



12-month Class-8 Sales, United States



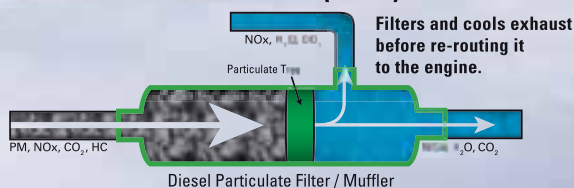
Online Resources: For more truck sales stats, go to todaystrucking.com
Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

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Time's Up

driver's side *Four provinces won't be ready with the new HOS rules. So what?*
By Jim Park

To laugh or to cry: that's where I'm at right now with Canada's new hours of service rules. They've been at it more than 12 years now, and with literally a few weeks left until they were to come into force, four provinces announce that they won't be ready to go on January 1. And one of them has said it won't be following the federal plan when they do come into effect.

As I write this column—at the very, very last minute before we ship it off to the printer—Quebec, Saskatchewan, New Brunswick, and Alberta have declared they won't meet the deadline.

New Brunswick has just been through a provincial election, and the new cabinet needs a little time to get its legislative agenda sorted out. They could be forgiven for that, I suppose. For Saskatchewan, I'm told, it's just a matter of timing. They intend to adopt the federal rule by reference, but haven't been able to get it done yet. I wasn't able to get a reason why Quebec won't be ready by January, and I'm not about to speculate.

Alberta is another story.

With that province in the midst of a provincial party-leadership race, Transport Minister, Ty Lund, pulled the plug on 12 years' work, saying, "The province encourages a collaborative approach to developing government policy and regulations. To ensure proposed changes to Alberta's

commercial hours of service regulation meet the need to manage driver fatigue and the operational needs of operators, additional consultation with industry is necessary."

Lund was appointed in April 2006, and brings less than seven months' experience to the portfolio—and to the HOS discussion.

Former Transport Minister, Dr. Lyle Oberg, was ousted from cabinet in March after suggesting his constituents withhold their support for

are mighty unhappy about the prospect of applying weekly caps to driver hours. None exist presently, making it possible for intra-provincial drivers to work up to 105 hours per week. Imagine what will happen to capacity in that sector when the weekly driving-hour limits are cut by 35 hours?

It came to light on November 9 that four provinces wouldn't be ready by New Year's, and it was suggested then that the rest of

but we're talking Canada here.

So it looks like we'll have six provinces and the territories ready to go on January 1, but not the other four. How then do we enforce the HOS rules? We can't have certain provinces on the new and the rest working with the old. That could create huge inequities—given the more restrictive nature of the new rules.

For competitive reasons, we can't have some carriers voluntarily adopting the new rules, while some would choose to stick with the old.

Regulators have a couple of conference calls scheduled in the days to come—after we've gone to press—so the eventual outcome may be known by the time you read this. At least I certainly hope it is.

But from what I've heard, it'll be April 1 before the provinces start watching for signs of compliance with the new rule, and they'll extend a period of soft, or educational, enforcement until June 30, with the full and final implementation of the rules set for July 1.

Were it up to me, I'd write the regulators a big fat ticket for botching the roll-out of these rules—and I'd put Ty Lund out-of-service for 72 hours for his stunt. After 12 years, you'd think they'd have more of this stuff worked out. ▲

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



Ralph Klein at an upcoming party leadership bid. He's currently after King Klein's old job.

Excuse me, Mr. Lund, but what the heck do you think you're doing? Twelve years into a process that will lead to one of the most dramatic changes in the way trucking does business isn't the time to be playing politics—but I guess to fellows like Lund, politics is the game and the process. Nothing else matters.

The Alberta PC party is in the midst of a leadership race, and there are people in the Alberta resource sector that

the provinces delay implementation of their rules until April 1. The federal rule cannot be changed without going back to Canada Gazette, and to do that would mean a delay of many months. That's out of the question.

But the federal rule is less important in this context than the provincial rules. The cops enforce the provincial rules, not the federal, so even if the federal rule is "in force" on January 1, the provinces aren't obliged to roll theirs out on the same day. Things would be simpler if they did,



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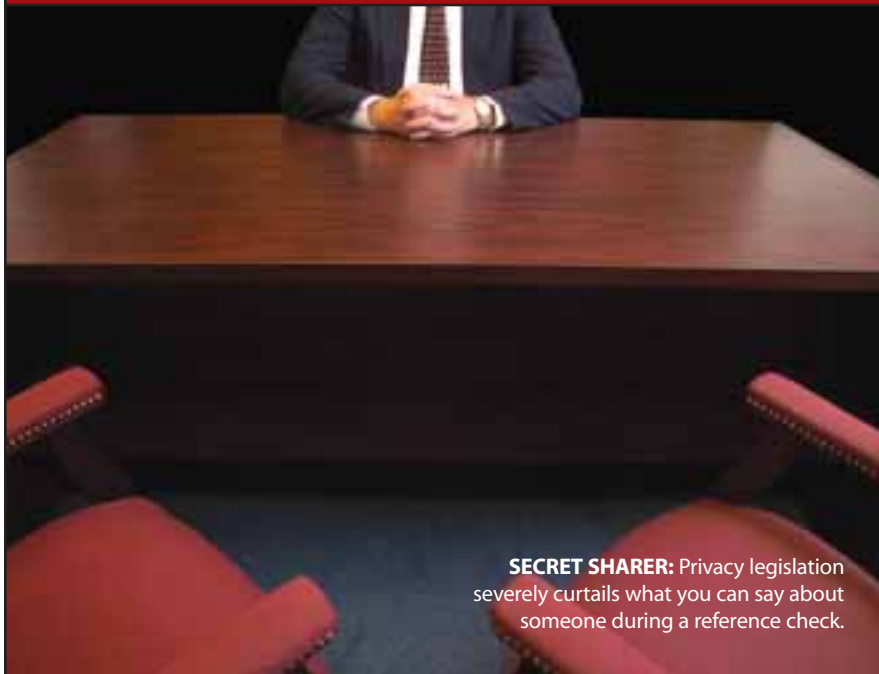
Street Smarts

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31 An accountant on leasing

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



SECRET SHARER: Privacy legislation severely curtails what you can say about someone during a reference check.

For Your Reference

human resources *How to make sure the person you're hiring is a safe bet.* By Duff McCutcheon

So you get a call from the HR department of a firm across town asking about Winston Whiner, one of the biggest complainers you ever had the misfortune to employ. Thankfully he's gone and it seems someone else is checking him out.

Do you vent and tell this guy the straight goods about Winston? About the inch-thick disciplinary file he built up over the years? About the drinking problem?

Not if you want to stay on the right side of the federal Personal Information Protection and Electronic Documents Act (PIPEDA). Enacted in 2004, the legislation regulates the collection, use, and disclosure of personal information associated with a commercial activity.

It has also "essentially made the reference check as we've known it redundant," says Roy Craigen of Transcom Fleet

Services, an Alberta-based trucking consulting company. "Since PIPEDA we can't talk about someone else's pay, discipline—we can't even really talk about their work performance any more."

In fact, without the consent of the individual in question, you cannot disclose any "personal information" you may have gathered about the person during the course of his/her employment to any third party.

And "personal information" covers a lot of ground, though most of it would hopefully never find its way into a reference check: home addresses, phone numbers, age, sex, physical and psychological characteristics, race, present or past state of health, religion, political or other affiliations, criminal record, opinions, intentions, credit records, and financial means, according to Carole McAfee, a labor lawyer with WeirFoulds LLP.

However, it also includes information that a potential employer might like to know, including: education, disciplinary record, and attitudes.

Presumably the person requesting the reference was given your name by the individual in question. Does that imply consent?

Not really. "You should either ensure that the [ex-] employee is giving you this consent, perhaps built into the contract at the time that he or she is hired, or you should get their consent before you reveal any personal information to a third party," says McAfee.

"I would not rely on the fact that your name was put forward as a reference, as implied consent to reveal personal information; I think that the consent must be clearly understood."

So it appears you've got two options: you can call up your former employee and get his/her consent to disclose their personal information; or you can stick to what you can disclose—a confirmation that the employee did indeed work for you between such-and-such a date in such-and-such a role.

If you're the one doing the calling, of course you have to recognize that the reference is going to be constrained by PIPEDA. However, according to Craigen, the reference checker does have one big ace in the hole.

"Really, the key single question that is still valid, and carries a lot more weight than it used to, is: 'would you rehire this individual?' That is a simple yes or no, and if someone says "no", that, today, is a very solid red flag. You're not giving out any personal information with that. And you do not have to justify it."

But Craigen also cautions against instantly taking the reference at their word—especially if you don't know them.

"You have to know who you're talking to," he says. "Are they sore because a good driver is leaving? Are they glad because they're removing a problem from their

Street Smarts

operation to yours? We have to recognize that everyone you're talking to is not going to be above board."

Craigen says you should do a little research on the company, and its HR staff, before you make any snap decisions. How long has this HR person been in that job? Have they been successful in the job in terms of references they've provided or people they've brought into their own organizations? "If you can chat them up a bit, and explore through conversation who you're dealing with, you can usually get a sense of their level of professionalism," he says. "Are they frank? Do they know their stuff? Is there hesitation? Are they skirting some of your questions? Are they not answering with a valid answer? Can they not substantiate some of what you're asking? Ask yourself a few questions and it should help decipher whether or not they're feeding you a line."

Ideally, says Craigen, you should have a

If you call me and I know you and I know the driver, then I'll give you the straight goods.

strategic plan that emphasizes building trust relationships with other firms in the trucking business—building a network of confidantes with whom you can share information, including about drivers.

"If you call me and I know you and I know the driver, then I'll give you the straight goods," says Craigen. "I'm not going to beat around the bush about

losing a good guy or moving a not-so-good guy, and I think there's a lot of good managers that will say the same thing. That's why having that group of confidants is important. Whether it's across the country or across the city—just to have that

level of confidence where you can speak frankly with another firm and share information on personnel."

Can you find those firms?

"It's a real mixed bag out there," he says. "There's a lot of protectionism in trucking. But there's also a lot of companies out there with nothing to hide who realize

that you can only get better by helping each other to get better. That just makes a better trucking industry."

Then there's another niggling little detail. If you're thinking about hiring somebody who's going to be running across the border, the American DOT has some pretty stringent rules about background checks.

Prospective employers are required to collect and document the collection of three years of basic personal, employment, and DMV history, as well as records of the driver's drug and alcohol testing history—positive or negative. And, the prospective employer must take all precautions reasonably necessary to protect the records from disclosure to any person not directly involved in deciding whether to hire the driver.

According to labor lawyer McAfee, you'll need the driver's consent to dig deeper into the past than PIPEDA allows. If the driver doesn't give the green light, you probably don't want him taking your loads away from the dock. ▲

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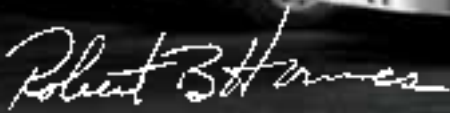
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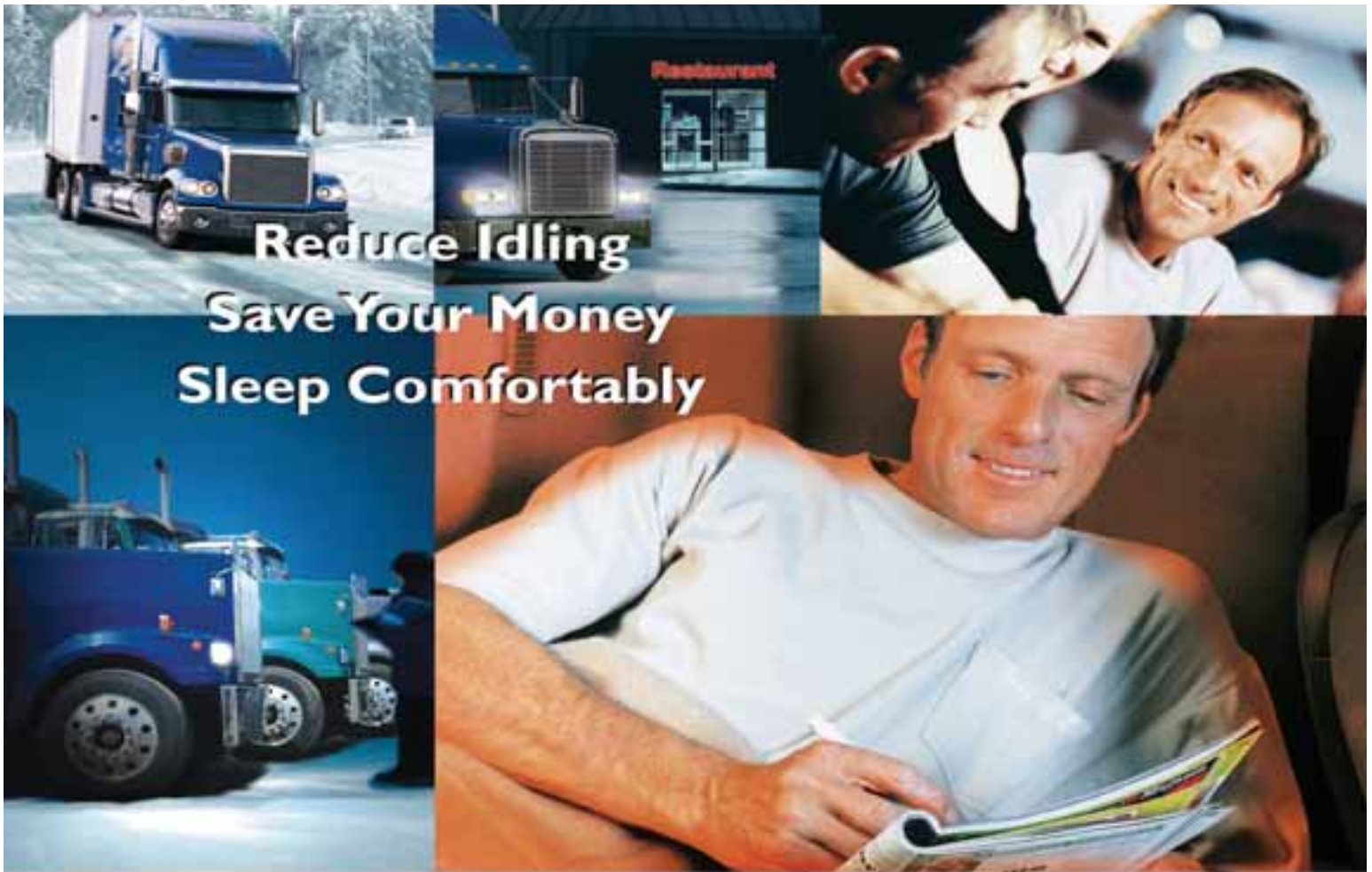
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Timing Is Everything

HOS Drivers aren't the only ones who should change their hours of service.

By Bryant Harris

I started driving in 1978 at the age of 19 for a then small company, Erb Transport in New Hamburg, Ont. I bought my first truck in 1982, and 12 years later I got my own authority and I'm now delivering meat to New York City twice weekly. Business has been good, but these past few months have been extremely frustrating. The new American HOS regulations are driving me nuts.

I used to load on Monday around noon, clear customs, and be in NYC about midnight. I'd be empty by 6:00 a.m. and on my way to my pickup before traffic got started. I'd catch a nap before the customer opened, load, and be in Ontario by midnight. Next morning I'd unload, head for the plant for a noon reload, and do it all over again. Under the old rules, I'd be home Friday by noon—legally.

Now I can't count on anything. For one thing, I can no longer adjust for any delays—some days, 14 hours aren't enough. Occasionally I get tired, but to nap means to give up driving hours. To stop the clock, I have to stop for at least eight hours, which makes me late for my deliveries. Many of my customers are open through the night and close around noon. I push to get to my delivery done and when I'm empty I'm stuck sitting on the side of the road for 10 hours.

I'm missing out on backhaul opportunities because of these new rules.

I often load produce out of Vineland, New Jersey, which is a two-hour drive from NYC. According to the new rules, I need to take eight hours off in Vineland so that I stop the clock. That means I've had to

A majority of the available freight moves in a 500-mile radius. With 10 driving hours available you could easily get to your destination, but with rules based on elapsed time the inevitable delays

able to spend time with family? Is it really worth it? My wife wonders.

If the trucking industry is going to survive, businesses that ship or receive must open 24 hours to accommodate the



With 10 driving hours available you could easily get to your destination, but with rules based on elapsed time the inevitable delays make a 500-mile trip nearly legally impossible.

take 18 hours off in one day.

Now, in order for me to continue providing reliable service I'm forced to get creative with my paperwork, settle for being late, or take a day off at each end so I have the hours available, in case there is a delay along the way. It takes me six days to do what I used to do in five. I can't work six days a week forever and I make less money now, too.

If, however, I make a few adjustments in my book and run the back roads, I can make it work. The truth is I am getting sick of doing that just to make it work. I am not having the fun or success that I used to.

make a 500-mile trip nearly legally impossible.

Somebody once suggested we bill for lost time in order to compensate for the lost revenue, but that's easier said than done. I have been working for the same customer for five years and we get along really well. Supposing I bill them for delaying me four or five hours, does that not open the door for them to bill me for being late as well? If I am delayed on Monday, I will be delayed by that much all week, or until I take a day off. How do I bill for that?

How in the world are we supposed to make any money at this, and still be

truck driver. Then there would be no reason to cheat on paperwork or speed. We could all work the way we want.

As for me, I like to be in bed between midnight and 8:00 a.m. and be home by Friday noon. Anything more than that, I'm giving away the farm just to comply with the rules. ▲

Rather than calling himself a truck driver, Guelph, Ont.-based Bryant Harris says he's a "businessman with a truck." Driving since 1978, he is an independent owner-operator formally recognized as "WindRush Express." His motto: "Service like there's no tomorrow."



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Time and Money

big money Both are keys to whether you buy now or lease later.

By Scott Taylor

There's a rule of thumb in accounting that says the best time to acquire a new truck is at the end of your tax year. It's generally true, as long as you're financing the purchase of the vehicle with a loan and not leasing it.

That's because the Canada Revenue Agency (CRA) lets you expense a half-year's depreciation on the vehicle even though you may have had it for only a month or two. Since CRA allows a 20-percent depreciation expense during a truck's first year, that's a good chunk of change on a new vehicle. You could write off far more than you actually paid out during the short time you've owned it.

That's a nice benefit—a “bonus” business expense that many truck owners incorporate into their tax-planning strategies.

Leasing your new vehicle close to year's end doesn't offer the same tax-related benefit. In fact, if you lease your truck, it may actually be better for you to add the vehicle at the beginning of your business year.

CRA considers that big initial lease payment a pre-paid deposit that you expense and write off over time. You divide the downstroke by the number of months in your contract and expense the amount each month in addition to your regular lease payment and sales taxes. If you put down \$20,000 in cash and/or trade on a five-year

lease, you need to expense an extra \$333.34 over the next 60 months on top of your monthly payment.

If you end the lease early for any reason, you need to write off the remaining balance of the down payment at that time. So if you trade in your leased vehicle after 48 months instead of carrying it to the full term of 60 months, you still have 12 months times \$333.34 (equaling roughly \$4,000 of value) to expense.

Of course, when you compare write-offs on leases and purchases, what you're really talking about is tax deferral, not tax elimination. If you spend \$130,000 on a commercial truck, then you have

People in trucking tend to use the words “buying” and “leasing” interchangeably. But we can't anymore. If your accountant advises you to “buy” a new truck, don't go out and negotiate a lease.

\$130,000 to expense. The difference between buying and leasing is just in the timing of the expense.

That “bonus” expense during the year of purchase is an example. But taking the first-year depreciation amount on the Capital Cost Allowance (CCA) schedule means you'll



have less for later years. Heavy CCA claims in the first two years of owning equipment are great for reducing tax bills, but those smaller CCA claims for the remaining years will mean higher taxes. That's why many people run into tax problems in years four and five of their loan and buy replacement equipment to get back to the higher CCA claims again.

Leasing expenses, on the other hand, are evenly distributed throughout the term of the financing. The write-off for your truck payment is predictable year after year.

Your accountant should be able to walk you through the tax implications of trading in your equipment, which may have changed since the last time you went to market for a truck. This is especially important in light of how CRA regards lease-option agreements.

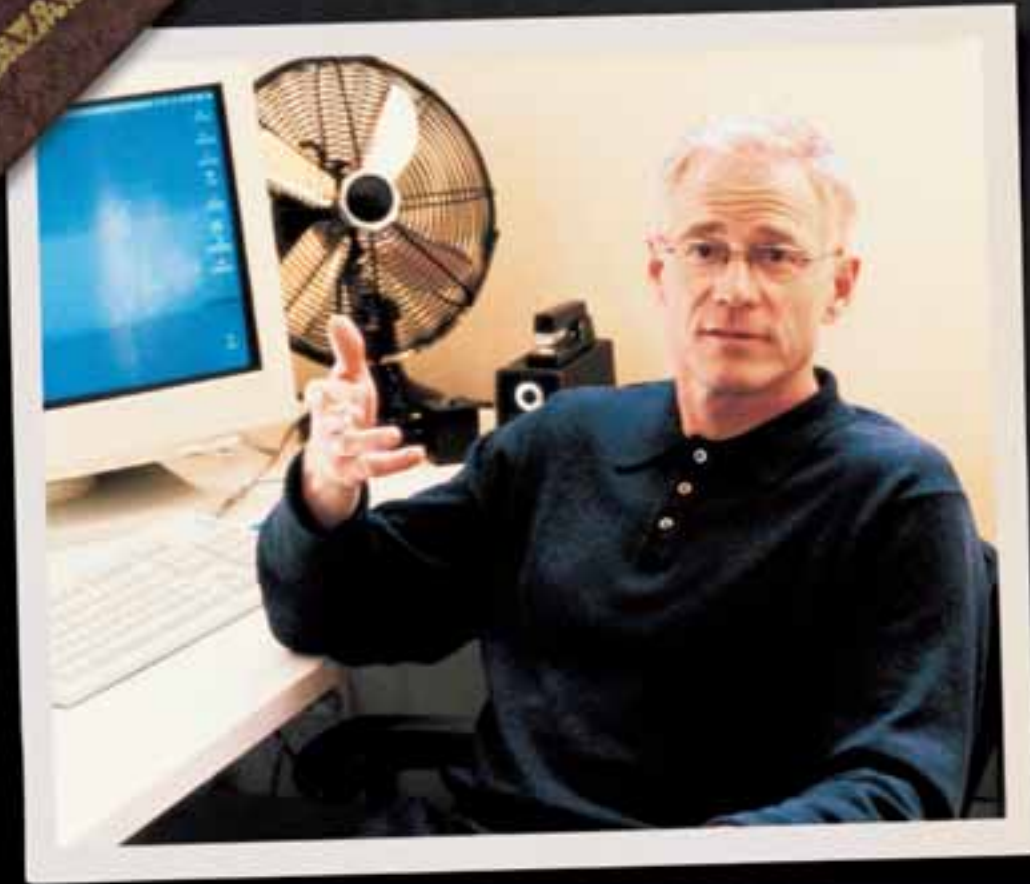
People in trucking tend to use the words “buying” and

“leasing” interchangeably. But we can't anymore. If your accountant advises you to “buy” a new truck, don't go out and negotiate a lease. Purchasing and leasing have totally different effects on your accounting and tax planning.

So now, as you contemplate whether to take on a new truck this year or next, the simplest thing to do is contact your accountant before you proceed in purchasing or leasing equipment. You may be ready to drop Ol' Betsy at the used truck lot and ride off in a shiny new model before the sun sets on 2006. In doing so, you don't want any lingering doubts about the tax implications for you and your business.

For more information, check out the CRA website: www.cra-arc.gc.ca/E/pub/tp/itnews-21/itnews-21-e.html. ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont.



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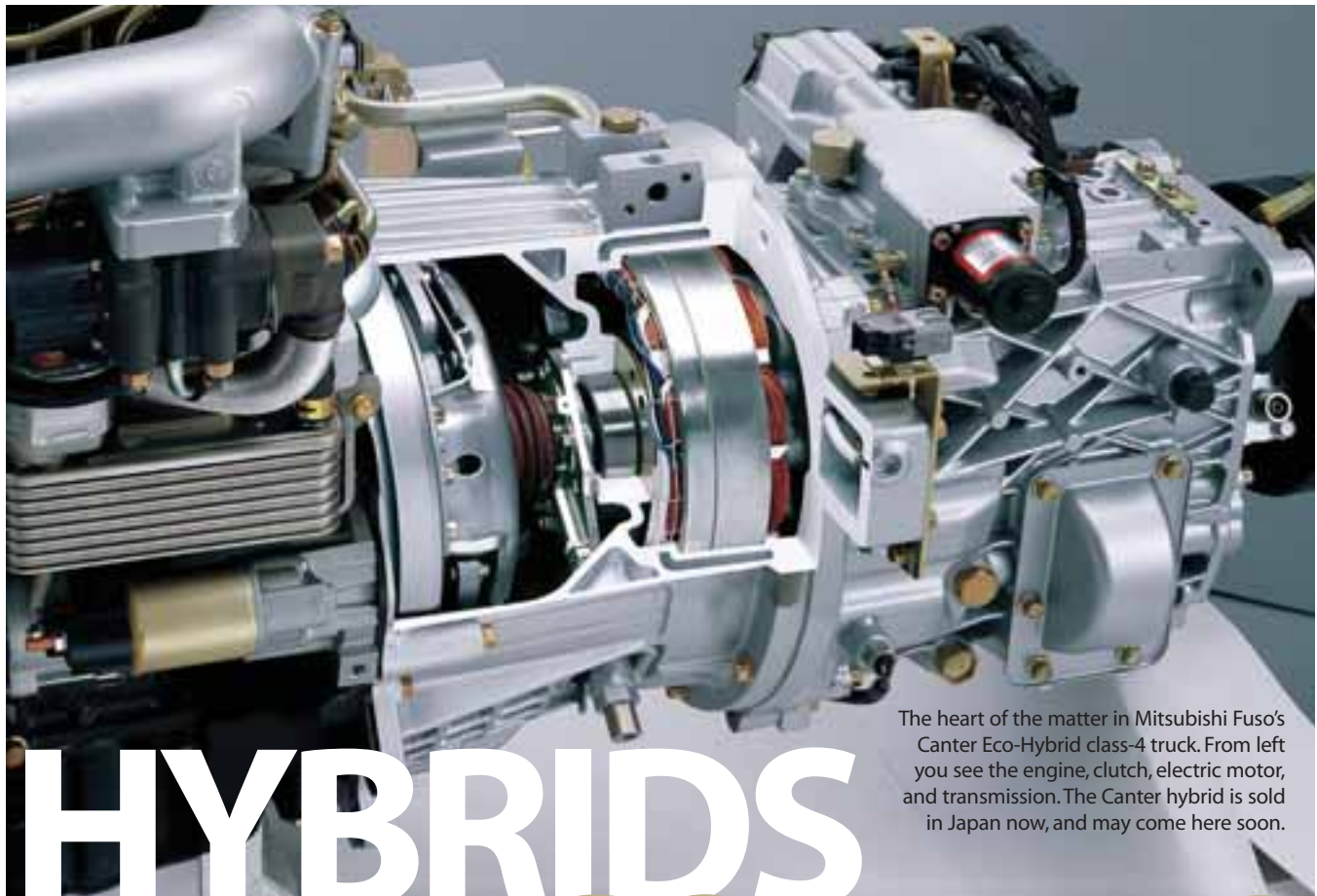
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The heart of the matter in Mitsubishi Fuso's Canter Eco-Hybrid class-4 truck. From left you see the engine, clutch, electric motor, and transmission. The Canter hybrid is sold in Japan now, and may come here soon.

HYBRIDS *are* COMING

PART 2 of our look at hybrid powertrains. They're probably closer to being ready than you think. | **BY ROLF LOCKWOOD**

Financially difficult yet somehow compelling anyway, the hybrid truck is on its way. What remains to be done is what manufacturers call 'commercialization'—the process by which a new technology reaches a stage of critical mass such that it's affordable to the many instead of the rich and adventuresome few. With the exceptions of FedEx and UPS, so far it's only a few public bus and utility fleets backed by government purses that have actively explored hybrid alternatives.

That will change, probably, but it's clear—in North America and Europe alike—that incentives of some useful size are required very soon if we're to move ahead.

In last month's issue we looked at hybrid motive power in a general way ('Hybrids, Hybrids Everywhere', page 40) and especially at the demands of the utility-fleet customer. The focus was on the diesel/electric combination. This time we'll look at what Eaton and some others have been doing, including some very interesting diesel/hydraulic options. Despite my promise last month, space constraints mean I'll have to save developments in battery technology for another issue in the next month or two.

MUCH PROGRESS

Last year a diesel-electric hybrid utility pilot program was launched in the U.S., focusing on 24 International medium-duty utility trucks with an Eaton diesel/electric powertrain. Early tests showed a 40-to-60-percent decrease in fuel use, as I wrote in last month's issue, plus significant emissions reductions. It's all very promising from a technological standpoint.

Eaton, which appears to have a solid position at the head of the hybrid convoy, has also been working with the likes of Freightliner and Peterbilt on the heavy side, and especially with FedEx and UPS in making urban delivery trucks. Just last month Eaton was awarded several U.S. patents for its hybrid electric power system, which will be formally available through several major OEMs next year. The patents are focused on controls and systems, but of particular interest to many fleets is the patented

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ePTO (power take-off) feature. In applications where a truck operates in an off-highway job site, such as utility and telecom applications, the Eaton ePTO feature provides the ability to run equipment while the engine is off—resulting in fuel savings of up to 60 percent and engine idle time reductions up to 87 percent.

As with other such systems, broadly, there's an electric motor/generator located between the output of an automated clutch and input of the Fuller automated transmission. The system recovers energy normally lost during braking and stores it in lithium ion batteries. When electric torque is blended with engine torque, the stored energy is used to improve fuel economy and vehicle performance for a given speed, or it can operate with electric power only.

This past June Eaton announced it has begun development of a hybrid electric power system for heavy-duty trucks, and not just local refuse packers but on-highway machines. The class-8 system will be similar in design and will share many of the same components as the medium-duty equivalent. Eaton says fleets will see significantly reduced fuel consumption, adding that independent test results have shown a 5-7-percent saving versus a conventional class-8 vehicle while driving, and a saving of one gallon per hour when parked.

The system's batteries power the heating, air conditioning, and truck electrical systems while the engine is off. When the idle-reduction mode is active, engine operation is limited to battery charging, an automatically controlled process that will take about five minutes per hour. In



It seems logical that hydraulic hybrid options could be cheaper than electric.

Peterbilt displayed this Model 335 truck at the Hybrid Truck Users Forum National Meeting in San Diego last month. It's powered by the 2007 PACCAR PX-6 engine made by Cummins, plus a parallel hybrid system developed with Eaton. It uses the ePTO feature and should produce a 30-to-40-percent reduction in fuel use, says Pete.

the proposed design, a proprietary feature minimizes engine vibration during start-up and shut-down during the recharge periods, allowing the driver to rest without interruption.

"We see an exciting future for hybrid electric vehicles in the heavy-duty market place," says Kevin Beaty, manager of Eaton Hybrid Power Systems. He adds that the system is in the testing and development phases, and they're working with truck and engine makers and select fleets to produce prototypes for field evaluation. The system is expected to be available well before 2010, and could help meet that year's EPA emissions regulations.

Eaton is not the only player in this game on our side of the Atlantic, though its lead is substantial. Arch rival Arvin-Meritor is about to enter the fray as well. In a chat with chairman Chip McClure and the new president of Commercial Vehicle Systems, Carsten Reinhardt, at the recent IAA show in Hannover, Germany, I learned that the company has delivered a chassis with hybrid powertrain to Ontario body-builder Unicell. The

project was announced late last year and it's making headway, with the ball now in Unicell's court.

Also at Hannover, Volvo displayed a hybrid powertrain for heavy vehicles, combining a D7 diesel engine with electric power for stop-and-go city operations. Tests show potential fuel savings of up to 35 percent, and the D7 can run on renewable biofuel, making it entirely carbon dioxide-neutral. Volvo says it will be possible to launch hybrid trucks on the market "within a few years."

Mitsubishi Fuso is perhaps further down this road than almost anyone else. Now firmly part of the DaimlerChrysler empire, it showed its ready-for-market Canter Eco-Hybrid truck at two U.S. shows earlier this year and more recently in Hannover. It's almost certain that we'll see the diesel/electric class-4 truck here within a couple of years, possibly even in the Sterling 360, a badge-engineered version of the Canter. It's for sale now in Japan. It combines a small, clean-burning diesel engine, an ultra-slim electric motor/generator, and advanced lithium-ion batteries in a drivetrain that also includes an automated mechanical transmission.

Freightliner's prototype utility truck, a Business Class M2 106, sports an Eaton-built hybrid electric system. It's powered by a 230-hp MBE 900 engine that offers 660 lb ft of torque. By adding a 44-kilowatt, 59-hp electric motor in parallel, it builds 290 hp and 860 lb ft of torque with electric and diesel motors paired. The prototype uses electric power takeoff (ePTO) operation—when the batteries get low, the engine automatically turns on for about five minutes to recharge them.



Hybrids

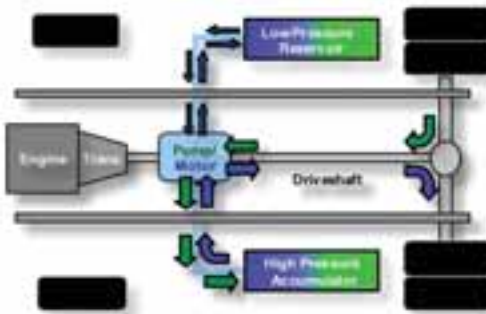
“We at Fuso really believe in hybrid power,” company president and CEO Harald Boelstler told me at the IAA show. “But our aim is that this technology must make a business case in the medium and long term.”

Significantly, Mitsubishi Fuso has been designated DaimlerChrysler’s worldwide ‘Centre of Competence’ for hybrid medium-duty truck development. That means it will lead the engineering process for the company at large, using the company’s global resources.

THE HYDRAULIC OPTION

Then there’s Eaton’s joint venture to produce a hydraulic/diesel hybrid urban delivery truck for UPS in concert with the EPA, International Truck & Engine, and the U.S. Army. In lab tests the technology has achieved a 60-to-70-percent improvement in fuel economy and more than a 40-percent reduction in carbon dioxide emissions, compared to a conventional UPS vehicle. It’s being tested on the streets of Detroit now.

A high-efficiency diesel engine is combined with a unique hydraulic propulsion system, replacing the conventional drivetrain and transmission. The vehicle uses



The Eaton Hydraulic Launch Assist system functions as a secondary source of energy during peak power demand. It consists of a low-pressure accumulator and a high-pressure accumulator on either side of a reversible pump/motor. It’s connected directly to the driveshaft and works in parallel with a conventional gas or diesel engine. The system captures energy normally dissipated as heat during braking, stores it, and uses it later during periods of peak power demand. A more complex hydraulic hybrid system is used in this UPS truck.

hydraulic pumps and hydraulic storage tanks to store energy, similar to what is done with electric motors and batteries in hybrid electric vehicles. Fuel economy is increased in three ways: vehicle braking energy is recovered that normally is wasted; the engine is operated more efficiently; and the engine can be shut off when stopped or decelerating.

“Eaton sees the series hydraulic hybrid as a natural and exciting progression in

the development of hydraulic hybrid systems,” says Craig Arnold, Eaton’s senior vice president and president of the Fluid Power Division.

Similar but simpler technology, which will be available as early as 2007, will find its way into some class-8 vehicles too. It’s been installed in a Peterbilt Model 320 LCF garbage truck, among others, and is presently being tested on the road. Called Hydraulic Launch Assist (HLA),

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it's a parallel system in which a gas or diesel engine with conventional transmission and drivetrain is boosted by stored hydraulic power through a reversible hydraulic pump/motor that sends serious additional torque directly to the driveshaft. The system can provide high torque very quickly, even at very low speeds—like 1,000 lb ft at 0 rpm.

HLA works by recovering a portion of the energy normally lost as heat by the vehicle's brakes, in the form of pressurized hydraulic fluid. This fluid is stored in on-board accumulators until the driver next accelerates the vehicle, at which point the hydraulic pump becomes a motor.

"The technology could have a significant impact on improving the operating costs of customers involved in stop-and-go applications, such as refuse," said former Peterbilt chief engineer Craig Brewster. "Hydraulic Launch Assist can be quickly tailored for maximum fuel economy or enhanced productivity through quicker acceleration and shorter cycle times. Additionally, the system increases brake life and reduces engine and transmission wear, potentially extending component life and lowering service costs. It's also more environmentally friendly by decreasing exhaust emissions and noise."

From a driver perspective, operating a vehicle equipped with the HLA system is seamless and requires no new training or skills. And from a service standpoint, because it uses common hydraulic-based technologies, the system should be familiar territory for shop technicians.

HLA is designed to provide maximum benefit for vehicles with 7,000 lb or higher GVW and engaged primarily in stop-and-go work. It's been in development for several years and is currently in its third generation. Among the trials is a truck built for the U.S. Army. In that case, Eaton says the HLA system can provide a 25-to-35-percent improvement in fuel efficiency, with 25-to-35-percent reductions in emissions, and even greater reductions in brake wear.

Ford has also been working with Eaton on HLA and has had the system in a heavy F350 pickup truck for a few years now. It's pretty high on this technology.

"Ford thinks that both electric and hydraulic regenerative systems have a future," says John Brevick, a Ford mechanical engineer working on the HLA system. "But for heavy vehicles like our 10,000-lb F-350 trucks, hydraulics are better at capturing lost energy than electric systems."

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captures and then reproduces, a 10,000-lb vehicle can accelerate from a dead stop to between 25 and 30 miles per hour with no assistance from the vehicle's combustion engine.

While it's impossible to get anyone to comment on price, it seems logical that hydraulic hybrid options could well be cheaper than electric and more appropriate in some applications. The controls are certainly simpler on the face of it. And maintenance would be a decidedly less complicated task. Sounds promising.

We'll explore more of the future in the coming issues. ▲

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BY PETER CARTER

A LOOK AT
WHERE
TRUCKING'S
HEADED IN

20
07

AROUND A CORNER AND
UP A HILL

According to CBC's satirical news program *The Mercer report*, Wayne Gretzky recently jumped on the celebrity endorsement bandwagon by throwing his support behind a non-profit organization. And the Great One's chosen charitable organization? Ford.

The joke's very funny, unless you happen to be in trucking.

The auto industry's lousy year was just one of the concussive blows that rendered 2006 a trucking *annus horribillus*.

After a decade of gains hobbled only by a shortage of qualified drivers, the past four quarters have been tumultuous.

The American economy slowed. As the American dollar sank, the Loonie soared. Exports to the States dried up. Canadian manufacturing soured like week-old two-percent milk. According to the latest statistics, Canadian manufacturers shipped \$47.9 billion worth of goods in October, down 3.3 percent from the previous month.

As manufacturing dropped off, freight patterns changed. Southbound lanes disappeared. Central Canadian carriers who traditionally focused on U.S.-bound cargo shopped for customers with goods for Western Canada. Ontario carriers' backhauls originated in Vancouver instead of Lexington. Rates dropped.

In Quebec's forestry business, tensions with the U.S. and quota reductions coupled with higher fuel prices and other costs saw a serious downturn in the paper and lumber-shipping businesses.

The ominous switch to '07 engines kept up its dissonant roar and the pre-buy that lots of experts said wasn't going to happen, happened. Then, on Halloween, the federal government slipped the mat out from under some of Canada's biggest trucking companies—the ones that operate as income trusts—by announcing a change in the corporate tax structure what would see the payouts be taxed like corporate dividends.



Trucking 2007

While the brass at some of those fleets are still determining the long-term effects of the change, the chairman of the Mullen Income Fund and veteran trucker, Murray Mullen, told investors that the new taxation rules effect all trucking companies. His rationale: the devaluation of the big

believe that the tremors felt during 2006 amounted to some economic gear jamming and right now, the engine speed is about to at least get close to the road speed so the trucking industry will be up and running again.

To whit: The head of the Canadian

Some truckers see the oncoming year as the year during which the industry's cream will handily float to the top.

income trusts such as Transforce, Contrans, or Mullen, mean that they won't have the purchasing heft when it comes to valuing "mom-and-pop operations," the entrepreneurs who would sell out to the income trusts, which have been growing by acquisition.

For his part, the CEO of Trimac, another income trust/trucking company, Terry Owen, described the taxation-law change as "flabbergasting."

It seems that for trucking, in 2007, there's nowhere to go but up. Believe it or not, many observers of this industry

Trucking Alliance (CTA) David Bradley cautioned members of the industry against over-reacting to current circumstances.

"The market can be a fickle confounding creature at times. Every few years it takes a breather but one thing is sure, it always bounces back and then people will be scrambling to get their freight moved."

When Murray Mullen told his shareholders that he was going to be more cautious when investing in new properties, he went on to say that Mullen would be looking at more acquisitions that meld with the parent company's plans.

As for the devaluation of the trusts, while it's too early to determine the full impact, at least one financial firm issued a better-than-market analysis report for Transcon, the biggest of the funds. Because of trucking's capital model—and the fact that the taxes on income trusts will only be applied to a portion of their payments to shareholders, "they will remain high-revenue producers," an insider at the securities firm said.

Some truckers see the oncoming year as the year during which the industry's cream will handily float to the top.

Mike McGarron, the founder and president of Bolton, Ont.-based MSM Transportation put it this way: "There's a hell of a lot of freight out there to be moved. And if you can't make money in trucking now, you don't deserve to be in the business."

The CTA's Bradley also said that he doesn't expect the current rate softness to be permanent. "There are some wild cards in the economic outlook, notably oil prices and the value of the Canadian dollar. But the economy has been showing a high

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OIL BETS ARE OFF

Get used to high diesel prices. That, according to Eric Starks, president of FTR Associates, a Nashville-based trucking consultancy. FTR products include the U.S. Freight Mode analysis, based on more than 200 commodity groups, and Starks is a leading researcher in freight modal share forecasting.

"It's a pretty safe bet that high fuel prices will be with us for a while. You're going to see some jumping around, but \$70-plus per barrel for oil is going to be the norm," says Starks. "I don't think we'll get back to \$2 per gallon for fuel in this cycle. There would have to be a world slowdown in demand to get us back there."

Starks figures that as much as \$20 to \$25 of that \$70-barrel is due to uncertainties in the marketplace, or what some economists call the "risk factor."

"There are so many issues out there affecting the price of oil," he says.

"The Middle East, Venezuela, Russia. All those big players are starting to try and manipulate the market in some fashion. Each has its own agenda and they all play into that additional pricing."

Oil prices rose with the Israel/Hezbollah conflict, but the fact that they didn't stay at those levels is a good sign, he says. "But

if something happens with Iran I think all bets are off."

So. Interested in getting your consumption down in the face of higher diesel prices?

You owe it to yourself to investigate the Fuel Economy Digest, a publication of the Technology and Maintenance Council of the American Trucking Associations (ATA).

This 90-page info-packed handbook should be standard issue for not only drivers but also technicians, purchasers, and dispatchers. It teems with fuel-saving tips, including easy-to-understand cost-per-mile calculators and spreadsheets that measure how much fuel you use—or lose—because of add-ons such as APUs or trailer aerodynamic features.

Did you realize that the presence of dead bugs on the front of a truck indicates an air-flow problem? Or that you can actually measure how much fuel gets wasted because of an inept driver's heavy foot habits?

You won't regret this. Check out <https://tmc.truckline.com/store>, select "maintenance" in the search category and then type in "fuel economy." Failing that, call 1-800-282-5463.

degree of resiliency and while growth may be more modest in some regions and sectors, things are for the most part steady."

Your biggest headaches, industry champions such as Bradley say, will remain the driver shortage and fuel prices. Your biggest challenge will be to maintain rate discipline.

Sounds easy, right? Except that Canadian rates depend on the market and to a large extent, there are two major forces at work on the complexion of Canada's truck business: what happens in the rest of the world, and the oil patch.

Here's the Conference Board of Canada's take on how those factors will unfold here:

■ Consumer-spending growth will weaken south of the border because American real-estate prices are slumping. According to the Conference Board, that will limit economic growth in Canada to 2.7 percent this year and to 2.9 percent next year.

■ Robust GDP growth is expected in Newfoundland and Labrador next year as mineral production intensifies. Except in New Brunswick, where there will be major capital projects, growth in the rest of Atlantic Canada will be weak.

■ Economic conditions have been exceptional in, surprise surprise, Alberta. Nonetheless, on the heels of a seven-percent increase this year, a solid GDP gain of five percent is anticipated in 2007.

■ Apart from forestry, most sectors in British Columbia will enjoy a favorable outlook. The mining and construction sectors are doing particularly well.

■ Manitoba is facing solid prospects in the construction industry and sturdy overall economic growth. Saskatchewan is contending with sluggish uranium and potash production this year, but the situation should be resolved next year.

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December 2006

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DATE

*** ATTENTION TRUCK OPERATORS... YOU MUST ANSWER QUESTIONS 1 THRU 5 IN FULL.**

*** NON-TRUCK OPERATORS USE BOX BELOW ONLY**

NAME _____ TITLE _____
 COMPANY NAME _____
 COMPANY ADDRESS _____
 CITY _____ PROV. _____ POSTAL CODE _____
 TEL () _____ FAX () _____
 E-MAIL _____

1 HOW MANY VEHICLES ARE BASED AT (OR CONTROLLED FROM) THIS LOCATION? PLEASE INDICATE QUANTITIES BY TYPE

TRUCKS _____ TRUCK TRACTORS _____
 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 Yes No
 Class 7: 26,001 to 33,000 GVW Yes No
 Class 6: 19,501 to 26,000 GVW Yes No
 Class 3,4, or 5: 10,001 to 19,500 GVW Yes No
 Class 1 or 2: Under 10,000 lbs. GVW Yes 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
(D) Farming
(E) Government (Fed., Prov., Local)
(F) Public Utility (electric, gas, telephone)
(G) Construction/Mining/Sand & Gravel
(H) Petroleum/Dry Bulk/Chemicals/Tank
(I) Manufacturing/Processing
(J) Retail/Wholesale/Delivery
(K) Logging/Lumber
(L) Bus Transportation
(M) Moving & Storage
(N) Waste Management
(O) Other

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

A. New vehicles & components

- 01 Trucks, Tractors
- 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
- 10 Shop equipment and tools

C. Fleet Products & Services

- 11 Equipment Leasing
- 12 Computers, Software
- 13 Financial services, Insurance
- 14 Fleet management services (fuel reporting, permits, taxes)

D. 15 None of the above

TO BE COMPLETED BY NON-TRUCK OPERATORS ONLY!!!

What best describes your basic business as it relates to truck/bus fleets? (Check Only ONE)

- MANUFACTURER (including factory branches) of trucks, buses, trailers, bodies, components, parts, supplies or equipment.
- NEW/USED VEHICLE DEALER/trucks, tractors, trailers.
- HEAVY DUTY WHOLESALER/components, parts, supplies or equipment.
- INDEPENDENT FLEET SERVICE/REPAIR SPECIALIST
- OTHER (Specify) _____

GEOGRAPHIC SMOOTHING

If late 2006 was underscored by anything, it was the rapidfire announcements of cutbacks. Freightliner, Volvo, Navistar—one OEM after the other told the world that they'd be curtailing manufacturing at plants around North America. The pre-buy was taking its toll.

Mike Pennington is the senior director—Global Marketing Communications and Industry Relations—for ArvinMeritor's Commercial Vehicle Systems. Pennington says that since so many fleets purchased new trucks in the pre-buy of '06, companies like his are being forced to re-examine their aftermarket end of the business.

When it comes to the aftermarket, he says, "Grow it if you have it."

"While we expect the market to be somewhat softer in the next few years due to the large number of new vehicles purchased prior to '07 [and a corresponding drop in average vehicle age]," he says "we do have many new and focused programs to continue the excellent growth that we have seen in recent years."

Like others, when Pennington's talking growth in '07, he's thinking cross-border growth. "We see growth in international mar-

kets like Mexico, Europe, Australia, and Brazil."

And, he recommends others think likewise.

He calls it "geographic smoothing." He sees opportunities galore in places such as India with, as he says "its insatiable need to move goods, and a solid political infrastructure. There are lots of opportunities in sourcing, joint ventures, acquisitions, and strategic alliances. You'd be surprised how many parts and components in today's North American trucks are coming from India and Turkey.

One of the leading export services is engineering.

China is impacting the truck business in Canada, too, not only via the aftermarket parts business, but also in our own transportation patterns. When the giant new \$160-million container terminal and intermodal facility opens in Prince Rupert, B.C., in late 2007, Canada will have a new shipping hub and the voyage of a container load of North American bound freight from Beijing to North America will be a full 24 hours faster.

According to the terminal's President and CEO Don Krusel, the facility will create significant employment and business opportunities throughout northern British Columbia, Alberta, and Western Canada.

And then we come to central Canada:

■ According to the Conference Board's economists, central Canada will suffer most from the slowdown in consumer demand south of the border. Economic growth in the region will languish for one more year.

Still, all is not bleak: the domestic economy continues to benefit from decent gains in after-tax income. That means, in the estimation of Brian Taylor, chief at Liberty Linehaul, "baby boomers will still want to buy stuff, and that stuff has to come by truck."

Trucking is not going to slow down. It's simply going to change.

In Taylor's estimation, the shifting trade patterns of the world should force carriers in Canada to re-think the word "backhaul." It's easy for Taylor. He already has a secondary base of operations. In California. So he is accustomed to finding American shippers.

But he also thinks that it's time other Canadian truckers formed partnerships

with carriers and customers south of the 49th.

He also thinks that the current rate crunch will be a field leveler.

According to the CTA's Bradley, "The shortage is only going to deepen; the demographics of the industry ensure that. This is not only going to continue to push up wages, but it will inevitably suck up any excess capacity that may temporarily exist."

Meanwhile, the big guys are hardly slowing down. In late October, even after the feds changed the income trust rules, Contrans and Mullen announced purchases.

Contrans took over the 18-truck Tripar Transportation, a specialized overnight fleet service that runs primarily between southern Ontario and northeastern U.S., and Mullen moved on Carl Brady Trucking and Brady Sand & Gravel Ltd. The big guys' accountants might have to reconfigure their Revenue Canada remittances, but they're still determined to keep on trucking. ▲

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In Gear

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55 Lockwood's products

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

GOOD AS NEW: Part of the Freightliner Reliability Growth fleet, this M2 with the MBE 926 that we tested had clocked just over 102,000 miles.



This Dog Can Hunt

road test 2007 MBE 900: a medium-duty engine with a heavy-duty heart. By Jim Park

I'm a big-truck guy at heart. Big sleepers, big motors, big loads; but I have to say, the little MBE 900 engine under the hood of this day-cab Freightliner M2 got me thinking. The truck is part of Freightliner's engine evaluation fleet, and it's been running over 500 miles a day around the state of Oregon in order to validate the design improvements to the 2007 version of the MBE engine. At 102,000

miles, it felt as tight as new, and on our little test jaunt, that engine made pretty short work of the 62,000 pounds it's been dragging around since the spring.

Work began on the 2007 version of the MBE 900 back in 2003, and much of the effort since then has been directed toward strengthening the product line, says Detroit Diesel Corporation (DDC), not just gearing up to meet the '07 EPA rules.

SPEC SHEET

FREIGHTLINER M2 – 106

ENGINE: MBE 926

300 hp @ 2200 rpm

860 lb ft @ 1200 rpm

TRANSMISSION:

Eaton Fuller 10 speed

GVW as tested 64,000 lb

MILEAGE AT TEST: 102,000

In Gear

In previous incarnations, the MBE was available in four and six cylinder versions. The '07 version is a single platform, 7.2 L in-line-six block, with variations in the peripherals making up for the performance differences. The standard engine features a single-stage turbocharger, and cast-iron block and head, with ratings from 190-250 hp (2,200 rpm) and 520-660 lb ft of torque at 1,200 rpm.

The high-performance version features a compact graphite iron (CGI) block and head, along with a dual-stage turbo. Power ratings run from 260-350 hp (2,200 rpm) and 800-860 lb ft of torque at 1,200 rpm. (The 350 hp version is for fire, EMS, and RV applications only, sorry.)

Both versions are available with two engine brake options; an exhaust brake producing up to 110 retarding horsepower,

or a combination exhaust and compression brake that can bring up to 215 hp to bear on the braking effort.

The next generation of DDC engine electronic architecture, DDEC VI, manages turbo response, multiple injection events, aftertreatment service, and much more. It's a more comprehensive electronic system, and it will be fully compatible with the Series 60 in terms of diagnostic hardware, codes, etc.

Cooled EGR remains the NOx reduction strategy—just more of it, coupled with an aftertreatment device to manage soot.

Passive and active regenerations will be required on a daily to weekly basis—

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THE FINE PRINT

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15,000 miles; Long-haul 20,000

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depending on the engine and the application—and may require driver initiation or inhibition. Physical cleaning may be required between 200,000 and 400,000 miles, starting with Stage 1 cleaning, an on-vehicle compressed air cleaning that could take between two and three hours. Stage 2 cleaning involves flushing the filter in a liquid cleaning solution, off the vehicle. In most cases, a reman filter will be exchanged at the time of service. In the two or so hours we had the truck—mostly stop-and-go driving around the city of Portland—a regen event was not required.

BETWEEN THE CURBS

Three-hundred horsepower is pretty good performance from a 7.2 L engine, and while the torque numbers might seem a little light, at 62,000 lb GVW, I can't say I found it wanting. We pulled a few decent urban grades, and it shone. It gets up to speed in a real hurry—with much of the credit going to the two-stage turbo. Having said that, the turbo is very driver friendly. That is, it snaps to attention when it's needed, but it's not overly aggressive.

The gear steps of the Eaton 10-speed direct we had was ideal for this environment, though I suspect many of these trucks will be spec'd with automated or automatic boxes when they hit the street in January 2007.

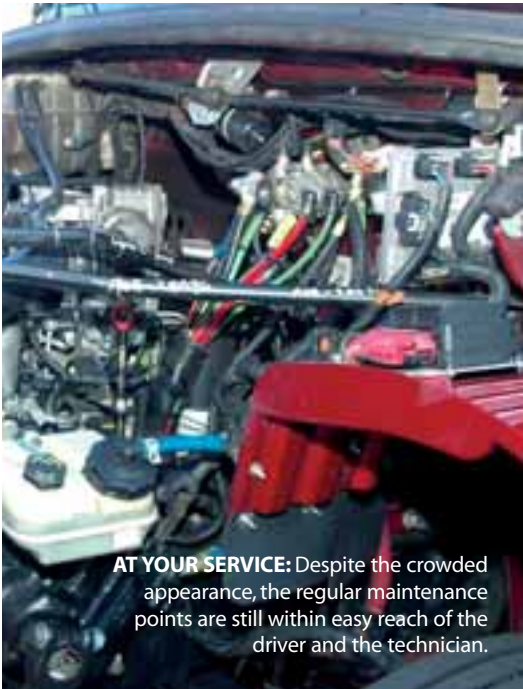
Among the strong points of the engine is its quietness. Both in the cab and outside the vehicle, the MBE 926 was downright unobtrusive. Drivers will like that, and so will the folks watching it go by from the curb. The engine brake deserves a mention, too. It lives up to the billing, but you'll hardly notice it's working—another plus in an urban environment.

Expect an up-charge of between \$4,500

and \$6,000 for the MBE series engines, but you'll find similar increases anywhere you look in 2007. ▲

Online Resources:
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If you know an owner-operator who is dedicated, professional, and places a high priority on the important things in life – family and community – we'd like to hear about that person. We'll be crowning our third highwaySTAR of the Year next spring in Montreal during Expocam, so start thinking about who you'd like to nominate. The contest is open to all working owner-operators in Canada, which is to say; they still drive the majority of the

miles that are put on the truck, they earn their living from trucking, they reside in Canada and have a Canadian commercial drivers' license.

You may visit our website to fill out a nomination form, www.highwaystarmagazine.com, or check the registration form on the opposite page as we gear up for the 2007 highwaySTAR of the Year Award. Get your nominations in right away.

"We, along with our valued sponsors – Freightliner Trucks, ArvinMeritor, Espar Heater Systems, Caterpillar, Chevron, Michelin, SelecTrucks, and OBAC – believe that owner-operators are a 'driving' force behind Canada's trucking industry. An under-appreciated force at that. So once again we honor one of these dedicated, professional truckers with our 2007 highwaySTAR of the Year Award."

Jim Park, Editor highwaySTAR

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We Need Your NOMINATIONS!

Please nominate someone who truly deserves this award. Someone who is maybe a little bit special. Someone dedicated to professionalism, with a clean driving record and a clear commitment to safe driving and fuel efficiency. Possibly a person who gives something back, who is more involved in the industry and community than is utterly necessary. We're looking to recognize the whole person, not just the one at the wheel. This true "highwaySTAR" will be honored during the ExpoCam 2007 Show in Montreal, Quebec April 12, 13, 14 2007.



Please take a moment to NOMINATE someone today.



The highwaySTAR of the Year may be nominated by anyone with a business or personal relationship to the nominee. We will conduct follow up interviews with both the nominee and the nominator to ensure the accuracy of the information provided.

I WOULD LIKE TO NOMINATE:

Name: _____

Contracted to: _____ or Independent

Home Address: _____

City: _____ Province: _____ Postal Code: _____

Tel. home: _____ Bus: _____ Mobile: _____

NOMINATED BY:

Name: _____

Relationship to nominee: family/spouse ; employer ; co-worker ; friend .

Address: _____

City: _____ Province: _____ Postal Code: _____

Tel. home: _____ Bus: _____ Mobile: _____

TELL US ABOUT YOUR CHOICE. USE ADDITIONAL SPACE IF NECESSARY.

In your own words please explain why you think this person is deserving of the title highwaySTAR of the Year: Discuss their unique approach to work, their problem solving skills and business skills. Detail any courses taken, and certifications earned. Give examples of extraordinary customer service or any unique hobbies or extra-curricular interests including any community involvement.

Remember, we can only judge your nominee by what you tell us. You may make a stronger case by sending additional information on a separate sheet. Feel free to include supporting documentation with your nomination.

FAX THIS FORM TO (416) 614-8861. This form can also be found at www.highwaystar.ca and can be electronically submitted. You may e-mail your nomination with all of this information to jpark@highwaystarmagazine.com, or, mail this entry to:
 highwaySTAR of the Year
 451 Attwell Drive, Toronto, ON M9W 5C4
Deadline for entries is February 23, 2007.

Description of selection criteria

In keeping with highwaySTAR's mandate, we are looking for a well-rounded, community-minded candidate who is active outside the trucking industry and takes the image of the industry personally. While driving record, years of service, and driving habits are important; they will be considered along with other aspects of the driver as a whole.

All nominees will be awarded points based on the following criteria: a safe driving record; customer service skills; community involvement; industry involvement; unique hobbies; efforts to improve our image; respect of peers; and business skills.

Nominations will be reviewed by a panel of editors and contributors to highwaySTAR magazine. A short list of finalists will be reviewed by a panel of owner-operators from across the country.

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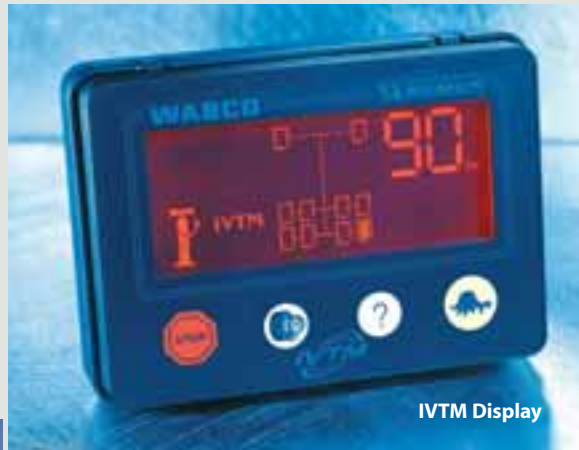
TIRE-PRESSURE MONITORING

MICHELIN TO MARKET WABCO SYSTEM

MICHELIN North America will soon be marketing WABCO's Integrated Vehicle Tire Pressure Monitoring System (IVTM) in Canada. It's been available to the European trucking industry since 2003. Distribution details remain to be worked out in Canada but expect its availability in early 2007. It's ready now in the U.S.

The IVTM system offers real-time pressure information especially suited to trucks that don't return to their terminal every night, or even every week. An on-board monitor gives the driver a constant readout of tire pressure

modules regularly measure and transmit tire-inflation data via radio frequency to an electronic control unit (ECU), which in turn transmits them to a dash-mounted display. Both visual and acoustic signals warn drivers of abnormally low tire



IVTM Display

IVTM Module



pressure, slow leaks, and tire position—as well as the appropriate corrective action.

Trailers are individually equipped with their own IVTM ECU that transmits tire-inflation data by RF to any IVTM-equipped tractor to

on tractor and trailer tires and can warn of improper pressure and slow leaks, thanks to an algorithm that constantly compares information between and across axles. The system helps drivers maintain tire inflation at the optimum level, and to control costs by reducing fuel consumption, tire wear, and tire-related down time. The majority of all tire failures start with slow leaks, Michelin says, which can be prevented by IVTM.

The system consists of external wheel-mounted modules that are connected to the tire valves with pneumatic hoses. The

which they are coupled. IVTM can also be connected directly to the vehicle's controller area network (CAN) databus and integrate tire inflation and early warning information into a vehicle's multifunctional dashboard display. The system is compatible with existing telematics and fleet management systems, Michelin says.

The system can easily be retrofitted by a trained technician—in about three hours for an 18-wheel rig—and fits most North American vehicle configurations.

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KENWORTH K360 CABOVER

CLASS 7 COE BASED ON DAF LF55

Kenworth's new K360 class 7 cabover model is for urban delivery applications. Based on the DAF LF55 which was European Truck of the Year in 2002, it's a highly maneuverable truck that will be matched to 22- to 26-ft bodies.

The 33,000-lb GVWR K360 will initially be launched with a 5.9-liter PACCAR engine (in fact a re-badged Cummins ISB) and 6-speed manual transmission. The initial offering will be in a 4x2 class 7 truck configuration with 220 hp and maximum torque of 605 lb ft. Full production launch of the K360 is scheduled for late next year when it will be offered with



the new PACCAR PX-6 engine family. Horsepower ratings will range from 220 to 280 hp with torque up to 620 lb ft. A combination of automatic and manual transmissions will then be offered.

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MAXXFORCE DIESEL ENGINES

INTERNATIONAL DEFINES MAXXFORCE LINEUP

International Truck and Engine has announced its lineup of MaxxForce diesel engines for 2008-model-year trucks.

Beginning in January, MaxxForce engines become the signature power plant for International on-highway class 4-8 trucks. The lineup includes:

Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of November 7, 2006 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	96.9	-2.0	80.2
VANCOUVER *	94.6	0.0	64.2
VICTORIA	93.1		66.3
PRINCE GEORGE	89.4	-0.8	65.3
KAMLOOPS	94.6	-0.1	70.3
KELOWNA	94.9	-0.3	70.5
FORT ST. JOHN	98.2	-1.3	73.7
YELLOWKNIFE	105.9	-3.5	86.8
CALGARY *	84.2	-0.3	66.4
RED DEER	86.2	-0.3	68.4
EDMONTON	82.1	-0.1	64.5
LETHBRIDGE	84.9	-3.0	67.1
LLOYDMINSTER	89.7	-1.0	71.6
REGINA *	90.3	2.7	66.2
SASKATOON	89.0	-0.1	65.0
PRINCE ALBERT	91.6		67.4
WINNIPEG *	82.4	-0.8	62.2
BRANDON	81.9	-3.5	61.8
TORONTO *	85.7	-2.1	62.5
OTTAWA	88.2	-2.7	64.9
KINGSTON	88.8	-0.4	65.4
PETERBOROUGH	86.9	-2.7	63.7
WINDSOR	87.9	0.9	64.6
LONDON	83.4	-0.2	60.4
SUDBURY	89.5	-0.5	66.1
SAULT STE MARIE	90.9	-2.0	67.5
THUNDER BAY	90.6	-0.2	67.1
NORTH BAY	86.8	-0.8	63.6
TIMMINS	95.2		71.5
HAMILTON	86.8	-1.4	63.6
ST. CATHARINES	85.9	-3.7	62.7
MONTRÉAL *	96.4	-1.5	64.4
QUÉBEC	95.9	-1.5	64.0
SHERBROOKE	96.4	-1.5	64.4
GASPÉ	95.4	-0.5	63.5
CHICOUTIMI	94.7	-2.0	62.9
RIMOUSKI	94.9	-2.8	62.9
TROIS RIVIÈRES	94.9	-3.0	62.9
DRUMMONDVILLE	95.4	-0.5	62.9
VAL D'OR	98.4		62.9
SAINT JOHN *	95.0	-2.7	62.5
FREDERICTON	97.0	-0.5	64.2
MONCTON	96.7	-0.7	64.0
BATHURST	98.2	-0.4	65.2
EDMUNDSTON	98.7	0.3	65.6
MIRAMICHI	96.2	-0.1	63.5
CAMPBELLTON	97.4	1.0	64.5
SUSSEX	94.3		61.8
WOODSTOCK	99.9	-0.1	66.7
HALIFAX *	94.7	-1.8	63.7
SYDNEY	97.3	-1.6	66.0
YARMOUTH	96.5	-2.9	65.2
TRURO	94.6	-2.2	63.6
KENTVILLE	94.8	-2.4	63.8
NEW GLASGOW	96.5	-2.5	65.2
CHARLOTTETOWN *	93.2		64.5
ST. JOHN'S *	102.9		69.8
GANDER	102.4		69.3
LABRADOR CITY	108.3		74.5
CORNER BROOK	101.5		68.5
CANADA AVERAGE (V)	89.4	-0.9	64.2

V-Volume Weighted

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

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

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

www.espar.com



In Gear

MaxxForce 5, built on International's V-6 engine platform, with a larger EGR cooler and enhanced electronics. It will power class 4-5 International CityStar commercial trucks with 200 hp and 440 lb ft of torque.

The MaxxForce 7, an all-new turbo V-8, will power class 5-7 International DuraStar medium-duty trucks as well as buses and two vehicles in the XT Family. It offers ratings of 200-230 hp and 560-620 lb ft of torque. A 300-hp-plus rating will be offered in the fall of 2007.

The MaxxForce DT is built on the DT 466 inline-six platform and will power class 6-8 DuraStar and WorkStar trucks with 210-300 hp and 520-860 lb ft of torque.

The MaxxForce 9, also built on International's inline-six architecture, features a bigger EGR system and will power class 7-8 DuraStar and WorkStar trucks with 300-330 hp and 800-950 lb ft of torque. The similar MaxxForce 10 will find its way into class 8 WorkStar and TranStar trucks with 310-350 hp and 1050-1150 lb ft of torque.

Then there's the MaxxForce 11 and MaxxForce 13, the new big-bore diesel engines for class 8 trucks based on a European MAN block. They sport technological advances such as a strong compacted-graphite iron cylinder block. The MaxxForce 11 will be offered in the TranStar, while the MaxxForce 13 will be available in the ProStar. Their production launch will be in the fall of 2007.

See your dealer or visit www.internationaldelivers.com.

IMPROVED GLADHAND SEAL

PHILLIPS SEAL WITH DUST FLAPS

Phillips Industries has re-designed its poly seal with integrated dust flaps, making it even easier to install with its slightly tapered lip, the company says. When not in use, a trailer's air system can be contaminated with dust and debris entering through an unprotected gladhand. To replace the need for a shutoff, Phillips Industries worked with a major North American fleet to develop a more economical solution. The grey polyurethane dust flap integrated in the gladhand seal is used with a filter screen



International Truck and Engine MaxxForce 7

creating a barrier which catches dust and debris before it enters the air system. The new grey dust flap seals (12-0167) and filter screens (12-038 and 12-039) are available from an authorized Phillips distributor.

See www.phillipsind.com.

TIRE REDUCES SPLASH

MICHELIN'S NEW XZA2 ANTI-SPLASH TIRE A small rib protruding high on the sidewall of Michelin's new XZA2 tire makes wet-weather driving easier for both truck and car drivers. The rib, running around the circumference of the tire, reduces the splash trajectory height by more than 50 percent compared to standard truck tires. The water that is kicked up—often



Michelin's XZA2

into the path of other vehicles—has less opportunity to impair the vision of adjacent car drivers because it's less likely to reach windshield height. By the same token,

the truck driver's view in his mirrors is much less likely to be impeded.

The all-position radial tire is optimized for splash reduction in steer-axle service, Michelin says. The XZA2 was actually taken off the Canadian market almost a year ago but is back in this new configuration.

The anti-splash XZA2 also sports "advanced-technology compounding" that's said to help reduce the tire's rolling resistance, increasing fuel-efficiency,

durability and casing endurance. More than 7,000 trapezoidal micro-sipes on the tire's groove edges help to break water surface tension to promote improved traction on wet and slippery roads. With its patented shoulder-groove design, the new tire also offers enhanced resistance to uneven shoulder wear.

See your dealer or visit www.michelin.com.

NIAGARA REEFER

CARRIER'S SINGLE-TEMP TRAILER UNIT
The Niagara trailer refrigeration series, called "the first major evolution" of **Carrier Transcold's** X-Series, features a modern new look. The single-temperature Niagara units build on the current X-Series' features.

The new reefers feature a major exterior redesign. Panel doors are made of DuraShell 2, a thermoplastic olefin composite. It has structural integrity comparable to the X-Series' original DuraShell material, Carrier says, but with triple the impact strength, double the



Carrier Trailer Unit

UV light resistance, 50-percent better thermal stability, and 20-percent better heat resistance. An optional chrome package is also offered.

The Niagara's improved sound quality is said to come from design changes

and use of a quieter gearbox. The twin-sheet panel construction, acoustic foam on the interior surfaces, and integrated door seals help contain sound output. An optional composite bottom panel is available.

Technicians will appreciate improved access to mechanical parts, the maker says. Uniquely, Niagara models have hinged side doors that open all the way to the top, providing total access with the flip of a single latch on each side

door. The front panels swing open from the center with a single latch release.

Four models will succeed the current single-temperature units: the Niagara 2500A, Niagara 2100A, Niagara 2100, and Niagara 1800, replacing the Ultima XTC, Ultra XTC, UltraXT, and Extra XT respectively. The Niagara model numbers relate to capacity in BTUs at the deep-frozen setpoint.

See your dealer or visit www.trucktrailer.carrier.com.

KELLER ON HOS

CANADA'S REVISED HOS REGULATIONS

J.J. Keller's 'Hours of Service Canada: A Driver's Guide' helps drivers and fleet managers understand the 'hows' and 'whys' of Canada's new hours-of-service regulations.

With this training program, students will learn more about daily maximums,



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In Gear

off-duty requirements, weekly cycles, and more. An easy-to-understand video clearly illustrates the HOS issues that matter most to managers and drivers.

The HOS program offers several ready-to-use training tools including a 25-minute, closed-captioned video. Available on DVD (with extra bonus features) or VHS tape, the program is said to combine engaging video with expertise from

industry professionals at all levels.

It also includes an instructor's guide with training log; driver handbooks; a Canadian duplicate log with recap/training evaluation in English and French; an 'awareness poster that reminds drivers about the new rules; and a wallet card sheet (a perforated sheet of 10 wallet cards for drivers to use as proof of training).

See www.jjkeller.com.

MACK STABILITY PROTECTION

MACK MAKES RSA STANDARD

Mack's Road Stability Advantage is a full electronic stability system made by Bendix and designed to reduce incident



potential and enhance customer profitability. It uses the existing ABS wheel speed sensors, along with steering, yaw, and lateral acceleration inputs, to deactivate the throttle and selectively apply the brakes in sharp curves, sudden lane changes, or obstacle avoidance maneuvers. Mack began offering the RSA system as an option on its highway tractors late last year.

See your dealer or visit www.macktrucks.com.

EASY PINTLE HOOK

HOLLAND LAUNCHES THE PH-30RP41

The Holland Group says its new PH-30RP41 pintle hook replaces the PH-30 and PH-T-60-AOL-8 models. The Holland PH-30RP41 is a versatile, rigid-mount pintle hook designed for over-the-road and off-road towing. It comes equipped with the company's new FastLatch, claimed to be the industry's



easiest-to-operate one-handed latch. It replaces Holland's original latch and is equipped with an automatic secondary lock, eliminating the need for chains or cotter pins. It also features stronger steel, resulting in improved durability, and Holland's patented NoLube technology which eliminates lubrication. These technological advances introduced in the PH-30RP41 have become the foundation for Holland pintle hook production. These advancements will be worked into

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every Holland pintle hook model over the next few years.

The PH-30RP41, 20 percent lighter than its predecessors, is designed for medium-duty service, accommodating a 6,000-lb maximum vertical load and 30,000 gross trailer weight. Primary applications include utilities, landscaping, light construction, and the military. See www.hollandhitch.com.

DONALDSON'S INTERCHANGEABLE COMPONENTS

MEDIUM-FLOW FUEL FILTER

Donaldson has launched an improved medium-flow fuel filter with modular features, designed as a cost-effective, bolt-on replacement to existing filters. Its flexible design allows it to satisfy a variety of cost needs and performance specifications, the company says.

A single-base head assembly is used with the modular components, which include a water sensor, electrical heater, visual water bowl, manual priming pump, and life indicator (electronic or visual). The filter can also feature a Donaldson 'Twist&Drain' valve, interchangeable between the clear plastic bowl and the spin-on, to reduce maintenance costs.

The mix-and-match components allow users to build individualized filters easily. Different fuel media technologies can be used. Depending on the need, the filter can use traditional silicone-treated cellulose or synthetic media featuring Synteq. That's one of Donaldson's newest filter media, which removes contaminants and emulsified water from the fuel stream with a multiple-layered media technology, providing engine fuel pumps and injectors the highest level of protection.

See www.donaldson.com.

PREMIUM BLUE IN CJ-4

VALVOLINE ENGINE OIL FOR '07

Valvoline says its Premium Blue SAE 15W-40 engine oil, endorsed and recommended by Cummins Inc. for its heavy-duty diesels, now exceeds the require-



MICHELIN'S eTIRE SYSTEM IMPROVED

It isn't fully on the market quite yet, but the second generation of MICHELIN'S eTire system with its all-new sensor patch should rouse interest from fleets running local and regional routes. Like the original introduced in 2002, eTire II aims at carriers whose trucks return to a terminal daily. With a sensor patch and RFID tag inside each tire, a drive-by radio-frequency reader 'sees' individual tires as they enter the terminal and automatically reads their pressure. A handheld reader is also available.

"Pressure maintenance and tire tracking continue to make the top of the wish list of most fleet maintenance managers," says Marc Laferriere, vice president of marketing for Michelin Americas Truck Tires. "The ability to offer accurate, temperature-compensated, automatic pressure measurement is what we are seeking to attain."

Temperature compensation allows the eTire II system to identify vehicles with slow leaks as they re-enter the service terminal. Such slow leaks could otherwise be hidden by the higher temperatures of the tire and you end up with the dreaded morning flats that can disrupt operations.

Developed by Michelin's research arm and Honeywell Sensing & Control, the eTire II system includes the sensor patch that's applied to the interior of the tire's sidewall, the two reader types, and the 'BibTrack' Internet-based tracking software that allows a fleet to monitor its tire assets from multiple terminals.

The handheld reader has been redesigned and ergonomically improved, but it's no tiny little Palm Pilot. The drive-by reader has also



Michelin eTire Handheld Reader

evolved and is now more powerful and more robust than the eTire version.

The sensor patch is what's most different. It now weighs less than half an ounce and contains two main components—an RFID module and a battery-free pressure/temperature sensor. It's so small and thin—with a thickness equivalent to a few sheets of paper—that you won't find the tire-balance problems that sometimes cropped up with the previous sensor. It's also reliable and fast, says Michelin. If there's a downside here, it's that the new system is not backwards compatible, but Michelin says it will continue to support the original version.

So when do we see eTire II? "We are now ready to start limited production and test for market acceptance," says Laferriere.

ments of the American Petroleum Institute (API) Service Category CJ-4 spec for use in four-stroke diesels designed to meet 2007 emission standards. It's backward-compatible and will also meet CI-4 Plus and CI-4 specs.

Premium Blue CJ-4 engine oil is designed for modern engines



equipped with sophisticated emissions-control hardware, including all types of exhaust gas recirculation, diesel particulate filters, and Caterpillar ACERT technology.

Valvoline All-Fleet Plus SAE 15W-40 and Premium Blue Extreme full synthetic SAE 5W-40 will remain approved for API CI-4 Plus products until market conditions change. Valvoline All-Fleet Plus SAE 15W-40 has met the engine test requirements of API CJ-4.

See www.valvolinehd.com. ▲

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By Peter Carter

Unexpected Blind Spots

How to make sure each and every part of the machine is working right

You know how when you transfer photos to the computer and you have to give the photo a name so you can find it easily afterwards?

Well, I was doing that the other day and found yet another way to screw things up and it involves naming those little photos.

I took the picture you see on this page earlier this month on “Take your Grade Niner to Work Day,” when my son Michel and I went to visit an Ontario Ministry of Transportation (MTO) inspection station, just east of Toronto on the 401.

Later that day, we also took a 2007 Mack Vision out for a spin, courtesy of the generous folks at Performance Equipment in Mississauga. It took Michel about 27 seconds to figure out how to over-ride the in-cab alarm that lets you know when you’ve exceeded the speed limit. Unfortunately for me, Mack’s sales guy, Dan Harrison, probably did more to attract Michel to the world of sales when my intention was to lure him into business journalism. Dan and I agreed that the sales future is pretty rosy despite what we agreed is this weird wariness the industry seems to be going through at the moment.

Long-term, Michel, Dan, and I concurred, this growing economy’s still going to need lots of trucks.

But what it won’t benefit from are bone-headed moves like the one I made with the little photographs.

The reason there’s more than just Michel in the picture? Ministry folks invited their grade-niners to the jobsite too, as did a few people from Mackie Transport. So when Michel and I arrived at the scales, there was an army of youngsters learning about logistics, safety, regulations, and why the next time somebody accuses trucks of being dangerous these young people will be able to talk about how stringent the rules can be.

The MTO inspector managed to find a small tire flaw on the trailer behind the brand new Pete that Mackie’s safety boss Bob Smith brought in for the show’n’tell exercise.

It wouldn’t be an OSS situation, but still—he wrote it up and the slight flaw would have to be tended to at Mackie’s shop. Some might consider the infraction a real hair-splitter, but it certainly drove the safety point home.

But that’s not the lesson I learned. Mine came later.

I returned to the office the next day and emailed a thank-you note to Christine Levin, the MTO’s acting district enforcement coordinator, who organized my and Michel’s visit. I asked if she’d like to see one of the photos. Of course she was more than gracious and I forwarded a few shots.

I didn’t realize this until after I had pressed send, but two out

of three of the little shots included the word “at the coop.”

Which rhymes with oop. (Ms. Levin was very diplomatic about my mistake, incidentally.)

You know, a few days before I got behind the wheel of that Vision, I took a spin on one of those half-million-dollar driver simulators—the kind that gives you a feel for roads, transmissions, and perspective. They’re great for training new drivers and retraining guys who have problems with certain techniques.

What I think this industry really needs are human-interaction simulators. So we don’t make goofy mistakes when it comes to interpersonal communication. Which is where some of trucking’s costliest mistakes get made.



The simulators could place participants in real-life situations that need talking out of.

For drivers, you might simulate a nose-to-nose confrontation with dock hands who don’t speak English but insist on some petty details that make the driver’s day miserable.

For dispatchers, you could have a virtual argument with a late driver who insists he’s clean out of hours.

The guy who talks to your local Bee-mo or CIBC might use some practise negotiating banking fees.

And whoever sends out corporate communications could practise labeling materials (such as photographs) properly, so as to not offend the recipients.

The more I think about it, the clearer it becomes that good driving is only one part of trucking. Every department in your operation deserves just as much attention to training. ▲

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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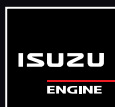
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