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June 2006
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Today's Trucking

The Business Magazine of Canada's Trucking Industry



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Is Vancouver's port problem solved?



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Driveline survival tips



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Tested: Natural gas diesel hybrid

MONEY *from* TREES\$?



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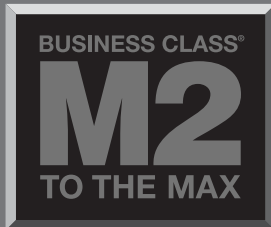


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The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson
Award Winner**



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Money's my governor

It seems like the Ontario Trucking Association's (OTA) efforts to implement mandatory speed limiters means we have CEOs of some of the largest companies wanting to dictate how fast all truckers can drive. I think they know if a fleet has the stigma of being a "slow fleet," it will have a difficult time recruiting drivers, so the OTA is trying to look more attractive by slowing everybody down.

These people are insinuating that all truck drivers are dumb and can't make any smart business decisions on their own.

What's next? Trucks must only drive in the right lane? No trucks on the highways at night or weekends? Trucks not allowed to make deliveries downtown during daylight hours? All drivers must urinate in bottles so companies and can easily test for drugs?

An appropriate analogy would be saying all members of a certain visible minority are inclined to steal and therefore require 24-hour chaperones.

This is all we need: Give the governments even more authority to govern every aspect of our lives.

Asking the general public for an opinion on truck speed is as absurd as asking motorists if they are paying too much for gasoline. Of course the public wouldn't mind the trucks going fast as long as those trucks are carrying the products they needed yesterday.

Incidentally, even though I've owned many ungoverned trucks, I cruise at only 62 to 65 mph. My budget is a very effective governor.

Ed Kerkhoven,
Casselman, ON

HR? No thanks

Re: "Lasting Impressions," by Stephen Petit, April 2006.

I got a kick out of Canadian Trucking Human Resource Council's (CTHRC) executive director Linda Gauthier's statement that a trucking company's next hire should be a human resources person.

Does she not realize that over 80 percent of all trucking companies in Canada have 25 or fewer trucks?



Trucking companies with 100 or fewer power units need a lot of things—better rates to pay drivers; improved conditions for the meager staff; larger margins so they can cover the ever-increasing costs of safety and compliance—but an HR person? I don't think so. Ms. Gauthier's comments remind me of my Navy days when the officer who served in the field under the foulest of conditions then goes to HQ in Ottawa where everything is provided for: staff, material, weekends off, Tim Horton's next door, etc. These officers soon forget what it was like in the trenches and are quick to make unreasonable suggestions on how to operate in the field.

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Brighton, ON

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By Rolf Lockwood



Are We Doing Enough?

When it comes to mechanical integrity, satisfying the law just doesn't cut it.

Lord knows the stink was a big one. Lord knows we deserved it. Back in the 1990s when wheels were falling off trucks far too often in southern Ontario, the popular press tore us apart. Innocent people had been killed, after all.

So what did we learn? Wish I knew.

At first even industry veterans were mystified as to what was happening. Why? More particularly, why now?

The latter question has never been answered to my satisfaction, and there may in fact be no answer. The truth is, I think, that wheels were not coming adrift any more often than in the past, rather that happenstance concentrated a few horrible incidents in a place where public attention was inevitable.

When a wheel falls off a truck rolling across the Prairies at 4:00 a.m., who's going to notice? It bounces off the pavement and into a field of wheat. End of story. When it happens in one of the 16 lanes of Highway 401 across the top of Toronto at 4:00 in the afternoon, chances are 100 percent that people will know it, and nearly as certain that someone will be hurt. And in that case, the story has just begun.

As to the why of it all, it soon became apparent that simple ignorance was the core problem. Wheels and wheel ends and tires were erroneously seen to be simple bits of machinery that could be taken care of by the least well-trained guys on the maintenance staff. Complacency reigned supreme.

Folks didn't understand the need to use a torque wrench on fasteners, nor did they know how to use one properly. For that matter, despite readily available information, people didn't know the specific torque values required in specific cases. The honest ignorance spread to issues like rust on wheels and rims—or even a simple build-up of paint—and what that can do in terms of preventing fasteners from doing their jobs.

There was no rocket science involved but training was obviously in order, and fast, so the Automotive Transportation Service Superintendents Association and a few manufacturers stepped into the fray and provided some instruction right away. We helped them organize the effort, as it happens, acting as administrators for this temporary fix. Eventually, the Ontario Trucking Association took on the task and created a good course that is now used across the country.

The Ontario government, and I believe it's alone in doing this, subsequently made a zero-tolerance law that makes the carrier 'absolutely' liable for mechanical bits and pieces that may fall off

trucks. No defence is possible, not even the basic due diligence argument. Like the OTA, I think this is altogether too harsh, because there's no maintenance regime in the world that can predict the failure of a mechanical component with absolute reliability. Not even close. We deal with unpredictable failures all the time, all of us, in trucking and out of it, so common sense has been abandoned here. Luckily, the vast majority of the failures we face have no effect on public safety.

There's no evidence one way or another to prove that the training, or the absolute liability law in Ontario, has actually improved things. I can't believe that it hasn't helped, and helped a lot, but I

I learned last week of an incident in which a set of duals came off a trailer and crunched a small SUV pretty comprehensively.

don't know that anyone is keeping track. I raise all of this, and wheel-offs in particular, because I learned last week of an incident—and saw the pictures—in which a set of duals came off a trailer and crunched a small SUV pretty comprehensively. The little truck was

parked at a convenience store some distance from the highway, so the heavy wheel-and-tire assembly must have bounced madly for quite a while before hitting its version of paydirt. I can easily picture people scattering to get out of its way, and I can well imagine the shock that the owner of the SUV felt when he came out of the shop, weak coffee and stale bun in hand, to find his Chevy totalled.

This happened in Texas, not Canada, but it got me wondering if we've become complacent about this issue and about mechanical integrity in general. I don't know that we have, but I've also seen studies of varying sorts in the last few months that suggest we haven't really nailed things down on the mechanical safety front. The obvious example is brakes, where we still have a ton of work to do.

What I really fear, and there's evidence to back me up, is an attitude amongst some carriers and owner-operators that in maintenance and inspection terms, the minimum will do. The law demands X, so I will do X and no more. In fact, 'X' is a simple regulatory matter, and it's rarely enough.

Just food for thought. Better yet, for action. ▲

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

Dispatc

BY MARCO BEGHETTO

CP Photo



LINE IN THE SAND: For a while it looked like there'd be a repeat of last year's truckers' strike in Vancouver. Instead, it looks like stability will prevail.

Collective Bargain

Container haulers at VanPort are becoming unionized, and even drayage companies admit it may save the Lower Mainland from more chaos.

Stu Shields never imagined the day when he'd be applauding a federal Conservative policy, but the national representative of the leftward-leaning Canadian Auto Workers (CAW) union says he couldn't be happier with how the Tories settled an age-old labor dispute between independent container truckers, drayage

companies, and the Vancouver Port Authority.

Although there were originally some concerns that the government's decision to not extend an interim licence agreement could trigger a repeat of last year's six-week wildcat strike by 1,200 can haulers, Shields says the move may have instead saved the port from further chaos.

That's because the temporary licensing system for port access—based on government mediator Vince Ready's recommended rate structure (up to 30 percent haulage fee increases and fuel surcharges) paid to owner-operators—could only have been continued for another 90 days with legislative support before permanently expiring. So, instead of extending the

so-called Ready provisions, David Emerson, federal Minister of International Trade and for the Pacific Gateway, announced the government would ensure that carriers "comply with a set of minimum conditions" for port access—including remuneration for owner-ops—but those standards would be determined and enforced by the Vancouver

Shields



COMPETITION AND COMPLIANCE: Robert has much to live up to as CTA chair.

Port Authority. On cue, the VPA said it would continue to maintain the Ready-inspired memorandum with its new powers.

"They've actually done one better than what we were asking, which was to extend the Ready [provisions]. They've actually brought stability to the ports," says Shields, whose union now represents about half the independent truckers who parked their trucks last year under the auspices of the ad-hoc Vancouver Container Truckers Association (VCTA). Another 450 former VCTA owner-operators are currently awaiting CAW certification from the labor board, resulting, as Shields predicts, in possibly 95-percent union representation of independent container truckers working Lower Mainland port terminals.

Unionizing "independent" contractors isn't a new concept—especially in trucking. There's ample case law for it, including the infamous "Mackie decision," in which a landmark Canada Industrial Relations Board (CIRB) ruling certified the Teamsters union to bargain for about 200 independent owner-operators and agency

LA BELLE ALLIANCE

You know who he is. He's one of Quebec's most outspoken truckers and he's been chosen by the Canadian Trucking Alliance (CTA) to succeed the late John Cyopeck, who tragically lost his hard-fought battle with cancer in April.

Claude Robert—who's never been shy about getting behind the wheel of his own trucks—is considered one of the most innovative and energetic leaders in the industry. He says he intends to build on the momentum started by previous CTA chairmen Evan MacKinnon of MacKinnon Transport, Reimer Express' Allan Robison, and, of course, John Cyopeck of Canpar.

Thinking of his immediate predecessor, Robert knows he has a lot to live up to. "John was a wise man. This is how I will remember him," Robert tells *Today's Trucking*. "He was extremely respectful of people and this is one of the reasons why everybody appreciated him so much. The industry has lost a great ambassador."

Robert will carry the CTA torch with a goal of promoting "a new culture of competition based on compliance" in the trucking industry. That includes championing the CTA's main lobbying project—mandatory activation of speed limiters on all trucks in Canada.

Each provincial trucking association in the country has already endorsed the proposal under the CTA banner.

"It's important to harmonize the rules in the Canadian trucking industry so that the rules apply to everybody in a fair competing market," he says. "Speed limiters is not a pet project, it's a necessity. A responsible carrier limits its speed for safety purposes, but also for fuel savings and to preserve the environment."

Robert is defending the CTA suggestion of a 105-km cap on all trucks in the country.

"Let's not forget it is 5 km/h over the maximum

legal speed allowed on Canadian highways. Let's not forget either that some American states have limited their speed at 55 mph. The 105 km/h limit reflects reasonable and responsible behavior and it is not exaggerated."

The always-outspoken Robert adds he has little patience for those who oppose mandatory speed limiters. "Their arguments make so sense," he says. The Owner-Operator's Business Association of Canada (OBAC) and thousands of other independent truckers would likely disagree. OBAC has submitted technical and academic evidence to government officials that the speed differential between cars and trucks as a result of limiters increase the rate of accidents.

While CTA has rarely chosen to debate its critics, Robert counters with perhaps the most direct response yet from the member carrier camp: "The speed differential between a truck running at 105 and a car will never be high enough to cause an accident, unless the car is practically stopped or driving at incredibly high speed."

Another controversial topic, but one that has the support of OBAC, is the required adoption of electronic on-board recorders to monitor and improve compliance. "Paper log books are a joke," says Robert. "Onboard recorders would not eliminate cheating but they would make it much more difficult. The industry has to comply to the same rules if we want to have the right price for our services and then be able to offer our drivers a fair pay."

While carriers and shippers have done a much better job of solidifying partnerships these last few years, Robert insists that more work needs to be done.

"The way to face operational cost increases is to be more creative. We must target a 100-percent customer satisfaction rate. To do so, we must work together. Only this way carriers and their customers will stand out of the crowd during difficult periods."



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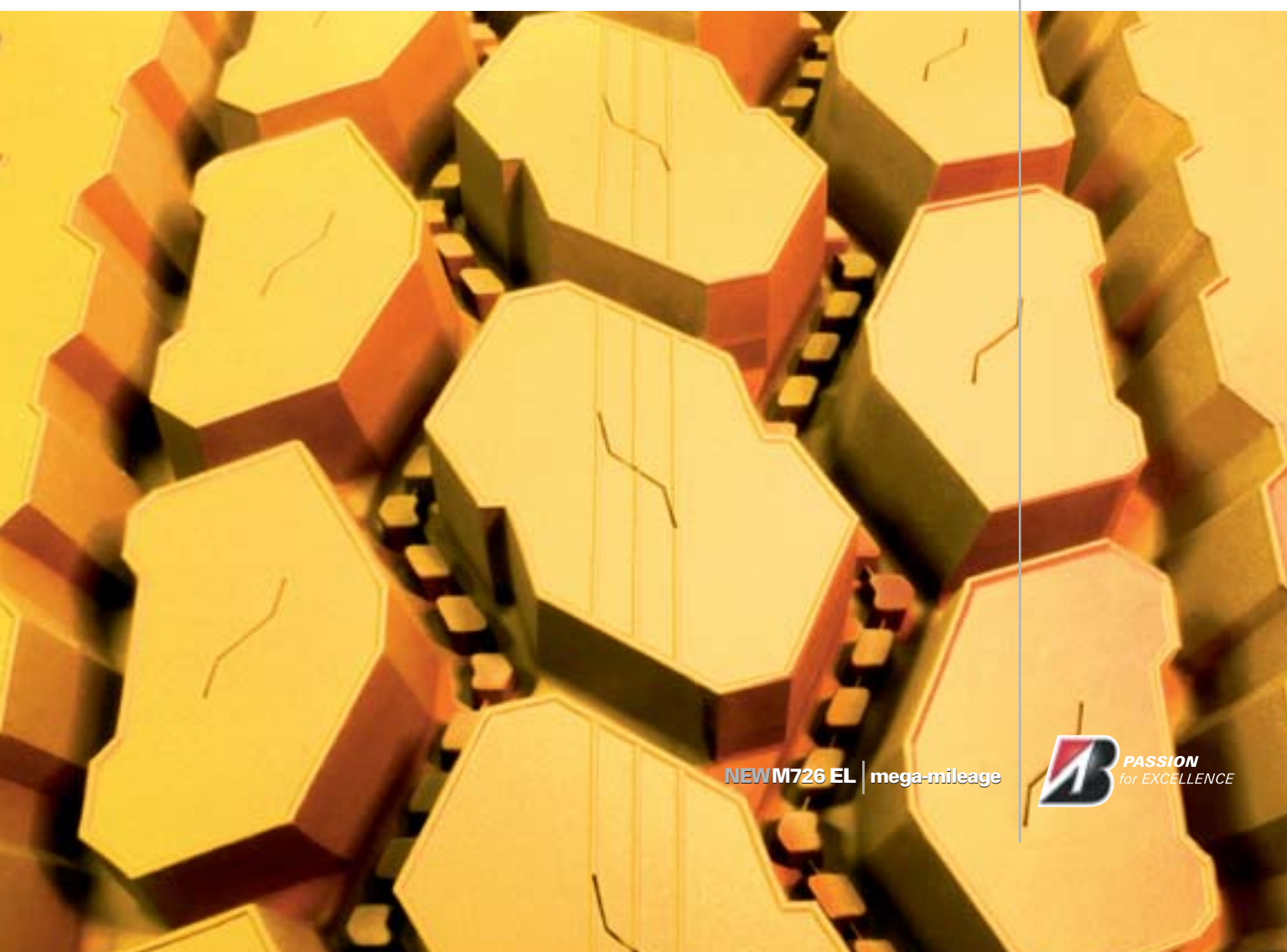
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drivers contracted to Oshawa, Ont.-based Mackie Moving Systems. Many issues affected that decision, but the CIRB said the critical factor was the day-to-day influence the carrier had over the contract truckers, such as determining the drivers' hours and salary, issuing ID badges, disciplining them—and even allowing them to interact with company employees in the lunch room—made the drivers de facto employees under the Canada Labour Code.

That's why a recent legal challenge by a handful of disgruntled drayage companies over the Ready rate regime, and the VPA's mandate to continue applying the rules without legislative authority, may soon fizzle out. Even more so now, says Shields, that one of those three carriers has just had its own fleet of contracted truckers certified under the CAW.

"So [the challenge] is a moot point because the company has to barter an agreement with us. Once you

bargain a collective agreement, the Ready recommendations are history. And as [the carrier] well knows, we're certainly not bargaining anything less than the Ready memorandum. I would assume the carrier will be less willing to spend the money to challenge a memorandum that won't even apply to him at the end of the day," says Shields, whose union now has close to two dozen companies (and counting) in agreement on a uniform contract strongly based on the Ready framework—with no increases over the next few years.

Shields allows that most of those firms were less than enthusiastic about collective bargaining with the CAW. But after five pro-active carriers—The Big Five, as Shields calls them—signed on, it didn't take long for the rest to jump on the union bandwagon.

"Most companies that came afterward really resisted, thinking they were going to break the pattern," he explains. "But then we had six, and then seven, and

now we have 22 companies under collective agreement.

"Anyone who says this isn't a pattern agreement has lost their minds. It's an industry agreement and employers would be very wise to get everyone under an employers' association so that going

For 30 years we practised supply-side economics and got killed.

forward we can bargain as one union, one industry, and 'here's the agreement.'"

Coleman Tokie of KTL Transport—one of the larger Vancouver drayage firms with 76 owner-ops—was part of the so-called Big Five, and he's described as an instrumental player in brokering peace at the port.

Tokie says that accepting a three-year collective bargaining deal with the CAW was a huge gamble, but essential in order to maintain stability. "Those of us that stepped up and signed on voluntarily with CAW could have been in a very lonely place if the Ready plan somehow

collapsed and the rates fell back down. Then we're sitting there out in the open with these collective bargaining agreements, which are kind of onerous," he says.

"After being compelled last year by the government to abide by the Ready plan, of which we were originally reluctant signatories, it became obvious that some form of regulation was essential going forward. It was the only real solution open to us."

As a staunch capitalist himself, Tokie now dismisses the claim that neither the government nor the VPA has any business in meddling with the free market in the container-hauling sector.

"We're all free enterprises over here, but as Thomas Aquinas philosophized, 'the mark of the free mind is the ability to make distinctions.' You gotta make this distinction about the Vancouver Port. That's not free enterprise over there, that's a collection of monopolies ... except for the drayage sector. For 30 years we practised supply side economics and



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we kept getting killed.”

Besides, an open market window—albeit a small one—still exists, says Tokie.

Previously, the carrier would automatically pocket 30 percent off the top of a container run, and after expenses, drivers were left with the residual. The Ready provisions, and now the CAW agreements, essentially turn that system on its head with owner-ops getting their cut first, plus applicable surcharges. Now it's up to the carrier to recoup the difference from his customer or find cost-efficient savings in its own backyard, says Tokie. “So, I'd say there still is some pricing latitude. It's just that the fluctuation is now vis-a-vis the fleet owners perhaps taking slightly less than the traditional 30 percent or being more (cost-efficient) in other areas of operation.”

It's true, Tokie adds, that a few shippers have been chased away from VanPort or switched from containerization to break-bulk services because of higher rates. However, overall “customers have stepped-up and paid.”

In fact, being one of the first carriers to partner with the CAW, Tokie says a three-year deal proved more enticing to big-box shippers nervous over port stability than a couple of bucks off the leg. “I think the CAW showed tremendous good faith by extending what are essentially the Vince Ready rates, with no additional increases, which we needed to tell the market and our partners that we have a long-term solution for the sector and that we won't have any

CONTAINING CAPACITY



RAIL RELIEF: A new study says additional train slots and track is needed at VanPort.

British Columbia's west wing won't be able to keep up with skyrocketing trade as container throughput at Lower Mainland ports is expected to nearly triple in the next decade while break bulk could double.

So says a new report released this week by the Western Transportation Advisory Council, a non-profit group of business, labor and government leaders focused on the western Canadian economy and transportation system. The report—titled *Preparing for Success: Forecasting Surface Freight Demand*—draws from shippers and importers that rely upon the freight transporta-

tion. It details findings in containerized freight and in six commodity groups: coal, forest products, grains, fertilizers and potash, sulfur and chemicals.

Container movement is forecasted to grow from 1.86 million TEUs (20-ft equivalent units) in 2004 to 5.41 million in 2015, an average annual growth rate of 10.2 percent. By 2008, capacity at these terminals, plus a new one current being built in Prince Rupert, will be 3.79 million TEUs. Predicted throughput demand in 2010 is 3.55 million TEUs, rising to over half a billion by 2015.

There are several challenges in ramping capacity at

west coast terminals over the next few years. Road infrastructure and feeder routes leading to the ports—especially tight roads from the mountains to the coast—need to be vastly expanded, the report urges. Furthermore, additional train slots and track infrastructure for both commodities and containers need to be added very soon.

“Some can be added on an incremental basis through co-production and other operational changes,” states the report. “The prospect of resurging bulk traffic on top of even higher container traffic raises concerns about the adequacy of rail capacity on some corridors.”

further problems over here,” he says. “We were unionizing a sector that's never been unionized. But [the CAW] understood right away they needed to be flexible because the ships would simply head south if they weren't.”

Sometimes compromised solutions aren't reached when right and left meet in the middle, but instead when they collide there.

Windsor-Detroit Twinsanity at the Border

Even as they insist the Ambassador Bridge has more than enough capacity to handle increasing traffic volumes at the Windsor-Detroit border, officials are forging ahead with plans to build a twin span across the Detroit River.

In fairness, bridge execs say the twin span is to keep traffic moving while the current crossing undergoes maintenance. However, observers critical of Ambassador Bridge owner Matty Moroun's “Enhancement Project” claim the billionaire trucking mogul is simply trying to undermine a new bridge slated to be built

continued on page 18



NEWCOM

Nominated for a Record 13 KRW Awards

Newcom Business Media publications have been nominated for a record 13 Kenneth R Wilson Awards in 2006, for Excellence in Canadian business journalism. Each year the Canadian Business Press Association sponsors its annual "best of the best" competition for excellence in business journalism. There are 13 writing categories and one for best website. Newcom publications have 13 received nominations in eight different categories.

KRW 2006 Top Ten Finalists

W1: Best Editorial

Transport Routier, La chicane. Steve Bouchard, Rédacteur en chef.

W2: Best Industrial/Manufacturing Article

Today's Trucking, 2007 Solutions. Jim Park, Contributor.

W5: Best Resource/Infrastructure Article

highwaySTAR, Shake 'Em and Bake 'Em. Jim Park, Editor/Author.

Today's Trucking, Biodebatable. Marco Beghetto, Senior Editor.

Today's Trucking, Sounds like a Plan. Marco Beghetto, Senior Editor.

Transport Routier, Simple évolution. Steve Bouchard, Rédacteur en Chef; Marco Beghetto, Rédacteur Principal.

W7: Best Merchandising/Marketing Article

Canadian Technician, "Oil...and a lot More." Rick Cogbill, Freelance Writer.

W9: Best Profile of a Company

Today's Trucking, Everybody Loves Alain. Peter Carter, Editor; Steve Bouchard, Contributor; Anthony Evangelista, Writer.

W12: Best News Coverage

Today's Trucking, No Need for Speed. Marco Beghetto, Senior Editor.

W13: Best How-to or Series of How-to Articles

Today's Trucking, Spec by Numbers. Jim Park, Contributor.

Transport Routier, Et si c'était vous? Steve Bouchard, Rédacteur en Chef.

Transport Routier, Le plaisir de recevoir. Steve Bouchard, Rédacteur en Chef.

N1: Best Website

Today's Trucking, TodaysTrucking.com. Marco Beghetto, Editor; Rolf Lockwood, Editorial Director; Martin J. Smith, Webmaster.

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Let's Play Bridge

right turn *When span handler extraordinaire Matty Maroun deals, it seems he wants to change trump in mid-deal. By Marco Beghetto*

Riddle me this: How does one claim that the Ambassador Bridge has substantial capacity to handle increasing freight volumes on its own at the world's busiest trade gateway, while at the same time insist the lighter border crossing down the QEW at Fort Erie-Buffalo needs a second bridge?

Well, when you have a virtual monopoly on one region and nothing but an itch to take over the latter, it's easy, I suppose.

But that's precisely the sort of double speak emanating from Ambassador Bridge execs these days. Recently, the bridge company—owned by billionaire trucking mogul Matty Moroun—trotted out two Michigan-based public-policy consultants to criticize

been busy securing land on both sides of the bridge's proposed landings downriver, putting him in position to make a serious pitch for either its ownership or operational control.

Today's Trucking learned Moroun himself was in Ottawa for a face-to-face with high-ranking Transport Canada officials. Mark Butler of the Windsor Gateway Project confirmed the trip, adding Moroun simply wanted to introduce himself to new federal stakeholders. But another source told me that the intent was also to bend the minister's ear on what role the bridge company could play in regards to the new crossing.

The architect of the new bridge, NYC traffic expert

it's gotten worse since the U.S. has mandated redundant security protocols, but the bridge really has no responsibility over those issues.

As a general rule, I have little patience for state involvement in most affairs—be it in controlling airwaves for broadcasting or in taxpayer-funded documentaries on “the History of the Bed.” (I'm not kidding). However, as drayage fleet owner Coleman Tokie says on a separate issue in this magazine (pg. 10), freedom is about the ability to make distinctions. And I think a distinction should be made about Windsor—Canada's economic spine—which could be severed in an instant by a single act of terrorism.

I know, I know, why would you trust a bunch of bureaucrats to keep the Ambassador safe when—as one of my favorite pundits writes—every single big-name government acronym (FBI, CIA, TSA, FAA etc.) failed so miserably on 9-11? Moroun himself hinted the same when he told *The Windsor Star* in a rare interview: “So what's bad about an ownership that is private, that takes things to heart and has their hands in it for immediate action to everyone's benefit?” Fair point. Except the Ambassador has showed its own benefit trumps “everyone” else's—as discovered a couple months ago when it was reported that management was instructing bridge workers to wave through haz-

mat trucks in violation of a U.S. ban on dangerous goods.

Governments, as sluggish and top-heavy as they are, are at least somewhat accountable. Right now, Ambassador execs operate the bridge with full autonomy and have the right to refuse law enforcement or safety engineers from the crossing.

A new federal bill tabled in April looks to change some of that by allowing Transport Canada to control the purchase and sale of all international bridges and tunnels in Canada and regulate security, maintenance, and other operational practices.

Whether the government can wrestle back some control of the Ambassador remains to be seen. Bridge officials have apparently brushed off the proposed legislation, and it's no wonder why since their boss is as tough a bull as there is when the fighting pit is a courtroom.

Generally speaking, I think the company should be permitted to exercise its right as a free-market enterprise and run the bridge the way it chooses. But we can no longer afford to let Moroun & Co. have it all. In this new world the bridge's security is our business and that much at least must be taken back immediately. ▲

Marco Beghetto is the senior editor of *Today's Trucking*. He can be reached at 416/614-5821, or marco@todaystrucking.com.

I know, I know, why would you trust a bunch of bureaucrats when every single big-name government acronym (FBI, CIA, TSA, FAA etc.) failed so miserably on 9-11?

the “ill-advised” new bridge to be built at Windsor-Detroit 3 km southwest of the Ambassador. However, despite its confidence in current bridge capacity, the company is reportedly forging ahead with plans (turned down last fall by a binational border-selection committee) to build a twin span across the Detroit River.

Furthermore, even though Moroun has claimed he has no interest in the new crossing, sources say he's

Sam Schwartz, once said that highway designers made a major mistake with long-term consequences when they ended Hwy. 401 11 clicks away from the river. Moroun's critics say the same about handing over the Ambassador to private interests.

I disagree for the most part. The bridge company has done a decent job running things to date. Crossing the border at Windsor has always been a chore because of choked feeder arteries, and

Dispatches

3 km southwest of the Ambassador.

A binational partnership of U.S. and Canadian government and industry stakeholders announced a new bridge could be open as early as 2013.

The Ambassador twinning plan was previously vying for consideration from the binational partnership before the selection committee ruled it out in favor of a separate bridge downriver. Moroun, however, is apparently going through with the twin span with or without public support.

According to documents obtained by the *Windsor Star*, the project calls for a new six-lane cable-stayed bridge metres west of the existing 77-year-old crossing. The report also shows that a



SPAN PLAN: The Ambassador may get a twin, with or without government support.

controversial four-kilometre “ring road” through the city’s west end, proposed as a new truck feeder route, has been discarded from the company’s plans. Instead, the bridge company plans to use the same Huron Church Road access route and keep the new span contained

within existing plazas and property it already owns.

The new span would allow traffic to continue uninterrupted while the old bridge “is evaluated and rehabilitated, if found to be economically feasible,” say the documents. The existing bridge would provide

“reserve capacity for any unforeseen event until the end of its useful life.”

Since it’s being unveiled as an expansion of the existing bridge and not a new crossing, bridge officials are also hoping to avoid the many federal approvals normally required.

THE ENTREPRENEURS

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THE PROFITS



SOLUTIONS -

As *TodaysTrucking.com* reported recently, Canadian Transport Minister Lawrence Cannon has tabled a bill that would allow his ministry to control the purchase and sale of all international bridges and tunnels in Canada and regulate security, maintenance, and other operational practices. Furthermore, if the minister believes there is an immediate threat to the security or safety of any international bridge, he may direct its evacuation and the diversion of traffic.

Currently, the Ambassador operates with a great deal of autonomy. Authorities have the right to limit, even restrict, law enforcement and safety engineers on the bridge.

The announcement of the

proposed legislation came just weeks after it was discovered that Ambassador management was telling bridge workers to wave through trucks carrying hazardous cargo in violation of a U.S. ban. Windsor West MP Brian Masse called on federal Public Safety Minister Stockwell Day to investigate the reports, but Day's response back was he didn't believe bridge officials did anything wrong. *Today's Trucking* has learned, however, that U.S. Homeland security is taking the allegations more seriously. Sources say that Ambassador officials in Detroit, as well as Blue Water Bridge people in Sarnia; the Detroit-Windsor truck ferry (which is supposed to take hazmat cargo across the river); and Michigan law

enforcement and city officials have been interviewed by high-ranking DHS agents. "I think they are treading lightly—not wanting to wake the sleeping giant," a source said. "It's clear that there was the need to cooperate with Canada on this. I am surprised it is not happening."

For more inside stuff on the Ambassador check out Marco Beghetto's take on pg. 17.

Suppliers ArvinMeritor Paints it Black

Vehicle parts and components systems giant ArvinMeritor announced better-than-expected profits mainly due to surging demand in the heavy truck sector.

The Troy, Mich.-based

supplier is high in the black now that it has diminished its role in the volatile automotive aftermarket and concentrated mainly on sales straight to OEMs and the replacement heavy truck parts market, which is now an ever-expanding global business for the company.

ArvinMeritor, which manufactures truck axles, brake systems, and a variety of cutting-edge vehicle systems, posted net income of \$45 million, compared with a net loss of \$33 million last year.

"We have long been committed to the commercial vehicle industry, which is now stronger than ever," ArvinMeritor spokesperson Mike Pennington said in an interview. "One of our long-time core competencies is



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servicing commercial vehicle customers—OEs, dealers, end-users—with original OE components and systems for building trucks, as well as readily supplying aftermarket parts and services to keep those vehicles operating and generating revenue.”

In 2005 ArvinMeritor sold its filter and vehicle exhaust businesses in its replacement auto parts division and is on track to sell the rest of the unit by September, Chief Executive Chip McClure said in a conference call with analysts.

Knowing that roughly one-third of current 2006 sales is related to an industry-wide pre-buy of new equipment, (the balance, says Pennington, is from increased freight tonnage) the company is already making plans for an industry decline in North American heavy-duty truck demand after more expensive, low emission engines are required after Jan. 2007.

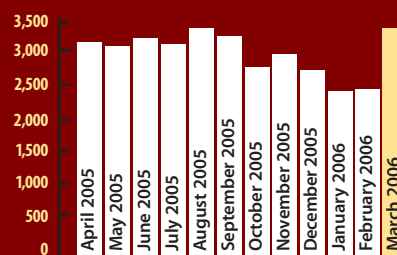
This time, however, ArvinMeritor is in a much better position to deal with a downturn than it was when the first round of EPA-mandated engines hit the market in 2002, says Pennington.

Besides, surging business in other niche vocations and world markets would likely offset the decline in over-the-road equipment sales on this side of the pond. “We still anticipate strong growth in aftermarket vehicle sales in China and India; and growth in specialty markets like bus, coach, fire and refuse trucks, and military vehicles,” Pennington says. ▲

truck sales index

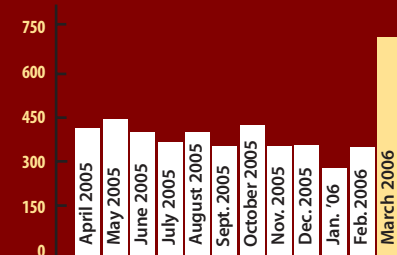
March 2006

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	786	1695	1878	20.2%
International	701	1642	1713	19.5%
Kenworth	609	1612	1139	19.2%
Peterbilt	365	955	657	11.4%
Volvo	323	779	745	9.3%
Sterling	302	713	409	8.5%
Western Star	190	513	456	6.1%
Mack	205	500	478	5.9%
TOTAL	3481	8409	7475	100.0%



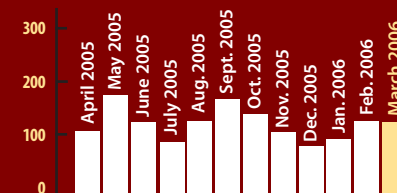
12-month Class-8 Sales

CLASS 7	This Month	YTD '06	YTD '05	Share
General Motors	248	317	139	23.3%
International	116	300	321	22.0%
Kenworth	74	171	106	12.6%
Freightliner	110	170	199	12.5%
Peterbilt	52	166	102	12.2%
Sterling	49	111	61	8.1%
Hino Canada	53	108	62	7.9%
Ford	11	19	17	1.4%
TOTAL	713	1362	1007	100.0%



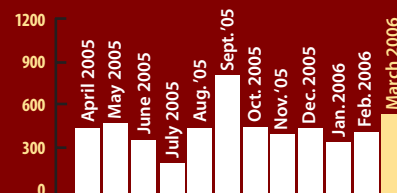
12-month Class-7 Sales

CLASS 6	This Month	YTD '06	YTD '05	Share
International	52	111	173	40.9%
Hino Canada	29	77	34	25.6%
General Motors	14	33	110	11.0%
Sterling	3	32	5	10.6%
Freightliner	13	30	46	10.0%
Ford	10	18	15	6.0%
TOTAL	121	301	383	100.0%



12-month Class-6 Sales

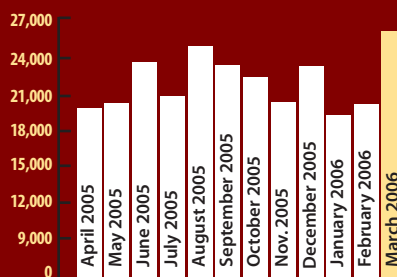
CLASS 5	This Month	YTD '06	YTD '05	Share
Ford	237	582	500	45.4%
General Motors	164	391	309	30.5%
Hino Canada	112	229	220	17.9%
International	25	76	0	5.9%
Freightliner	1	3	21	0.2%
Sterling	0	0	0	0.0%
TOTAL	539	1281	1050	100.0%



12-month Class-5 Sales

U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	7529	19,149	17,523	29.2%
International	4788	12,081	10,566	18.4%
Peterbilt	3032	7793	6466	11.9%
Volvo	2666	7370	6279	11.2%
Kenworth	2936	7106	5459	10.8%
Mack	2949	7045	5603	10.8%
Sterling	1582	3949	3296	6.0%
Western Star	315	771	603	1.2%
Other	98	259	101	0.4%
TOTAL	25,895	65,523	55,896	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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When Minutes Count

driver's side *Black boxes have their good points, I'm sure. Could someone please explain how they'll work to the drivers' advantage, too?* By Jim Park

Let's go back a few years. It was 2000, I think, the May 24th long weekend. I got a call from a driver who'd been pinched in an MTO logbook blitz at the eastbound scale on Highway 401 near Tilbury.

That's less than half an hour's drive from the Ambassador Bridge. He, and legions of other drivers, were on their way home for the first long weekend of the summer. Cottages scheduled to be opened, boats ready for the waves, campsites booked, and kids—lots of kids—expecting Daddy home for the fun.

Problem was, Daddy was sitting in the scale compound at Tilbury.

Predictably, MTO was watching logbooks pretty closely that weekend. It was like shooting fish in a barrel. Drivers heading home for the weekend; log books tuned up for the occasion. But the savvy inspectors just dug their way through fuel receipts, toll receipts, and other bits of evidence to uncover the ugly truth: drivers were cheating on the logs in order to get home for the weekend.

So, as a responsible editor, I wrote back to the driver, explaining that I thought MTO was in the right—I even wrote a column in *highwaySTAR*, (*Today's Trucking's* sister magazine, aimed at drivers) about the incident. They have a duty to keep the roads safe for all users, and that turning a blind eye to HOS compliance

wasn't a good idea at any-time, even if a lot of holiday plans hung in the balance.

That was the official response. Of course my true feelings rested with the driver and his mighty unhappy offspring. I've been there too, and truthfully, would be reluctant to let something like a logbook stand in the way of my vacation plans.

When you're under pressure—whether it's The Man, the boss, or the kids—most of us will weigh the likelihood of getting caught against wrath yet to be incurred for failing to deliver.

It's not enough to simply say to a driver—and by extension, his family, "you lose," when something out of the ordinary threatens to wreck long-made plans.

A one-hour delay can compromise an entire week's work, what with missed appointments, altered schedules, limited windows of opportunity, etc. A driver who makes minor but necessary adjustments to his or her logbook isn't the biggest problem here. It's rules that are written for some hard-wired interpretation that enforcement people can use, and later, lawyers can use against us.

We all know that this emphasis on compliance has less to do with real safety than it does with liability. HOS violations aren't always about gaining some competitive advantage—though I'll admit those guys are out there. It's about positioning,

scheduling, and doing the best you can under the circumstances to keep everybody in the equation happy, including customers, dispatchers, enforcement—and the family. A few stolen minutes here and there don't make a driver a threat to society.



And neither do the administrative violations. A driver who greases the truck on his day off, but fails to log it on-duty, is not a safety risk. Yet in MTO's eyes, he's in violation. Period. With violations, of course, come CVOR points—six of them for an HOS violation. Insurance companies and lawyers don't like CVOR points.

The problem with HOS is there's no legal grey area, and there really needs to be some neutral ground there.

I fear that with the advent of electronic on-board recorders (EOBR), the gaps that paper can accommodate will completely disappear. Has anyone ever questioned the apparent huge number of HOS violations recorded against the relatively tiny

number of fatigue-related incidents? I don't believe for a minute that the history of violations is any predictor of the likelihood of a fatigue-related accident—especially for the backyard, Saturday afternoon mechanic, or for the driver that neglects to fill

in the licence number on his log sheet. Yet these all wind up on the same rap sheet.

I can see where an electronic on-board recorder could make a driver's life considerably better, given its ability to accurately track wasted time. I'm sure a better case could be made for billing that time to the offending party, but who

do you bill for a border delay or a traffic jam? We know who gets the bill for a forfeited houseboat rental.

If it can be shown that EOBRs will improve the lives of drivers and their families, I'm all for them. If they'll put more money a driver's pocket by ensuring he or she is paid for all the work they do, I say bring 'em on.

If EOBRs are about improving safety, please show me the numbers that prove the assertion. But if EOBRs are nothing more than a tool to limit liability, I suggest there are less intrusive ways of doing that. I'm open to persuasion. ▲

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



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MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



OWNER-OPTIMIST:
"Trucking has never been better."

Business First

driver *Why slow and steady wins the day for owner-op Terry Smith. By Peter Carter*

Terry Smith's very first trip as an owner-operator, some 25 years ago, went exactly as planned. At least in one direction.

The drive home was another story altogether. Smith at the time had 10 years under his belt as a company driver for a variety of local fleets and had just purchased a six-year-old Freightliner cabover. With a load of chemicals from his home in Miramichi in northern New Brunswick, he headed east to Port Hawkesbury, Nova Scotia. Finally, he was doing what he'd always wanted.

Indeed, Smith, now 55, recalls being a youngster of 12 or 13 standing on the roadside near his family home watching a red-and-white Peterbilt belonging to an

outfit called Ray's Transport go by.

"I remember," he says, "deciding then and there that I'm going to drive a truck some day."

He learned to drive around his father's construction company, earned his driver's licence the moment he was legal and his commercial permit as soon as he turned 18. He got his first truck-driving job after high school and moved from company to company for a decade.

Then, when he was driving for a local fleet owned by a man named Guy Jardine, his entrepreneur dad persuaded him that it made more sense to be an owner-operator.

"My father said 'Terry, if you can make a buck for Guy Jardine, you could be making that buck for yourself.'"

So he and his former childhood sweetheart and now wife Roxanne agreed that he should go into business for himself and thus found himself on the road to Port Hawkesbury.

And for that day at least, it's a good thing that Roxanne had a job back home.

Because on the return trip, the oil cooler in his Freightliner elected to retire from active service. Empty, the wannabe owner-operator limped home and directly to the shop.

The repair bill? \$997. More than he got for delivering the chemicals.

That was 21 years ago.

This past April, at Canada's biggest-ever truck show Truck World 2006 at Toronto's International Centre, that same driver was presented with a cheque for \$10,000 and an assortment of other prizes, in recognition of the fact that he was named the 2006 *highwaySTAR* of the Year. The award was presented by *highwaySTAR* magazine editor Jim Park. (*highwaySTAR* and Truck World are both owned by *Today's Trucking's* publishing company Newcom Business Media.)

Smith's name had been chosen from hundreds of applicants, and this was only the second time a driver has been named *highwaySTAR* of the Year. The first was Rene Robert, who drives for SLH out of Winnipeg.

When considering Smith's nomination, not only did he stand out because he has more than three million accident-free miles under his belt, and not just because he and Roxanne are proud and active members of the community of Miramichi, but it turns out that Smith is an exemplary businessman—an owner-operator who makes good money and treats his profession with the pride it deserves.

In an age when it's easy to find whiners and complainers, Smith is a business operator first and an owner-operator second who says trucking's never been better.

His no-nonsense attitude came to the fore the day he paid that bill for the busted



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oil cooler. To cover the repair cost, he had to dip into the family bank account.

"I said then and I stood by it. That was the first and last time I'd ever do it. My truck would have to make money or else I wouldn't run it."

Since that time, Smith has maintained a successful owner-operation, melded it with a humane lifestyle, and has little time for those on the road who gripe.

"I hate to say it," the 55-year-old Smith says, "but a lot of times, people's problems are their own fault."

Smith is more than eager to share his formula for success. Indeed, he's eager to chat up a flurry at the slightest provocation. Norm Sneyd—the president of Highland Transport, for whom Smith has driven for the past three years—calls Smith "the nicest guy you'll ever meet."

He's optimistic and friendly and insists being an owner-operator lets him stay that way.

"You're always seeing new places and new people. And if you have an office job, no matter where you work, there's going to be someone nasty. Somebody you can't stand.

"As a driver, if there's some guy at a loading dock who's driving you crazy, you just drive away and you don't have to have anything to do with that person again."

He's also independent.

"I know I'll get in trouble for saying this, but you don't make any money driving fast.

"Your tires last longer, you can do more work, you're not as stressed out and you have more money at the end of the year."

Smith says he seldom tops 55 mph, and he just took delivery of a splashy new burgundy T600 and is hoping to up his mileage by one mile per gallon by the end of 2006. "That'd put \$6,500 extra into my bank account by the end of the year."

"Fuel is the biggest bill you have; it's bigger than your payments; it's bigger than your income tax, it's bigger than your wages."

Smith's new purchase is more evidence of business acumen. He keeps his trade cycles short. "Thirty-six months is what you should be looking at. Two years is better," he says.

After three years, the truck's depreciated and the repairs start piling up.

One of Smith's closest friends, Roland Loggie, who drives for Midland, laughs

when that's pointed out to him. Loggie, an owner-op as well, drives the Eastern Seaboard in an '89 Freightliner, with more than two million original miles on it.

Still, he says, his pal Terry is an exemplary driver as well as an ambassador for the industry. Says Loggie: "He's a driving businessman."

Smith's an encyclopedia of business tips. For instance, he strongly recommends using a chartered accountant, but not as a book keeper.



"You can't be afraid of paperwork. Business is money and money is paper. You can't escape it. And your accountant doesn't want to be handed your papers in a shoebox. If you do that, you're going to be paying his hourly rate for him to be sorting papers.

"There are a lot of guys who are afraid of paperwork; and you know if you're afraid of paperwork, maybe you're not cut out for being an owner-operator."

People who like driving but don't like running a business, he says, should be staff drivers.

"You have to know all your costs," he says. And just because you have credit at the bank because you own a truck doesn't mean you should use that credit to buy other unnecessary of life.

In addition to running compliant and efficiently, Terry Smith treats his off-hours time just as seriously. He always takes three weeks' holidays and he's an active Mason and Shriner, which pays dividends on the road.

"You have to be an honorable man to be a Shriner, and if I'm out on the road and have trouble, it's a given that if there's another Shriner around, he'll help me. I don't have to ask. It's a given."

He neither drinks nor smokes and while he doesn't claim to eat healthily with religious zeal, he says, "I always park my truck near the back of the truckstop so I get exercise."

He's the second oldest of seven, and the father to one son, Troy, who recently graduated from university.

Observes Highland President Sneyd: "From an operation standpoint, he's a top-notch, professional, classy guy."

Sneyd, who topped Smith's *highwaySTAR*

THATS SOME CHECK, MATE: As *highwaySTAR* of the Year, Terry Smith was presented with a \$10,000 cheque at Truck World 2006. On hand were many of the sponsors, including, from right to left, Stew Knight of ArvinMeritor; Joanne Ritchie of the Owner-operators Business Association; John Dennehy of Espar Heater Systems; Terry and Roxanne Smith; Brad Thiessen of Freightliner Canada; *highwaySTAR* Magazine Editor Jim Park; Nevio Turchet of SelectTrucks Canada; and Bill Stewart of Chevron Global Lubricants.

prize money with another \$5,000, which took Smith completely by surprise, says that being a good owner-operator "can be tough sledding. I have lots of admiration for those guys, especially guys like Terry who do it so well."

That said, there's one other Smithism you should hear. He advises owner-operators to find themselves a good fleet.

"It's not easy but it's worth it," he says. "Highland's a good company. I really like their fuel cap." Highland, a division of TransForce, also gives drivers a fuel bonus—which fits into Smith's conservative driving habits like a driving glove.

"I've been driving 35 years now," Smith says, "and it's better than it's ever been. If you do it right." ▲



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When The Trucks Stop

safety dept. *Industry facts to instill pride in your rides.* By Raymond Mercuri

Imagine what would happen if all the trucks were suddenly forced out of service.

People would go hungry. Clean drinking water would be inaccessible. Hospitals would have to shut down.

This is not idle speculation. The observations are based on research.

The absolutely critical role that trucks play in our culture was put into perspective for me recently at the Mid-America Trucking Show, in Louisville, Ky.

There, I met with representatives from the American Trucking Associations (ATA) as well as the Highway Watch program and we discussed a recent white paper on the impact of a trucking shut-down, due to a natural or a manmade disaster.

According to the paper, a truck stoppage would halt supplies of basic necessities, such as food and shelter materials.

According to the US Department of Health & Human Resources, emergency preparedness is totally dependant on over-the-road commercial transportation. This is confirmed by a study completed by the Medical Materials Coordinating Group that found that no one region had enough medical supplies to deal with the aftermath of a terrorist attack or major disaster. Current plans, including contingency plans for emergency distribution and re-supply of medical supplies to an affected

region, all depend on trucks.

Today, many hospitals operate with JIT inventories for such basics as syringes and catheters. In normal circumstances, many larger hospitals depend on deliveries made within hours of order placement. However, if for any reason trucks were all sidelined, hospitals would be unable to provide critical



patient care, mere hours after the trucks stopped rolling.

Hospitals and nursing-home facilities would run out of food supplies within 24 to 48 hours because most facilities depend on a daily distribution for food supplies, and most have very limited warehouse and storage space.

Without trucks, food shortages would begin within the first two days. Small corner convenience stores would run out of products before the big grocery stores, and consumer fear would make the food shortage worse due to hoarding. After a typical consumer hoarding event for a major storm, the proper replenishment for a retail grocer takes upward of

three days to complete.

Clean drinking water needs water-treatment chemicals. Safe water supplies would be exhausted within 14 days.

Highway transportation would halt. Gasoline would run out within hours.

Legal commerce would come to a stand-still. An ATM machine's money supply will usually last upwards of

and personal income, all adding up to a significant negative hit on the economy.

That's how important the trucking industry is to our society. And, we don't have to wait for a disaster to see the effects of a trucking stoppage. Blockades over escalating fuel prices in Atlantic Canada last year resulted in food and fuel shortages throughout the Maritimes within hours of the blockade.

Why do you need to know this?

First, it's good to remind ourselves that our industry is so vital. Trucking sometimes has a less-than-perfect public image, and we should do everything we can to counter that.

What's more, you should reinforce this message frequently to drivers, dispatchers and office staff so every individual who works in the industry does so with pride. If a person is proud of what he does, he'll perform their duties safely, and efficiently.

Finally, we should remind ourselves daily of just how important professional drivers are to today's economy.

Professional truckers are a carrier's biggest asset, and a high-quality carrier recognizes this fact and rewards them with respect and appropriate compensation for the valued work that they contribute. ▲

Raymond Mercuri writes about safety and training for *Today's Trucking*.

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EXTRAS, EXTRAS

big money How to avoid driving 7,100 miles just to pay \$3,000 in interest charges. By Scott Taylor

It was a record-breaking spring for truck sales as buyers pulled forward their replacement cycles. They want to beat the price increases manufacturers will use to offset the cost of meeting emission limits that take effect next year. Now, as we sit here in June, the pre-buy phenomenon is starting to wane. Production slots are filling up for the balance of 2006. If you order a new truck today, chances are it will have a 2007 engine. You're looking at a more expensive rig, by as much as \$7,000 to \$10,000.

But there's more to the cost of a truck than the number on the sticker. You really want to focus on the total cost of ownership over the life of your trade cycle: the sum of expenses like fuel, maintenance, and especially financing over three, four, five, or more years. You may find that a new truck and finance package will save you money in the long run. Here are three steps you can take to help you make the right call.

1 COMPARE RUNNING COSTS

A 2007 model truck may cost more to buy, but it probably will cost less to operate than running your current truck for, say, a fifth year. Figure out how much less. Some of the biggest differences involve maintenance. Preventive maintenance and fuel economy will be roughly the same for both vehicles, but the older truck will need extra



work between the 400,000- and 500,000-mile mark, including new drive tires and a valve adjustment.

2 DON'T PAY TOO MUCH FOR MONEY

Spec'ing the truck is the fun part. You also have to spec the money. Negotiate your price, get it in writing, and then look for the best financing terms.

You might save yourself a full point on your interest rate if you shop around and find two or more lenders who want your business. A difference of one percent on your interest rate can have a huge impact. On a \$100,000 loan, the difference between nine and 10 percent is almost \$3,000 over 60 months. How many miles do you have to run to earn \$3,000? At 42 cents a mile after taxes and expenses, the answer is 7,100 miles.

3 UNLOAD THE EXTRAS

Some "extras" on your truck won't add to the bottom line and just aren't worth paying

for. There also may be extras in your finance contract you'd be better off without, like credit life and credit disability insurance.

I don't object to this type of insurance. It can help protect your family and heirs from your loan obligation in case you die (this is the "credit life" part) or get sick or hurt (credit disability). The amount of the premium is based on the size of the loan or lease, and the lender will bundle the premiums with your monthly loan payment. Sounds convenient, but that arrangement can cost you thousands of dollars compared to what another insurer may have offered.

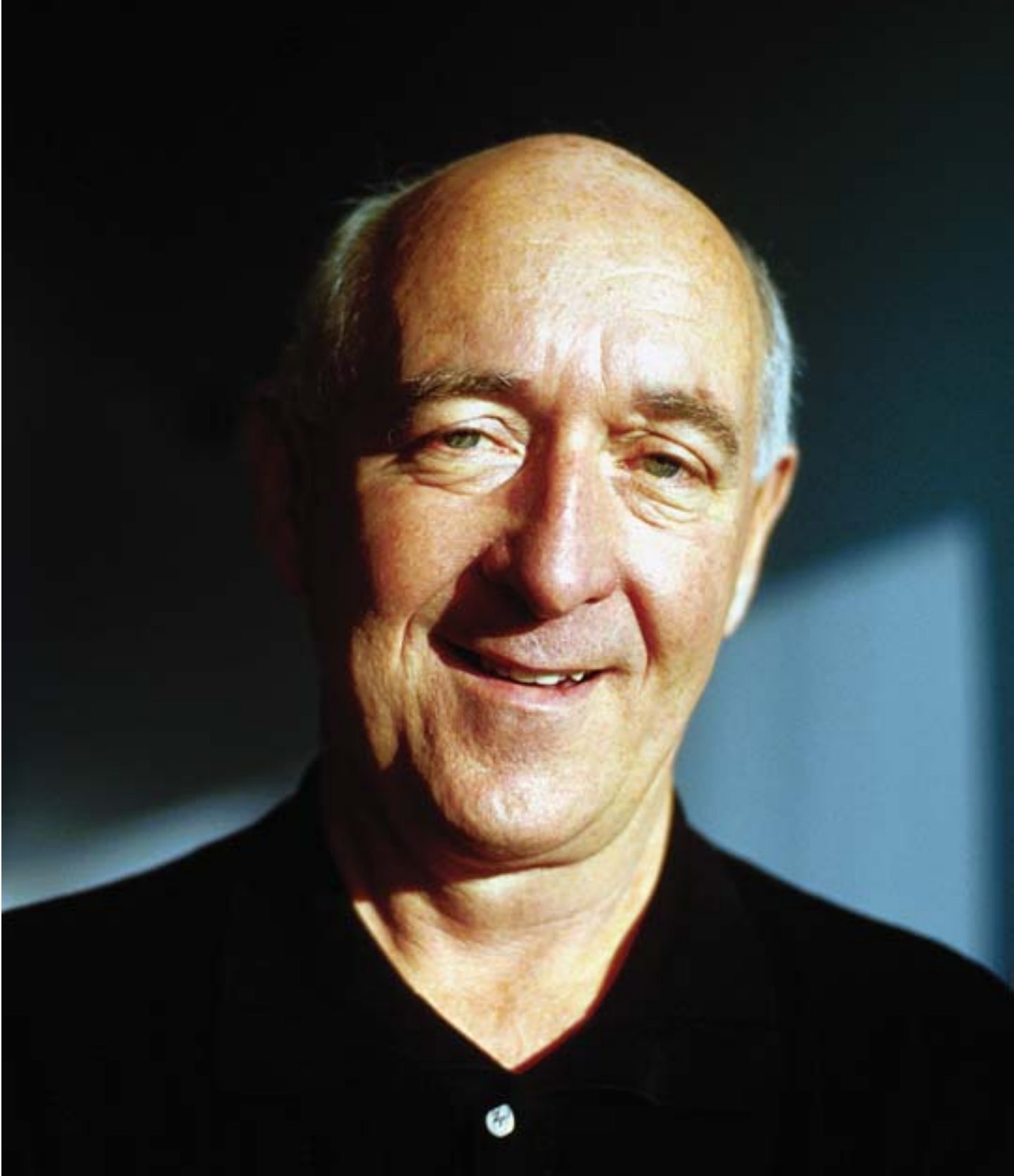
The dealership makes a commission on selling you the insurance. It also charges the entire premium cost of the coverage to the front end of the finance contract. This elevates the amount of interest you have to pay. It's a nice arrangement for the dealer, since he's paid based on your interest charges. But I bet you can

do better if you shop around.

We recently helped a client renegotiate his credit life and disability insurance package and his new monthly payment is \$126.40 less than before, a savings of \$6,066.92 over a 48-month term. That's the total difference between the savings on the premium itself plus the savings on the interest charged in the financing.

We wouldn't have known about it had the client not brought his finance contract to us for a review. Ask your accountant or a trusted advisor to help you work through the details of the contract so you understand what you're signing before you commit to anything. There's no reason to rush into any truck deal, especially as truck sales begin to tail off. They'll welcome you back at the dealership with open arms and keys in hand. ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont. For more information visit www.tfsgroup.com or call 1-800-461-5970



FIRST-RATE LEADER:
As CTA chair John Cyopeck
saw trucking as a way to
help unite Canada.

DREAM

JOHN CYOPECK, a giant of Canadian trucking, leaves a huge imprint on the industry.

On Easter weekend, at the age of 61, John Cyopeck passed away at home, leaving his wife Maureen and four children. Leaving also a great many employees who clearly loved their leader, and an industry that will never again be guided by a man as humble or as wise or as generous.

John Cyopeck was one of a kind.

President and Chief Executive Officer of Canpar Transport in Mississauga, Ont., John was also chairman of the Canadian Trucking Alliance (CTA) and vice-chairman of the Ontario Trucking Association (OTA). In 1999 he received the Award of Lifetime Achievement, an honor presented to leaders who have made a significant contribution to the Canadian transportation industry. In 2000, he was the first ever recipient of the Courier Executive of the Year Award presented by the Canadian Courier Association. Last year he was given the Trailmobile Service to Industry Award, the highest honor to be bestowed on someone in Ontario trucking.

All of that, and certainly the way he engineered Canpar's turnaround after taking over the reins there in 1990, would be reason enough to call John's life well lived. Not least because he started his career in trucking nearly 50 years ago, with Harrison Motorways, and spent time as a Teamsters steward. In the late 1970s he joined the TNT organization and over the years accepted ever bigger roles at Overland, Kwikasair, Alltrans and Truckload Services. He started TNT Roadfast in 1986, then left TNT to join Concord Transportation in the late 1980s. John joined Canpar in 1989.

All of us would be pleased to see such a career in our biographies, but what really set John Cyopeck apart was a matter of character—his utter selflessness, his sincere wish to serve, his constant concern for others. He was an inspiration to those who knew him.

"He left an impact on all of us," says Rick Gaetz, president and CEO of Vitran Corp. in Toronto. "He was a guy you were proud to call your friend. What made him so special was that he always felt the people around him were more important than he was. He treated people the way he wanted to be treated, and he was consistent with it. And the way he lived his personal life permeated his business life."

"He didn't get ahead because he took advantage of people, but because he was a first-rate leader," adds Murray Mullen, chairman and co-CEO at Mullen Group Income Fund in Aldersyde, Alta. "The thing about him was that it was never about John. He left an imprint not just on his friends and employees but on other leaders too, and that's something."

It was Gaetz who helped John organize the 'John Cyopeck and Friends Delivering a Dream Campaign' to raise funds for a new magnetic resonance imaging (MRI) machine to be installed at the Trillium Health Centre in Mississauga. It was there that John was operated on to remove a brain tumor in February, 2005, and his gratitude led him to pledge a donation of \$1 million, starting with \$100,000 of his own money. Ultimately, because his massive collection of friends in the trucking industry willingly adopted his cause, he went well over his target and raised \$1.3 million. That sum was then matched by local philanthropist Harold Shipp, resulting in a total donation of \$2.6 million.

"John was a professional with heart," says friend and former Concord Transportation owner Al Wortzman. "His goal was always to give something back, to the community and to the industry."

The MRI fund-raising drive was fuelled by a golf tournament last August and a subsequent evening banquet that won't be forgotten by anyone who attended. Humble as always, but very proud because he had already reached his goal, John watched over a remarkable auction that night in which a pair of Rolling Stones concert tickets, for instance, sold for \$16,000. The spirit of generosity was infectious, and the wallets opened.

Evidence of John's profound connection to his employees was there as well in the person of a dispatcher from Canpar's Ottawa terminal, who took the day off to drive down to the banquet and present a cheque from his fellow workers.

"Everyone in his company felt the same way," says Gaetz. "His people loved him. They respected him so much."

"John was the driving force behind the success of Canpar Transport," adds Brent Neill, Canpar's vice president, human resources. "It was his vision that guided each of us. A great boss and even better friend, he has left an indelible mark on everyone he touched and will be truly missed by all of us at Canpar."

Sadly, John's brain tumor was malignant, and that's what eventually felled him despite round after round of chemotherapy and other treatments. In the midst of all that, he did not complain, and in fact he fulfilled his role as CTA chairman with the same vigor he had shown throughout his career. Just the week before he died, obviously weak and more frail than ever, but with his spirit undaunted, he chaired the CTA annual meeting in Phoenix, Arizona. Lesser men would have stayed home. ▲

Deliverer

BY ROLF LOCKWOOD

Lots of things you still
need to know about **DIESEL**
PARTICULATE FILTERS

Clearing the **AIR**

BY HDT & TODAY'S TRUCKING STAFF

Diesel Particulate Filters have assumed a mystique. They'll add weight and eat up space. They'll require maintenance and they do this thing called a regen. (Short for regeneration process.)

The DPFs are mandatory and mysterious beasts and like many beasts, shrouded by misconceptions and fears.

For instance, will active regeneration set fire to trees?

What happens if the driver keys off in mid-regeneration? Won't the filter housing get extremely hot?

It's important to understand that although the exhaust heats up, there's no flame. Again, this is undetectable by the

driver, and the exhaust is little hotter than the exhaust from an engine working under load (as in the passive regeneration).

At a recent meeting of the American Trucking Associations' Technology and Maintenance Council (TMC) one fleet manager asked if a blown turbo would also result in a blown DPF. Probably not, he was told, because electronic sensors will detect abnormal temperatures and shut down the engine before damage can occur.

Exhaust gas will be very clean with the new diesels, but will also get very hot at times. Heat during regeneration could reach 1,000 to 1,200 degrees Fahrenheit at the tailpipe.

How will drivers and passers-by be protected from being burned by such hot air? Will a driver be able to stop an active regeneration if he's warned that one is about to

occur and he must park the truck for a delivery or pick up? Could a driver or manager order the system to regenerate before a truck leaves the company premises so it won't occur while it's on the streets—something especially wise for a rental truck?

Manufacturer reps said they anticipate such situations and are still formulating their plans. But they also said exhaust temps of the new diesels will be similar to those now experienced with gasoline engines, whose exhausts are hotter than current diesels.

In any case, some manufacturers' control systems will not allow active regeneration when trucks are standing still. Most say they plan to require the truck to be moving at least 10, 20 or 30 mph before a regen can occur.

And it will be interrupted when speed

MIDRANGE IMPACT

P&D PEOPLE HAVE THEIR OWN DPF ISSUES

Light- and medium-duty trucks will get the same basic exhaust-treatment devices as heavy-duty vehicles. These include oxidation catalysts to remove carbon monoxide, as most diesels already have, and diesel particulate filters to trap particulates from combustion and ash from motor oil.

Almost no changes to the exhaust systems will be allowed, so bodies might have to be built with them in mind. And the higher heat expected during active DPF regeneration, when burning fuel helps burn off accumulated soot, can affect operations—especially in town while trucks are sitting still. Truck manufacturers are aware of this and are formulating strategies to safely control the operation of DPFs.

Representatives of Dodge, Ford and General Motors all say they will split the oxygen catalyst and DPF, mounting the catalyst closer to the engine and then the DPF a few feet downstream in the exhaust system. Although those two parts will muffle most noise, the builders also will use a resonator to take out whatever “rapping” might be left.

The resonator, slightly smaller in most cases than a present-day muffler, will be ahead of the rear axle of a pickup-type truck or crossways at the very rear of a cargo van. These systems will be hung on vehicle frames and shouldn't present difficulty except where power take-offs are used. Then access to transmissions might be limited.

Midrange tractors, such as those used in P&D operations, probably will get vertical stacks with the aftertreatment device also mounted vertically. The device will be heavier than a current muffler, so mounts will be heftier. Devices will also be bulkier and take up a few more inches behind cabs, which should be all right on most tractors. On tractors and trucks powered by Caterpillar diesels, only a DPF will be used, because Cats will not be using separate oxygen catalysts come '07.

Midrange trucks are more complicated because they are fitted with a wide variety of bodies and equipment. Sometimes the catalyst and DPF will be split, as on light trucks, but more often they'll be combined into a single unit. Usually the combined aftertreatment device will go beneath the cab, off to the right. In some cases it will be under the steps on the curb side. The tailpipe will run rearward on the frame or up a rear corner on the cab.

The longer the chassis and wheelbase, the easier it will be to accommodate the aftertreatment parts. However, some bodies are low-beverage and utility bodies are prime examples—and take up all the frame space behind the cab. Here the exhaust system must be as compact as possible.

Short-wheelbase chassis, or those fitted with pusher axles, as on heavy dump trucks, also leave little room for the new exhaust systems.

Manufacturers will strongly discourage any changes from the DPF forward to the engine, including the pipe between the turbocharger and aftertreatment device.



This will complicate life for dealers, who derive some of their midrange business by stocking popular truck chassis that can be fitted with a variety of bodies.

The many questions that dealers, upfitters and operators will have about the new diesel trucks will probably be answered as the January '07 deadline gets closer.

falls below a set velocity. This should prevent personal injuries to anyone near a tailpipe. Even so, manufacturers are designing diffusers that would quickly dissipate hot air as it leaves a pipe.

“Touch temperature”—how hot the surface of the aftertreatment device gets during DPF regeneration—should be about the same as on current mufflers, which is around 500 degrees or less, reps said. The devices will be dual-walled to insulate their outer skins from heat, and there will be shields at certain places to keep heat away from critical chassis parts.

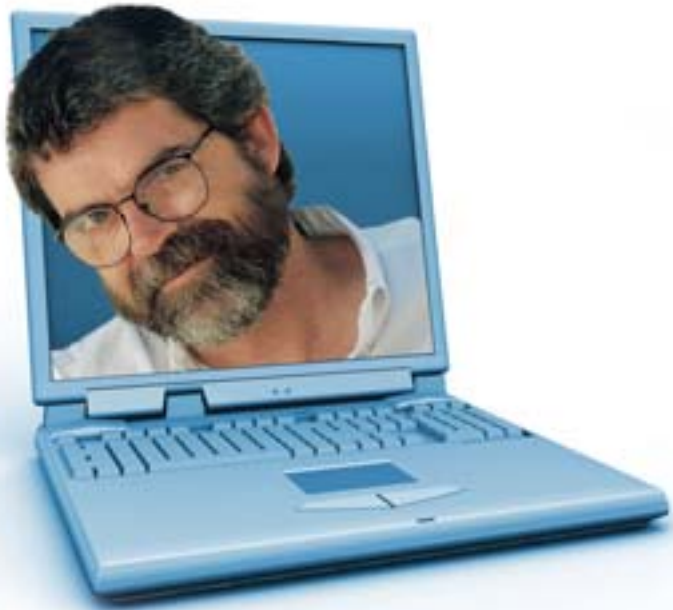
Stout construction should also make the devices strong, and not be easily bashed by road debris or overhead obstructions.

What about maintenance?

Along with the spent combustion gases coming out of the engine are minute



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traces of ash from additives in the oil. These ashes do not regenerate, and build up in the DPF over time. They have to be removed.

This maintenance cycle should only occur somewhere in the 200,000-to-400,000-mile range. For an over-the-road fleet turning trucks at 36 or 42 months, this may be a one-time event. For other applications, maintenance may be required more regularly, but the federal mandate says this cannot be less than 100,000 miles (150,000 miles in California) to the first cleaning.

That maintenance should be relatively easy. If a fresh clean filter monolith is available, the task can be completed in around one-and-a-half to two hours.

There's considerable concern over the cost of the cleaning machines—you are not going to be able to tap the filter on the workshop floor to get the ash out. Most will be cleaned by air-pulsing. Detroit Diesel recommends an ionized water cleaning process, and the machines cost up to \$30,000. ▲

OTHER CHANGES...

Stricter limits on exhaust emissions are requiring various hardware and software changes, but for the most part, operating ranges will remain the same as now. That means you can continue to specify the same axle gearing and transmissions. But some changes might be necessary, so always consult closely with people at your dealer and, if necessary, the factory.

Shop technicians and drivers will have to become aware of the new aftertreatment devices. They'll operate by themselves, engine reps say, but will eventually need attention, making that need known through warning lights and fault codes. Crankcase ventilation systems, too, will be new in '07, and many will use filters that need periodic cleaning or replacement.

The new emissions equipment will not

be spec'able, but exhaust system configurations might be, according to sessions at the recent National Truck Equipment Association meeting in Atlanta. New aftertreatment devices will remove soot and ash while also acting as mufflers. But the devices will be bigger and heavier and, of course more expensive, and for the most part will not be legally changeable.

Dual exhausts will largely disappear, except for Big Power engines. Each truck builder will offer several exhaust configurations to try to accommodate certain body types. You'll have to look at these configurations and be sure the factory is furnishing the best one.

If you habitually buy trucks off a dealer's lot, you might be stymied, because the chassis he'll have in stock might have exhaust systems that will get in the way of the bodies you'll need. Changing exhaust systems will not be easy, and kits might or might not be available from the factory. Stay tuned on this one.

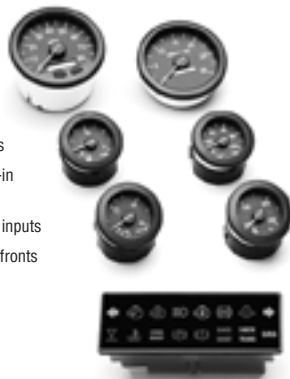
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BY DUFF McCUTCHEON

T

he settling of the Canada-U.S. softwood lumber agreement not only quells acrimony between two of the world's best business pals, it should also revitalize Canada's lumber industry at a time when confidence is seriously needed.

And that's good news for truckers.

The high-Canadian dollar, rising energy costs, and the perennial driver shortage have been stressing the truckers who specialize in hauling for this most-important Canadian industry.

Before the softwood agreement was signed, the industry went through considerable rationalization and consolidation and reinvestment was slow. "Decision makers waited to see what the landscape was going to be like," says Avrim Lazar, head of the Forest Products Association of Canada (FPAC). Now, they can move ahead, buoyed by the good news of the softwood agreement.

Truckers, as well as forest-products producers have to be flexible to stay alive, according to Paul Landry, executive director of the British Columbia Trucker's Association (BCTA). There was more fear at the time the softwood agreement fell apart that cross-border trucking would slow down, but that didn't materialize. "The wood-products companies responded by becoming even more productive and there was no real downturn for the truckers."

Thus, the problems with forestry and the people who haul for the wood-companies were not the result of the softwood issue. But its resolution will give them confidence in the industry.

At the heart of the dispute was the American assertion that Canadian stumpage fees—the price set for wood that comes from Crown Land—served as an unfair subsidy. However, according to the agreement announced by Prime Minister Stephen Harper last month, Canada can continue to use the traditional method of determining stumpage fees.

That's a huge breakthrough, analysts say.

Canadians will also continue to have stable access to the American market and the Americans have agreed to repay about \$4 billion to Canadian producers.

The proposed seven-year deal will see Canada lift punitive duties against U.S. softwood imports, in return for Canadian producers agreeing to cap its share of the U.S. market through provincial quotas as well as imposing an export tax if lumber prices fall below certain levels.

Says Lazar: "It's very good for trucking to get some business stability and get this behind us."

After all, it's been a rough couple of years for the wood producers of Canada. "Our inputs—trees, energy, labor—are in Canadian dollars. So the dollar has forced the industry to improve our cost effectiveness by 40 percent."

At the same time, competitors in other parts of the world are starting to pick up the pace—Russia is now the number-one softwood supplier to a hungry Chinese market, and is rapidly making gains in the fibre market, while Brazil is now a big competitor in pulp.

In Canada, the East Coast now has the world's highest prices for wood chips thanks to a diminishing supply, while B.C. is experiencing a glut as loggers race to salvage what they can of the province's pine forests in advance of the mountain pine beetle that's been chewing its way through western forests.

There've been about 11,000 jobs lost in the wood industry in the past four years, and quite a few truckers were thinking of abandoning the field.

"A lot of my colleagues are looking to get out of the logging industry and converting their trucks to haul gravel," says Ron Lepine, a Timmins, Ont. logging driver, and president of the Independent Truckers Association Corp., a collection of logging truck owner-ops around Timmins, Kapuskasing, and Hearst in northern Ontario.

He says many drivers would rather invest in a belly dump trailer and haul gravel six months of the year, with perhaps a month or two of log drawing during the best months, than go through the headache of full-time log hauling.

Any young people interested in buying a truck to haul logs are looking at a big investment, because they need to be able to haul logs and chips, on-highway, in order to stay solvent and work year round, according to Lepine. At \$125,000 for a tractor, \$80,000 for a log trailer, \$70,000 for a chip trailer and \$45,000 for a flatdeck,

Softwood, Hard Decisions

Now that the softwood agreement's been signed, does it make more dollars and sense to haul lumber?

that's a lot of money. "You're not going to pay your equipment off in four or five years. You're looking at seven years."

Richard Lappage, an owner-op out of Lower Kintore, N.B., says the logging-truck industry in his region is losing people to the oil boom. However, the softwood agreement will apparently allow his province to help the situation. "Until the US dollar goes up, or lumber tariffs get changed, then forestry in this province is

heading to a point where government is going to have to step in.”

Not everybody is griping. Logging truckers around British Columbia have had it pretty good so far this year, according to Dan Henry, an owner-op and ex-president of the Prince George Truckers Association. Local truckers renegotiated their terms with area contractors and got their base rate bumped up from \$2.34 per ton/hour to \$3.01 per ton/hour, plus a fuel clause that boosts the rate three-quarters of a cent for every cent that fuel goes up. “It’s really improved. Now we have the highest rates in the province,” says Henry.

And there’s been lots of work this past winter, with area mills piling in tons of inventory.

While rate decisions are obviously up to the individual companies, FPAC Director of Transportation David Church repeats the assertion that everyone’s hurting these days—including the mills.

“Every single penny has to be looked at very closely because you can’t pass those costs on to the customer. We don’t set the price of the product, that’s set by the marketplace, thus we have to absorb those costs. So it’s very difficult for companies to grant additional rate increases to the truckers simply because those costs have to come from somewhere,” he says.

Church says that in light of the “perfect economic storm” now gripping the Canadian forest products industry, companies are doing all they can to help themselves and the industry for the future—including investing \$4 billion in R&D and capital improvements.

One place where they shouldn’t be cost cutting, says Church, is on freight rates. There’s no benefit to driving down the prices charged.

“We need them as much as they need us, and there’s no benefit to us to try and gouge these guys and drive rates down to the point where they can’t make money. It’s obviously a negotiating process and you have to end up in a situation where it’s a partnership.”

Lazar adds that the industry leads in productivity gains against other Canadian industries, and Canada is always going to be a manufacturer and supplier of forest products to the world.

Western Star 4900 SA



Logs on Wheels

A LOOK AT WHAT TRUCK MAKERS ARE PUTTING OUT THESE DAYS TO HAUL ALL WOOD TO MARKET.

By Duff McCutcheon

WESTERN STAR TURNS

Truckers who prefer Western Star tractors spec their rides depending on how much time they spend on the highway.

“If they’re doing a lot of on/off-highway work, the 4900 SA—either set forward or setback—is the big one,” says James Western Star Sterling salesman Brian Dinelle of Prince George, B.C. “They’ll often spec them with either Cat 550s or Detroit 515s, Rockwell diffs, and Eaton 18-speed trannies.”

The set-back 4900 is available in two BBCs to accommodate different logging apps and both are standard with a super-visibility hood with a non-sloping hood option for the 123-in BBC to accommodate larger radiators for maximum cooling. Options include a severe-duty cab, a variety of radiator sizes, tandem-drive rear axles, heavy-duty Tuftrac suspensions and about a gazillion more options to choose from.

For the off-highway crowd, the 6900’s

the big seller, with either tridem or tandem axles, according to Dinelle. The 6900 XD is rated up to 175 tons GCW. It features a monocoque design for greater cab size and strength, and can be spec’d with a severe-duty cab option with a steel floor and additional reinforcements. Other severe-duty options include planetary rear axles for high-torque capacity, and a range of heavy-duty suspension options.

www.westernstar.com

SLEEK PETES

With diesel at \$5 a gallon up around Thunder Bay, Ont., logging truck buyers are getting serious about spec’ing for fuel economy. And that, according to Peterbilt salesman Clarence Downey of the Thunder Bay Truck Center, is just fine, because Petes are getting very aerodynamic.

Rounding out Pete’s streamlined new-for-2007 388 and 389 highway tractors are 367 and 365 vocational trucks.



The 367 and 365 will be available in set-forward and set-back front axle positions, with axle placement optimized for improved maneuverability and weight distribution. The 367 will come in a special heavy-haul configuration that features a high-capacity cooling system to accommodate the highest horsepower engines available.

Introduced last year for the Canadian logging market is the Dana Spicer T69-170HP tri-drive axle paired with the proprietary Peterbilt Air Trac suspension. The tri-drive axle features a broad range of gearing ratios for enhanced durability and spec'ing flexibility; gross axle weight rating of 58,000 pounds with available axle ratios of 3.91, 4.10, 4.30, 4.56 and 4.78; and rugged, durable wall axle housing for exceptional reliability in severe applications, according to Peterbilt.

www.peterbilt.com

FREIGHTLINER'S WORKHORSE

Freightliner's FLD SD is the company's numero-uno logging tractor.

Available in either a set-forward front axle for maximum weight distribution or a set back front axle for increased maneuverability, the unit can be spec'd with available steer axles rated up to 20,000 lbs, drive axles up to 52,000 lbs, and optional pusher and tag axle.

The truck features a wider track front axle and narrow, high pressure steering gears that give the tires more room to turn, increasing over-all maneuverability, says Freightliner. It also comes with a heavy-duty chassis with frame rails rated to 120,000 lb and a lightweight reinforced aluminum cab that minimizes vibration and noise. The FLD SD can be easily customized to meet specific operational needs.

And Freightliner's TufTrac suspension is engineered to deliver maximum traction in high-articulation environments. The rubber-isolated pivot points and parabolic taper-leaf springs are designed to deliver a smooth ride, whether loaded or unloaded, minimizing wear and tear on the truck and the driver.

www.freightlinertrucks.com



Freightliner FLD SD



Peterbilt 388



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KW'S HEAVY HAULERS

Kenworth has three models in its logging lineup: the W900, the T800, and the C500.

The W900 can be spec'd with up to 600 hp powerplants and comes in 121-in and 130-in BBC dimensions, and seven frame rail sizes to match strength and weight requirements. Front axles from 12K to 14,600 lb ratings, and rears from 23,000-lb single to 52,000-lb tandems.

Kenworth's T800 comes with engines sized up to 16-liter and is available in 112-in and 121-in BBC dimensions. Front axles are rated from 12,000 to 22,000 lb with rears from 21,000 lb single to 70,000-lb tridems.



Kenworth's T800

A set-back front axle provides optimum wheel cut and weight distribution.

The C500 is the workhorse of Kenworth's logging lineup. The heavy-duty frame rails allow for ironman carrying capacity. Front axles up to 30,000 lbs single, 36,000 lbs tandem, driving or non-driving. Carrier-reduction rear axles to 70,000 lbs tandem and 69,000 lbs tridem; planetary hub-reduction axles to 150,000 lbs tandem or 105,000 lbs tridem. The C500 cab is heavily reinforced to withstand rugged environments and the optional cab air suspension smoothes out rough terrain.

www.kenworth.com

BIG MACK ATTACKS

Mack fans, meanwhile, mostly haul their logs behind Granite and CL models, according to Jim McLennon, a salesman at the Lounsbury Truck Centre in Fredricton, N.B.

"They're looking for more horsepower—especially in northern New Brunswick where it's hilly. Mack is coming out with the



Mack Granite

new D16, rated for 625 hp, which should be quite popular," McLennon says.

The CL is being phased out within a year, to be replaced with a new severe-duty model, but Mack buyers can still snap up new CLs over the next year.

The Granite, also available in axle back, is a lighter-weight vocational truck that features

the strongest cab Mack has ever built, riding on two cushions of air and two shock absorbers. Its considerable strength comes from a new generation of composite materials and aluminum that provide significant weight savings without sacrificing an ounce of durability, says Mack.

www.macktrucks.com

INTERNATIONAL NEWS

George Ridley, who sells Internationals for Columbia International Trucks in Cranbrook, B.C., says the ideal spec for navigating the mountain roads is a Meritor tridem with an ISX 565 mated to an 18-speed transmission.

And the International logging model of choice is the PayStar 5900—with its 30-in set-forward front axle and up to 560 hp of hauling power under a square classic hood.

PayStar features include a vertical exhaust system routed under the cab for

maximum ground clearance and no interference with the PTO, including factory-installed rear-engine PTOs; all-aluminum cab and doors for less weight, bigger payloads and easier repairability; and a purpose-built severe-service 12.25-in frame system with one of the highest strength-to-weight ratios in the industry—allowing a single rail to do the work of many double frames. Optional 10.88-in single frame rail available for on/off-highway tractors and transfer dumps.

The PayStar comes in your choice of



International PayStar 5900

on/off-highway suspensions: steel, rubber or air. And according to the manufacturers, steering gears (standard with 14,600-lb and higher front axles) provide enhanced maneuverability when fully loaded; while a 40-degree wheel cut for outstanding maneuverability is available with specific tire/wheel combinations.

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Whatsamatter U?

How to keep your **DRIVE SHAFT** and **U-JOINTS** from shaking out from under you.

BY STEPHEN PETIT

Every truck shudders and shakes to a certain degree but when vibrations persist at a specific road speed, engine rpm, or gear position, it's time to see a mechanic who can thoroughly check your driveline and address the cause.

As inspections go, checking a driveline is a straightforward job. Just about everything is out there in the open, easy to reach, grab, tug, and service. It's also an important job because of where the driveline is situated: between the transmission and the drive axle, two very complex and expensive pieces of machinery. Any shakin' going on in the driveline can fatigue the internal workings of your transmission as well as the bearings in the rear-axle differential.

The driveline really is a system of components that includes the drive shaft, universal joints, and flanges or yokes. The number of drive shafts and U-joints you have on your vehicle will depend on its wheelbase length and the type of transmission and rear axles it has. If your vehicle has more than one drive shaft, it will use a centre bearing for support.

The most basic driveline assembly is a hollow steel drive shaft with a U-joint at each end. As the drive shaft aims down from the transmission to meet its connection to the differential, the U-joints allow the angles of the shaft to change while still transmitting all that torque and power from one end of the driveline to the other. A slip joint spliced into the shaft provides a way for it to change length and absorb movement when the suspension flexes.

You may not know what any of these components are or how they work together, but you can help your mechanic diagnose your vibration problem more efficiently by describing the symptoms in detail. Make note of when the vibration starts, where it's felt, and what the road conditions are. Does the shaking start under high-torque situations? At a specific road speed? Is it accompanied by noise? Where does the noise come from?

BAD VIBES

There are three types of driveline vibration you should know about. The first is critical speed. Critical speed vibration happens when the drive shaft rotates too quickly for its length, diameter, and material construction. As it spins faster and faster, the shaft starts to bow out like a jump rope. Eventually,



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In late 2005, an independent organization conducted three tightly controlled Fuel Consumption Tests pitting the heavy duty Cat[®] C15 against the Cummins ISX. The vehicles were set up to manufacturers' recommended specifications. The Cat C15 was a 435hp multi-torque engine with 1550-1750 lb-ft. of torque. The comparable Cummins ISX was a 450hp engine with 1650 lb-ft. of torque. The C15 was mated to a 3.25 rear axle, and the Cummins with a 3.36. They pulled identical 53-foot, air-ride, dry van trailers loaded to 79,000 GVW, driving at posted speed limits over the same route and terrain in identical weather conditions.

	Cat C15	Cummins ISX
TEST 1 <small>(Over the Road)</small>	4.79 MPG	4.51 MPG

Cat Advantage 5.8%

TEST 2 <small>(SAE Type III)</small>	3.2%	TEST 3 <small>(SAE Type III)</small>	3.8%
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The first test, a two-day trip from Denver to San Antonio, demonstrated a 5.8% fuel economy advantage for the C15 over the ISX. Two additional tests, using SAE Type III (J1526) test standards, showed 3.2% and 3.8% better fuel economy for the Cat engine with ACERT Technology.

These independent tests reaffirm what many fleets have already told us: running Cat engines with ACERT Technology will save them thousands, even millions of dollars in fuel. To see the results customers just like you are getting from their Cat engines, visit your Cat or truck dealer.



P U R E P R O O F

SHAKEDOWN TIME:
A small vibration could
presage a big repair bill.



GUARDIAN ANGLES

The industry's two largest manufacturers of original drive shafts—Dana and ArvinMeritor—provide driveline angle analyzers. However, unless you're qualified to service the driveline, you should leave the calculation of the proper angles to the pros. However, there are things you should know about maintaining the driveline angle that was set at the factory.

■ **BODY MODIFICATIONS:** Adding equipment, changing the suspension, altering the wheelbase, repositioning transfer cases—these common body-builder modifications involve procedures where the factory-set U-joint angles are changed. It's something you should be especially aware of next year, as body installers grapple with space constraints caused by diesel particulate filters.

■ **ADJUSTING THE RIDE HEIGHT:** It's tempting to change the

ride height of your air suspension in order to compensate for a poor ride or to lower the fifth wheel to get under a trailer's nose. But a change of one inch of ride height can alter the U-joint angles for the inter-axle driveline of a tandem by up to four degrees. Furthermore, elevating the rear of the power unit can lead to driveline "bind." The U-joints can't make the rotational pivoting they need to transfer power from the transmission to the axles.

Vibration is more than a minor annoyance. It's a harbinger of things that need to be fixed. If you notice vibration within your vehicle, get the problem looked at. The alternative is to wait for the vibration to go away when your driveline hits the pavement. And then hold still until a tow truck arrives.

it blows apart and leaves a mess on the highway (and, if you're lucky, no injuries). The best way to prevent a critical-speed failure is to spec the right driveshaft for the job based on your gross weight rating, net engine torque, transmission, and axles. Your salesperson will have the tools to help you make the right choice for the speed at which the drive shaft will operate.

The second type of vibration is transverse vibration. A drive shaft is balanced to close tolerances and has thin, metal weights welded on to make sure it spins straight and true. If you lose a balance weight, or a lump of road grime gets stuck to the shaft, the faster it turns and

Eventually, it blows apart and leaves a mess on the highway.

the more out of balance the shaft will be. So if the vibration starts at low speeds and gets worse as you accelerate, you probably need to have your driveshaft balanced by a qualified shop.

The third type of vibration is torsional vibration. Unless the driveline is perfectly straight, each U-joint has to speed up and slow down twice during each revolution. A good rule of thumb is the six-to-one-and-a-half rule: the driveline working angle should not exceed six degrees, and the U-joints at either end of the shaft should be different by no more than one-and-a-half degrees. When the angles on each end are equal within one-and a-half degrees, the

output and input yokes are operating at a uniform speed. They cancel out the torsional vibration that is generated at the drive end of the driveshaft.

Excessive driveline angles create a harsh vibration throughout the driveline, which can lead to premature U-joint life, transmission gear failure, synchronizer damage, and potential damage to the differential. With a U-joint operating at a 30-degree angle and rotating at a constant speed of 1,000 rpm, the driveshaft actually speeds up to 1,300 rpm and slows down to 700 rpm. If the other end of the driveshaft also has a 30-degree angle, it slows down to 700 rpm at the same time that the other end speeds up to 1,300 rpm. ▲

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



DUAL-FUEL BASICS: A bit of extra safety gear—and perhaps a LNG fueling certification—are required of the driver to fuel the truck.

one-year project called The Clean Air Corridor, testing five trucks hauling loads between Ontario and Michigan.

Partners in the Clean Air Corridor include Challenger Motor Freight of Cambridge, Ont., Natural Resources Canada, Sustainable Technology Development Canada, and Toronto-based natural gas utility, Enbridge.

“The Ontario project was meant to prove the performance of the engine and show that it would work in a practical application,” says Bryan Zehr, manager of heavy-duty demonstrations and deployment at Westport Innovations.

The five Challenger trucks are 2005 Volvo VNL 670s, equipped with 450-hp, 1,650-lb ft Cummins ISX engines, modified to accommodate Westport’s High-Pressure Direct-Injection (HPDI) LNG fueling technology. The trucks run two shifts per day along the Highway 401 corridor hauling 100,000-lb GVW loads of beer to Jackson, Mich., from Toronto, and 140,000-lb GVW loads of garbage from Toronto to Lenox, Mich. The round trip mileages are 560 and 470 respectively, and since the test began, the fleet has logged nearly 600,000 miles.

Three of the 14 trucks in the California test program have reached or exceeded 500,000 miles, and are currently being upgraded with the next generation HPDI hardware. Those three engines, claims Zehr, are showing normal or better than normal wear characteristics.

HOW DOES IT WORK?

Westport is developing its HPDI technology exclusively with Cummins at this point, and only for the ISX engine, having signed a technology development agreement with the engine maker in 1999.

It’s a dual-fuel engine of sorts, as it burns about six or seven-percent diesel (by energy

Future Fuel?

road test *Your next trucks will probably be diesel. The ones after that could be fuelled by liquefied natural gas. By Jim Park*

The future of diesel as the fuel of choice for big trucks is in little doubt. Nothing presently available comes even close to the efficiency of diesel, both in terms of energy yield, price, or availability. The only real contender at the moment is liquified natural gas (LNG), and it’s closer than you might think to becoming a practical alternative to diesel in some applications.

More than 12,000 LNG-powered vehicles are working in various markets around the world—predominantly in urban transit applications and in areas where environmental concerns have led to

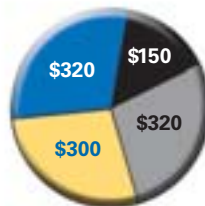
innovation through publicly funded incentives to offset development costs. Mid-range trucks have been running spark-ignited LNG engines in some markets for years, but heavy trucks—especially in long-distance service—have been lagging behind. Until now.

Vancouver-based Westport Innovations, the world’s leading developer of LNG fueling technology for diesel engines in a joint venture with Cummins, has been running 14 trucks in daily service hauling municipal waste out of San Francisco since 2001, averaging over 100,000 miles per month for the fleet. And last May, the company began a

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yield) across a typical duty cycle. Natural gas has a higher ignition temperature than diesel does, so cylinder temperatures generated by compression aren't enough to ignite the LNG. "We inject a small amount of diesel on each compression stroke, acting as a pilot ignition, which is immediately followed by a larger injection of natural gas," Zehr states. "That happens across the entire duty cycle."

The amount of diesel is almost constant across the duty cycle, whether idling or pulling 140,000 lb—just enough to initiate ignition. As the load increases, so does the volume of natural gas. At idle, the LNG/diesel ratio is about 20 percent (or five parts LNG to one-part diesel) by energy. At full load, it's about two percent by energy.

The fuel tanks are a proprietary low-heat-leak design, integrated with a heat exchanger from the engine's cooling system to turn the liquid stored in the tank to a gas. The liquefied natural gas provides 2.5 times the energy storage per volume

compared to compressed natural gas. It's stored in the tank at about 100 psi, but it's pumped up to 5,000 psi before it reaches the injectors. The fuel is injected directly into the cylinder. Direct injection allows for sophisticated control over timing and quantities of fuel, allowing the engine to



COMPUTER-LITERATE GAS: On the prototypes, Westport's controllers are stashed in the jockey box. They manage the LNG injection based on information from the ISX's ECM.

perform like a diesel, and providing more flexibility in calibrating the engine.

The stock Cummins injectors are replaced with a dual-fuel injector that flows both liquid diesel and LNG gas.

The same internal fuel rails are used to get the fuel to the injectors, but there's a

high-pressure diesel injection pump in there, too. The hardware modifications are neither extensive nor expensive. We can't quote a price yet because the parts are mostly pre-production prototypes.

The base-engine ECM remains the same, doing all the basic fuel calculations and commands. Westport's controller takes and reads the basic fueling commands from the engine ECM, and uses them to manage the natural gas fueling. The torque and horsepower curves remain the same as a standard ISX, but Westport is currently working on a 500-hp/1,850-lb ft version.

These 2004-compliant engines use the same cooled-EGR systems as their full-diesel counterparts, but the emissions are said to be running near 2007 levels—without the exhaust aftertreatment. In fact, Westport recently received California Air Resources Board (CARB) certification for its HPDI engines to run at 1.2g/bhp-hr (NOx), and 0.02g/bhp-hr (PM).

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ONE HUNDRED MILES TO MAKE POINT

Westport invited *Today's Trucking* to log a few miles on an LNG HPDI truck so with the blessing of Bob Halfyard at Challenger Motor Freight, I met the truck at Challenger's London, Ont., yard, took a full load of freight to Challenger's Cambridge yard, exchanged that for a trailer full of beer destined for Michigan, and headed down the 401, weighing in at about 100,000 lb. So the engine got a workout.

The first thing I noticed: It was quieter than a traditional

diesel. It also seemed to idle more smoothly.

It didn't lack the ISX's usually lively throttle and it pulled as strong as one might expect from a 450 hp engine, but didn't seem to have the snort of a diesel.

The power seemed to roll on more smoothly than I expected. Acceleration from a stop was more than satisfactory, and



running up through the gears was just like any other ISX, except quieter.

Heading west, the only significant hill lies between Cambridge and Woodstock. It's short, but it'll make the revs drop. We took that hill in top gear—albeit near the bottom of the torque range.

The truck's regular driver, Bob Brodie—a 15-year guy at Challenger, says he likes it a lot, remarking too, that it's quieter. "I can honestly say the engine hasn't cost me anything in terms of road speed

or trip times," he says.

A driver would be hard-pressed to tell the difference. And knowing I was contributing to a 30-ton reduction in GHG emissions per truck in a year compared to a diesel, all things being equal, I'd take a serious look at a Westport/ Cummins LNG engine.

— By Jim Park

Westport followed the CARB certification announcement by saying the ISX LNG engine would become available to select fleets in the Southern California market with the appropriate Cummins 2004 to 2006 model-year (new or retrofit) diesel ISX engines beginning in 2006. The engine will be offered in two ratings: 400 hp/1,450 lb ft torque, and 450 hp/1,650 lb ft torque, matching the diesel-fueled base ISX engine.

READY FOR MARKET?

The fuel used in the Challenger test was trucked to London from Montreal in relatively small quantities. The cost of the diesel-energy-equivalent volume of LNG would be extraordinary. There's a lot of equipment required to run five vehicles, said Kurtis Wadley, Westport's field service technologist at Challenger's London terminal. "It wouldn't cost that much more to support 50 or 100 vehicles."

Areas of the country that have marine access to world supplies of LNG, or areas where pipeline access and storage facilities exist—or can be built—are prime candidates for LNG fueling depots. Thus, carriers

located near such facilities could soon see advantages in switching to LNG—particularly carriers that can run a truck in close proximity to the fuel supply, such as local, regional, or some linehaul operations.

The Canadian East Coast is a favorable location for LNG HPDI deployment, as is Vancouver. There's a natural gas liquefaction plant near there that releases some product on an occasional basis. The U.S. East Coast has LNG import terminals as well, but California remains the most likely place to stage the initial roll-out.

As for the pricing of the fuel, Zehr stresses it's impossible to toss out a number at this point. The raw material is reasonably priced, but the spread between diesel and LNG isn't yet that dramatic.

To date, Westport has proven that LNG works in a heavy-duty diesel engine with comparable performance and efficiency, and lower emissions. Fueling infrastructure will be an issue for some time, but with diesel's increasingly volatile price, and the propensity toward lowering our dependence on foreign oil supplies, LNG could establish itself in certain areas sooner than some might expect. ▲

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Dartmouth - Parts for Trucks, Inc.
Halifax - Parts for Trucks, Inc.
Kentville - Parts for Trucks, Inc.
Sydney - Parts for Trucks, Inc.
Truro - Parts for Trucks, Inc.

ONTARIO

Cambridge - Harman Heavy Vehicle Specialists Ltd.
Cambridge - Transaxle Parts, Inc.
Chatham - Pinwood Truck Parts
Kitchener - Harman Heavy Vehicle Specialists Ltd.
London - A&M Truck Parts, Ltd.
Markham - Neudoerffer Truck Supply, Inc.
Mississauga - Neudoerffer Truck Supply, Inc.
Mississauga - Fort Garry Industries
Ottawa - Malmberg Powertrain
Ottawa - Malmberg Truck Trailer Equipment, Ltd.
Sarnia - Pinwood Truck Parts
Stoney Creek - Transaxle Parts, Inc.
Thunder Bay - Fort Garry Industries
Walkerton - A&M Truck Parts, Ltd.
Windsor - Bogar Truck Parts & Service, Inc.
Woodstock - Harman Heavy Vehicle Specialists Ltd.

PRINCE EDWARD ISLAND

Charlottetown - Parts for Trucks, Inc.

QUEBEC

Bale-Comeau - Macpek, Inc.
Boucherville - Freno
Chicoutimi - Macpek, Inc.
Gatineau - Malmberg Pieces De Camion
Levis - Macpek, Inc.
Montreal - Freno
Rimouski - Macpek, Inc.
Sherbrooke - Macpek, Inc.
St-Jean - Power Battery & Truck Parts
Ste-Foy - Macpek, Inc.
St-Felicien - Macpek, Inc.
St-Laurent - Freno
Riviere-du-Loup - Macpek, Inc.

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PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



Online Resources:

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

A new innovative tool is coming on the market that promises to help limit a major occupational hazard: driver fatigue. Following 10 years of research at Carnegie Mellon University, Pittsburgh-based **Attention Technologies** is introducing its Driver Fatigue Monitor. It's a portable device that can detect dangerous levels of fatigue up to an hour before drivers notice its onset.

The company says the monitor's ability to measure drowsiness has been validated by lab tests conducted by the U.S. Department of Transportation.

The device, mounted on the truck's dashboard, monitors the driver's eyes with infrared technology, detecting when the driver looks away from the road or closes his/her eyes. An audible alarm sounds when the unit ascertains that the driver is getting drowsy. Visual feedback shows how long the driver's eyes were closed and how far he drove in that state.

"Drowsy drivers often drive with their eyes closed for several seconds without realizing it," says Dr. Richard Grace, CEO and founder of Attention Technologies, Inc. "Eye closures of three to four seconds are common." A vehicle going 60 mph can travel 360 ft in four seconds.

A U.S. National Sleep Foundation report says "...people are often very poor judges of their degree of alertness. That means a person may not feel sleepy even if at a biological level their alertness is low and the drive for sleep is high."

In researching and testing the Driver Fatigue Monitor, Dr. Grace enlisted the expertise of his colleagues at Carnegie Mellon University's Human Computer Interaction Institute and at the university's Robotics Institute. The technical work was sponsored and reviewed by the U.S. National Highway and Traffic Safety Administration (NHTSA) and the DOT.

Field tests included one in Canada, where Vancouver's Coastal Pacific Xpress

DEVICE SEES DRIVER FATIGUE

MONITOR WATCHES EYE MOVEMENT



**Attention Technologies
Driver Fatigue Monitor**

tested 10 of the devices. Drivers drove round trips between Vancouver and Toronto, and nine of the 10 drivers said they liked the product. In fact, says Grace, two of the drivers refused to give the device back.

Driver fatigue is blamed by NHTSA for 31 percent of all truck driver deaths, not incidentally, and represents a contributing factor in as many as 30 to 40 percent of all heavy-truck crashes.

See www.attentiontechnologies.com.

PROTOTYPE WHEEL END TRIMS WEIGHT

HENDRICKSON'S FACTORY-ASSEMBLED HNP **Hendrickson's** prototype HNP factory-installed trailer wheel end delivers a lightweight option ideal for flatbeds, dumps, dropdecks and other vocational trailers, the company says. Constructed of 'austempered' ductile iron, which is said to match aluminum for weight while delivering twice the strength, the HNP on Hendrickson P90 spindles provides the



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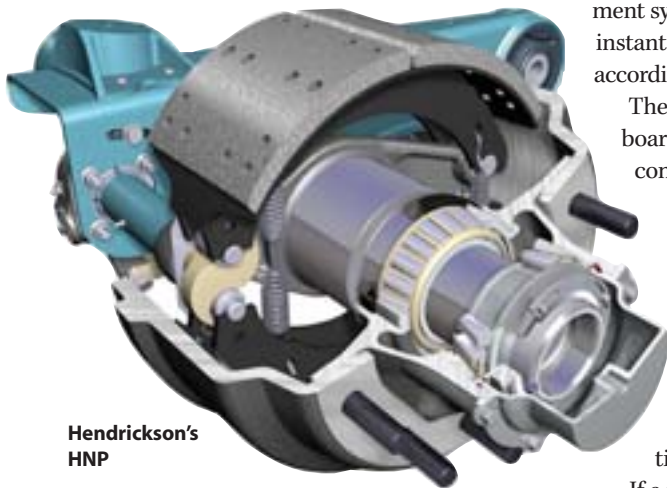
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ability to switch between duals and wide-based single tires.

The HNP features a unique locknut system (patent pending), and with the parallel P90 spindle it provides even lubrication levels and requires only one standard bearing size. Furthermore, Hendrickson's patented axle ventilation system protects against contaminants to enhance wheel-end life, the company says.

HNP units are pre-assembled and sealed in the factory to help ensure



Hendrickson's HNP

proper bearing adjustment, internal cleanliness, and seal performance. HNP wheel ends will come with a limited five-year warranty for on-highway applications. They give truck operators one source for parts, service and warranty from suspension through wheel end, the company says. Plans call for a production launch next year.

Contact Hendrickson at 866-743-3247 or see www.hendrickson-intl.com.

DOEPKER

THE ULTIMATE SUPER B LOGGER

Doepker's tandem-tandem super B is the ultimate in logging trailer design, according to the company. They went out in the woods, talked to the pros and "came back with the makings for the ultimate Super B logging trailer."

The Tan B Logger is 33-ft x 27-ft x 8.5-ft for three tiers of 16-ft logs. It features a two-speed landing gear; an Intraax AA 250 air ride with 25,000-lb capacity; anti-lock brakes on each group; 30-30 spring brake; and air ride complete with dump valve and pressure gauge.

Constructed of fully sand-blasted steel, the Tan B features zinc coating on the steel and a PPG Acrycote topcoat.

Visit www.doepker.com for more information.

CATCHING AIR

SAVES TIRE, ROAD LIFE

This product from **Tire Pressure Control International (TPCI)** is just the ticket for boggy logging roads where traction's a big problem. The Tire Boss system is a computerized, in-cab tire pressure adjustment system that gives the driver instant control over tire inflation according to the terrain.

The system consists of on-board air control valves connected to the tire groups, and individual tire valve stems, through airlines and various types of rotary couplings mounted at the wheel ends. The air is transferred into (or out of) the tires through this hardware based on selections made by the driver.

If a fully loaded truck loses traction, the driver can decrease tire pressure, creating a longer footprint and resulting in a significant increase in traction. TPCI says the system increases on/off-road tire life by as much as 40 percent by ensuring tires are always at the correct pressure for the application. The system also results in considerably less wear and tear on the roads by reducing the amount of rutting generated by heavy-haul traffic. And best of all, it can increase the number of hauling days by allowing for travel on roads normally restricted during wet seasons or thawing periods.

Visit www.tirepressurecontrol.com for more information.

TK'S EXTERNAL BATTERY CHARGER

AIMED AT LIFTGATES & OTHER ACCESSORIES

Operating liftgates and other electric accessories as part of day-to-day operations presents a challenge in maintaining a sufficient power supply to these accessories when the truck's engine is turned off. They generate a large current

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of May 9, 2006 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	109.9	0.7	91.5
VANCOUVER *	106.4	-1.9	74.4
VICTORIA	106.9	-0.3	78.4
PRINCE GEORGE	100.2	-1.1	74.6
KAMLOOPS	101.1	-1.2	75.5
KELOWNA	102.2		76.5
FORT ST. JOHN	103.6	2.0	77.8
YELLOWKNIFE	103.9		84.0
CALGARY *	91.8	-0.5	72.8
RED DEER	91.1	0.1	72.1
EDMONTON	92.7	1.7	73.6
LETHBRIDGE	94.2	-0.3	75.1
LLOYDMINSTER	93.9	-3.5	74.8
REGINA *	97.1	-1.2	71.7
SASKATOON	98.7	-0.7	73.3
PRINCE ALBERT	96.1	-2.0	70.8
WINNIPEG *	95.2	-0.7	73.5
BRANDON	92.2	-2.1	70.6
TORONTO *	101.1	0.1	76.2
OTTAWA	100.4	-0.8	75.5
KINGSTON	98.5	-0.1	73.7
PETERBOROUGH	100.3	-0.8	75.4
WINDSOR	97.8	0.4	73.1
LONDON	102.9		77.9
SUDBURY	103.4	-0.2	78.4
SAULT STE MARIE	103.6	-0.2	78.5
THUNDER BAY	97.5	-1.3	72.8
NORTH BAY	102.3	-0.5	77.3
TIMMINS	106.5		81.2
HAMILTON	98.2	-2.7	73.5
ST. CATHARINES	97.9	1.5	73.2
MONTRÉAL *	112.9	1.9	78.0
QUÉBEC	111.7	0.2	76.9
SHERBROOKE	107.9	-3.0	73.6
GASPÉ	107.9	-2.0	73.6
CHICOUTIMI	108.8	0.3	74.4
RIMOUSKI	110.9		74.4
TROIS RIVIÈRES	116.9	6.0	74.4
DRUMMONDVILLE	104.9	-1.0	74.4
VAL D'OR	110.6	0.3	74.4
SAINT JOHN *	115.1		79.1
FREDERICTON	114.9		79.0
MONCTON	110.6	-0.5	75.2
BATHURST	108.9	-0.5	73.8
EDMUNDSTON	108.2	-0.5	73.1
MIRAMICHI	110.9	-3.0	75.5
CAMPBELLTON	111.6	-0.3	76.1
SUSSEX	107.9		72.9
WOODSTOCK	112.9	1.0	77.3
HALIFAX *	107.0	-0.6	73.7
SYDNEY	109.6	0.3	75.9
YARMOUTH	109.9		76.2
TRURO	111.4	-1.0	77.5
KENTVILLE	108.4	-2.5	74.9
NEW GLASGOW	110.9	-0.3	77.0
CHARLOTTETOWN *	112.4		79.9
ST JOHNS *	119.4		83.3
GANDER	121.1		84.8
LABRADOR CITY	126.4		89.4
CORNER BROOK	117.6		81.7
CANADA AVERAGE (V)	102.2	-0.2	75.1

V-Volume Weighted
(+/-) indicates price variations from previous week.
Diesel includes both full-serve and self-serve prices.
The Canada average price is based on the relative weights of 10 cities (**)

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June 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 _____

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

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

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) _____

draw and can drain the batteries.

Thermo King's external battery-charging kit was designed specifically with the liftgate in mind. It provides an out-of-the-box solution by tapping a reefer's power supply without risk of draining its battery. By allowing the



reefer alternator to recharge the liftgate or other accessory batteries, the kit prevents the external system

from drawing directly from the reefer battery, and the reefer unit is completely isolated during liftgate operation.

Isolating the reefer battery from the external current draw ensures continuous starting power. The reefer unit battery is never affected, and the kit will help keep the lift gate or other accessories working all day, says Thermo King.

See your dealer or visit www.thermoking.com.

MANAC'S LIGHTWEIGHT LOGGER

LOWER TARE WEIGHT, HIGHER CAPACITY
To meet the growing demand for lower tare weight and higher load capacity, **Manac** now offers an eight-inch gooseneck trailer with a tare weight as low as 8,100 kg (17,857 lb) and a load capacity of up to 96 cubic meters (3,390 cu ft).

The regular model, with an 11-inch gooseneck, now features a load capacity of up to 93 cubic meters (3,284 cu ft). Designed with stake boxes made of



high-strength steel, the trailer offers superior performance while retaining the lightest tare weight in the industry, according to Manac.

The trailers are available in a variety of configurations and axle spacings.

See your dealer or visit www.manac.ca.

NOREGON UPDATES JPRO DIAGNOSTICS

EXAMINES ALL VEHICLE COMPONENTS

Noregon Systems has updated the JPRO Fleet Diagnostics application, version 2.0. It's a comprehensive piece of software that provides diagnostic and troubleshooting information for electronic components on commercial vehicles. It promises to reduce repair times and simplify your shop.



Key benefits are said to include the fact that all vehicle components can be examined in a single application—saving valuable time for technicians and fleet managers. It also displays OEM-specific fault codes for all components, increasing

Trailers Designed

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Discover new confidence and peace of mind with Transcraft flatbed trailers. We've integrated the latest innovations to provide you with outstanding efficiency, performance, durability, dependability—and value. Our innovative aluminum floor system is stronger, lighter and more rigid to reduce side bending common with most deep beam widespread flatbeds. Our new standard flatbed design and suspension mounting system significantly reduces stress in critical structural and frame weld areas to assure you of long-term, trouble-free performance. With durability in mind, we've developed an advanced paint and primer system that is more resistant to physical damage and chemical corrosion. We're so confident in our new flatbed trailer innovations that we're backing them with a 5-year, limited warranty. Take a load off your mind today. Find your Canadian Transcraft dealer at www.transcraft.com or call us at 800-950-2995.

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See Transcraft Corporation #1 in Flatbed and Drop Deck brochure for details.



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troubleshooting accuracy. And it records valuable vehicle data for capturing intermittent failures.

It supports all standard SAE J1587/J1708 and J1939 messages, parameters, and fault codes when used with the companion JPRO Fleet Service Portal application. Noregon also sells a datalink adapter that will link your trucks with your computer. The company can also sell you a complete kit including a Panasonic Toughbook laptop computer.

Call 336-768-4337 or see www.noregon.com/products.

MERITOR TRAILER AIR SUSPENSION

PREVENTS SLIDER DAMAGE

ArvinMeritor has introduced its new Meritor RideSentry MPA series of trailer air suspensions. An evolution of the RHP line, its key feature—available this fall—is angled locking pins that help prevent slider damage if the operator releases the handle but fails to engage pins. It's a common problem.

Other features: "best-in-class" structural durability using high-strength steel, contoured lateral plates, beaded center hanger brackets, and new profile side rails to resist buckling, racking and



ArvinMeritor RideSentry Suspension

curbing; premium bushing design with bonded rubber upper control arm bushings and steel thrust washers; plus slider mechanism protection—to reduce downtime from damaged pin linkage, the linkage is protected by slider crossmembers. As well, the pull handle has been repositioned in front of the slider for ease of operation. The parallelogram design of the new unit continues to provide Meritor RHP benefits such as no dock-walk, smooth ride, and roll stability. It will be available beginning July 2006 in both 38,000- and 40,000-lb capacities.

See your dealer or visit www.arvinmeritor.com.

Truck World Feature Product Showcase



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The GMC T-Series is made to master city driving. A set-back front axle allows an impressive turning diameter that's perfect for city streets. Cargo capacity is maximized with more useable frame length than a conventional design. The world-class Isuzu 6H Diesel Engine provides effortless performance. And the T-Series is available in a wide range of GVWR's up to 56,000 lb. (25,400 kg). Plus the T-Series comes with 2-year/unlimited km base warranty coverage. Is your business in the city? Then you're going to own the town with a GMC T-Series. GMC.gmcanada.com



GMC
BUILDING LEGENDS

Vehicles shown with equipment from an independent supplier.

WESTERN STAR'S APU/HVAC UNIT

4,000 WATTS OF HEAT

Western Star Trucks is now offering an integrated auxiliary heating/air conditioning and power generation package as optional, factory-installed original equipment on new 4900-series trucks. The Idle Solutions package is being supplied by Dometic Environmental and Temco Metal Products. Installations will be made at Western Star In-Service Centers.

The system consists of a Dometic 14,000 BTU HVAC system and a Temco 7.2 kW power generator. It's completely independent from the main engine and other truck systems. The HVAC system includes a condensing unit mounted outside the cab and a cooling/heating unit inside the sleeper. They're joined by quick-connect refrigerant linesets, precharged at the factory, allowing for easy installation without special equipment. The system provides 4,000 watts of heating capacity. The Temco auxiliary power unit (APU) consists of a three-cylinder, liquid-cooled, 15.8-hp Perkins diesel

Western Star's APU/HVAC Unit



engine driving a 7.2 kW generator. It provides ample power to run the air conditioner and other electrical appliances.

See your dealer or visit www.westernstartrucks.com or www.dometictruck.com.

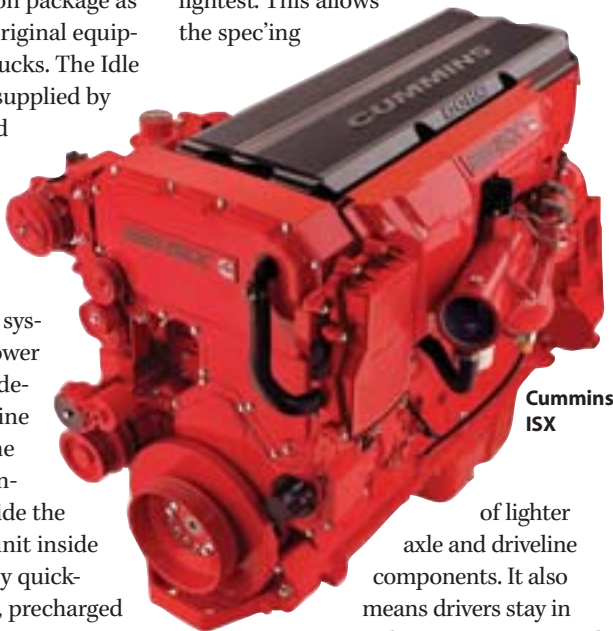
CUMMINS ISX, ISM '07 RATINGS

NEW ISM 410 HP RATING

The **Cummins** ratings for 2007 heavy-duty engines include three new ISX models—the 425 ST (Smart Torque), the 485 ST, and the straight ISX 600. The new ISM features enhanced fuel economy, the company says, and includes a new 410

hp rating. ISM models start at 280 hp, with torque values from 1150 to 1550 lb ft.

The ISX 425 ST provides 1,550 lb ft of torque rising to 1,750 lb ft in the top two gears, where driveline stresses are lightest. This allows the spec'ing



Cummins ISX

of lighter axle and driveline components. It also means drivers stay in top gear longer, maintain road speed better, and shift less often on grades, bringing better fuel economy. With the ISX 485 there's a choice of either straight or Smart Torque ratings—1,650 or 1,850 lb ft, or an ST combination of both. For owner/operators and heavy haulers, there's the new ISX 600 with 1,850 lb ft of torque.

Eleven other straight ratings start at 400 hp and go to 550/1,850. The six other Smart Torque models start at 385 hp, ranging up to 500 hp. All Cummins '07 engines use cooled exhaust gas recirculation (EGR), combined with high injection pressures, a particulate filter, and the Holset VG turbocharger now with electronic actuation.

Both the ISX and ISM will be available in limited production in fourth-quarter 2006, with full production beginning in January 2007.

See your dealer or visit www.everytime.cummins.com.

TRANSCRAFT REDESIGNS DROPDECK

FORKLIFT KIT OPTIONAL

Transcraft has redesigned its D-Eagle combo dropdeck trailer to increase strength and enhance overall performance, the company says. It also added a

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Adding stability to your bottom line

Fleet managers and owner operators hauling in a wide variety of severe-duty applications specify Hendrickson's INTRAAX® (AAEDT / AAEDL) extreme-duty trailer suspension systems and HLM-2™ lift axles for outstanding durability, reduced maintenance and enhanced productivity.

INTRAAX extreme-duty top-mount and low ride systems tackle tough off-road hauling with full 30,000-pound capacity axles and suspensions. Recent improvements in the axle / beam connection and material properties deliver increased durability for the toughest jobs. AAEDT / AAEDL also provide enhanced vehicle stability and handling, while high-capacity air springs equalize load and soften ride to help extend the life of your trailer.

Increased Durability + **Reduced Maintenance** + **Enhanced Stability** = **Increased Revenue Opportunities**

HLM-2 for both truck and trailer applications delivers a heavy-duty, non-steer lift axle in capacities up to 25,000 pounds.

HLM-2 features:

- A wide range of ride heights in pusher, tag or drop-axle configurations
- TRI-FUNCTIONAL® bushings for increased life span
- QUIK-ALIGN® for quick, easy axle realignment
- Self-shearing Torq-Rite® nut to assure proper pivot connection clamp load

For additional information, visit www.hendrickson-intl.com or call: 1.866.RIDEAIR (743.3247) – INTRAAX or 1.800.660.2843 – HLM-2.

Actual product performance may vary depending upon vehicle configuration, operation, service and other factors.

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forklift kit as an option on all its flatbed models. Transcraft is a subsidiary of Wabash National.

The D-Eagle dropdeck's wheel pan has been reconfigured to include a reinforced floor section and a continuous side rail for enhanced structural performance. The design eliminates the need for bolted connections in the lower deck. The new side-rail drop section is said to

Transcraft
D-Eagle trailer



strengthen the lower deck's front support while providing flexibility needed for the heaviest loads.

The forklift-kit option eliminates the need for aftermarket installations that

void trailer warranties. Kits are available for Princeton, Moffett, and Donkey brand forklifts.

See your dealer or www.transcraft.com.

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Webasto
C5 Truck system

uses only small amounts of electricity from the vehicle batteries. Pushed by four small, quiet fans, the cold air will cool the bunk for eight to 10 hours in most ambient conditions.

The other component, Air Top 2000, is a forced-air heater that uses diesel fuel from the vehicle's tank to warm the interior. It uses 1/20th of a gallon of fuel per hour, much less than an idling engine, while emitting far fewer emissions. With an output of 7,000 Btu/h, this compact heater can be operated via an optional timer or manual control. Both Air Top 2000 and BlueCool Truck are EPA-recognized anti-idling devices.

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By Peter Carter

The State Within

No wonder they call the Canadian buck a loonie.

The moment I heard there was a plane crash near our office here in Toronto, I knew I had to see it. So I collared my colleague Allan Janssen, an excellent photographer and editor of *Canadian Technician* magazine. (It's published by the same company that puts out *Today's Trucking* and aimed at Canada's auto mechanics.) Out we went. Half a mile to the northwest and thar she blew—up.

The crash site was—I apologize in advance for the pun that comes next—everything a plane wreck is cracked up to be. Huge chunks of charred fuselage. Jagged pieces of wings. Check out the photo.

However, if you look closely, you'll see a crane up near the tail, and on it, two individuals. They're painting the tail black.

Turns out it wasn't the real McCoy but rather a movie set for a six-part BBC made-for-TV production called "The State Within."

Still, I wanted a picture. After all, who gets a photo of themselves at a plane crash?

And only a week later, my pal Dave saw the picture and offered this:

"Hey! That's a picture of a crashed American currency." (He thinks he's funny.)

The irony is that part of the reason the movie was being shot in our city is because Canada has attracted a lot of film production, thanks to our historically low dollar. (I'm assuming the decision to make "The State Within" was finalized before the dollar took off.)

But sadly for the thousands of Canadians who make their living in that industry, the film-production business might be facing a bit of a dry spell because the Canadian loonie is now nearing par with its American counterpart.

We're all too familiar with some of the other industries that might take a beating because of the buck. If you buy from Americans with Canadian money; good on you. If you're like Ted Rogers who pays his Toronto Blue Jays with American money but gets paid in Canadian toonies and loonies, you ought to be thrilled.

Unfortunately, for a lot of truckers, it's no grinning matter. If you haven't given your foreign-currency strategy much mental energy up to this point, it might be high time to figure it into your business plans. There's no sign the high buck's going away. It's not the same as last time.

Last time we saw the American buck trading so close to ours was 1976. I had just scraped skin off my teeth getting through high school.



PLANE TRUTH: Things aren't always what they seem.

Pierre Trudeau was prime minister. Nobody'd heard of rap music.

Petro-Canada—the Crown corporation invented by the NDP and the aforementioned Trudeau—appeared in response to an oil-price surge. (It was the lead up to the National Energy Program.)

According to Wikipedia—the fabulous online encyclopedia, Tim-Bits were born in 1976. So was Brian Mulroney's son Ben.

Nobody used personal computers. Even Spiderman didn't have a website.

Osama Bin Laden, like me, was just graduating from high school. China was on—but not at—the table.

And no magazine worth the name, except perhaps my old favorite *Mad*, would have printed the expression "whodathunk?" But there you go.


The thing is, the world is a wildly different place than it was last time the buck was so high.

We have a juiced economy. You'd have to work hard to be unemployed in Canada. Sure the big three carmakers are tightening their safety belts, but Toyota is jumping up and down recording record sales. Hino is opening a new plant this month. Canada and the U.S. have settled their softwood differences.

The day I wrote this column, the car-parts giant Linamar announced a half-a-billion-buck expansion. They're going to be hiring 2,000 workers. And they're going to have to get those parts to market somehow.

They say if you want to make God laugh, tell Him your plans. The point is, like many more things than I care to list here, my plane crash wasn't nearly as bad as it first seemed, either. ▲

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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