

**EXTRAVAGANZA:** ExpoCam wows thousands, PG. 32



Jean-Francois Foy  
named Top Driver, PG.25

# Today's Trucking

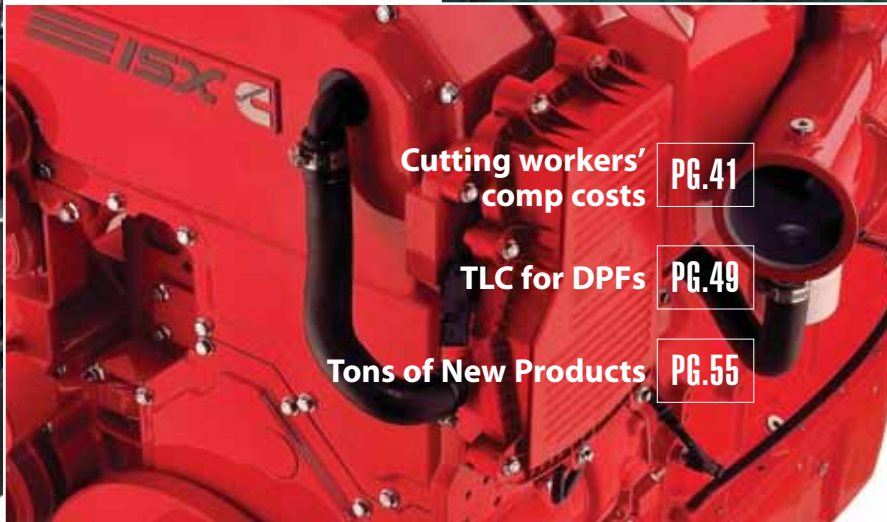
The Business Magazine of Canada's Trucking Industry

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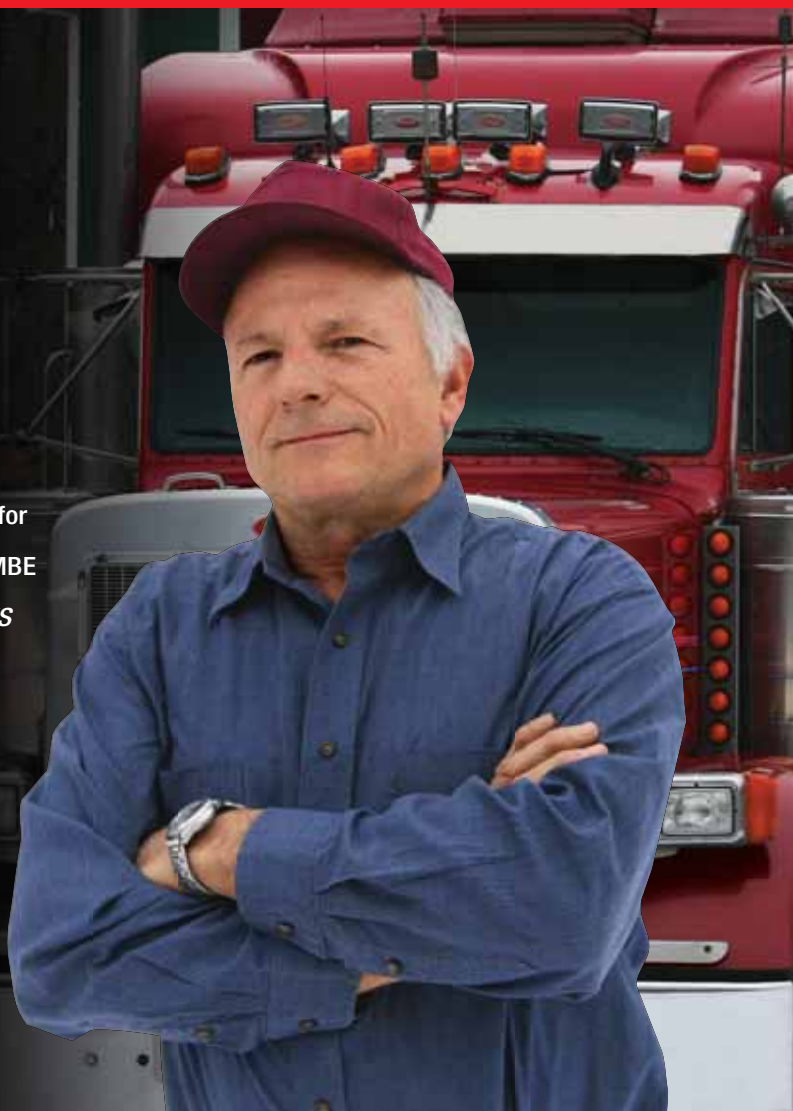
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The Business Magazine of Canada's Trucking Industry

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**Kenneth R. Wilson  
Award Winner**



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## Letters

### Bridgework needed

I drive a truck for a living and I cross the Windsor-Detroit border quite frequently. That bridge is in a very sad state of repair.

It's common to see broken sections of expansion joints as well as numerous holes in the road surface. If you look down, you can see right through to the water.

With all the tolls that have been collected over the years, you would think a new bridge would have been built or at least started by now.

I don't think a tunnel would be too smart of an idea, either. Do you realize how many times I have crossed and had to sit on the bridge for an extended period of time?

Now think of this happening inside a tunnel with 2,000 to 3,000 trucks running inside the tunnel. That could prove to be deadly. I think they should just build a new bridge next to the old one and tear the old one down.

You don't have to waste money on case studies to determine where a new bridge will go, or even make a new route for



### Calling it quits

For the past three years, I have kept up my truck licence but now, I will be one of the many who are saying "enough" and letting the licence expire.

It would not make any sense for me to go through the hassles of renting (if possible) a tractor-trailer to renew the license when I can get behind the wheel of a four-axle straight or dump truck with a trailer and drive with as much or more gross weight. If I should want to work, there is lots of employment available in that sector.

Ontario, as the only jurisdiction in Canada or the U.S. that requires re-certification every year, has eliminated me from the workforce.

I had an AZ licence or equal for 52 years and have a 42-year accident-free record. I have 20 years with nothing on my driver abstract and I am on no medication of any type. Unfortunately, the ministry doesn't seem to grasp this. There are many out here in the same boat as I am—full of the MTO's attitude.

The ministry has taken the ostrich approach (head in the sand) to the pleas of drivers over 65 and won't even answer our questions.

Jim Curtis,  
Honey Harbour, Ont.



trucks. Someone has to do something now, not 10 years from now, before something tragic happens.

Just go sit on the bridge for an hour or so and see how much your vehicle bounces around. It gets pretty scary at times.

J. Culp,  
Beamsville, Ont.

HOW TO REACH US: We want your feedback. Write [editors@todaystrucking.com](mailto:editors@todaystrucking.com), or Letters to the Editor, *Today's Trucking*, 451 Attwell Dr., Etobicoke, ON M9W 5C4; fax: 416/614-8861.



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By Rolf Lockwood



# Bruce R. Remembered

His passing reminds me that there's a soft and very human side to this rat race called trucking.

**P**oignant moments are not common in our industry. Or more likely, given the preponderance of trying-hard-to-be-macho men in this business, such moments are simply never acknowledged. Most women would tell you that those of us flying the guy flag are simply too insensitive to notice in the first place. They may well be right.

But even allowing for my constricted male sensitivities, I have nonetheless experienced many poignant moments in trucking, some that drew tears to my eyes, some that involved tears in other male eyes. Some that simply made me pause and reflect, like my one and only meeting with Bruce R. Smith a decade ago.

My first realization that folks of the trucking persuasion could be an emotional bunch came back in the late 1970s. With my first trucking magazine, *Canadian Driver/Owner*, I inherited a terrific storyteller and a character called Barney Gears. A driver, he was the creation of B.C. writer and ex-trucker Rud Kendall.

As schmaltzy as could be, the Barney Gears column struck a real chord in readers, none more so than an episode in which Barney told us of a driver who had gone agricultural, as they say in car-racing circles. He'd rolled his truck and was trapped in the cab in a ditch, but miraculously had pen and paper close at hand to write a last letter to his wife before he died. Like I said, schmaltzy.

Anyway, the 'letter'—as found by an RCMP officer and related to Barney—was recreated in the column. I admit that it tugged at my own heart strings a little, but it just about yanked the heart right out of a grizzled, ostensibly hard-nosed, veteran driver I met not long afterwards at a dealership opening. Maybe 60 years old, rather slight but looking ornery, he came up to me and said he'd read Rud's piece and loved it. While he spoke, the tears started rolling down his cheeks in full view of 60 or 70 other guys. I was amazed, but I'd learned something important.

More recently, and altogether too real, I attended the funeral of one of the best people this industry—or any other—has ever produced, Canpar's John Cyopeck. As Rick Gaetz read his heartfelt eulogy, there weren't many dry eyes in the entire packed-to-the-gunwales church. Big men, rich men, strong men of trucking, all of them choked up.

For me, perhaps even more moving was the dinner held several months earlier to cap John's incredible fund-raising drive that collected some \$2.5 million for a Mississauga hospital. With much the same crowd that attended his funeral, it was an evening of astonishing generosity, all in aid of John's wish to provide for others.

The outpouring of affection for him was tangible that night, and John's pride in achieving his goal even more so. Everyone knew he was dying, and despite all the good cheer, that cold fact hung over every word, every glance. As with the man, it's an evening I won't forget.

In a far more subtle way, and without the drama of tears, I had another powerfully poignant moment in the yard at Bruce R. Smith Limited just outside Simcoe, Ont. some 10 years earlier. I was spending the day there in the course of writing a story about

**I haven't forgotten the profound sadness in his voice when he quietly said that he didn't understand his company any more.**

this pillar of trucking in southwestern Ontario, and at one point found myself talking to a mechanic doing a wheel repair of some sort on a flatdeck.

While we chatted a pickup truck drove into the yard and an elderly man stepped out

and walked over to us. Frankly, given his dress—overalls, if I remember correctly—I assumed he was delivering parts. It soon clicked that this was Bruce R. himself. I only knew his son John, who'd been running the company for many years, and hadn't expected to meet the founder, so this was a bonus.

Naturally, we chatted, and I haven't forgotten the profound sadness in his voice when he quietly said that he didn't understand his company anymore. The way it was run, the computerized dispatch, the satellite communications, the electronic billing, all of that modern stuff. He told me about the early days in 1947 and later when he and his wife ran the company from their kitchen table in the house just behind us, a house that had by then been completely taken over by company offices. He said he only understood the shop nowadays. He was a man who once had a very firm grip on the wheel of his fleet, who grew it from nothing to something substantial, and then had to watch it sail by him.

Bruce died at the end of March, 82 years old by then, a true pioneer of trucking. And like many others of his vintage, he launched something on a strong foundation of hard work, loyalty, and a real sense of duty to his customers. In an era of digital this and digital that, we would do well to remember what Bruce represented. The principles haven't changed. ▲

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# Dispatch

BY MARCO BEGHETTO

## Tale OF THE Tape

There's no end in sight to the number of overlapping protocols dealing with Canada-U.S. border issues. It's time we hired someone to manage it all.

**R**esearch the phrase “red tape” and you’ll find the origins are quite unsurprising. Turns out that the term we use today to describe rigid, mechanical and unnecessary bureaucracy comes from the fact that in 17th century England, politicians and

bookkeepers bound legal and official documents with...well, you guessed it.

If only things were still that obvious at government departments these days.

Take, for example, border issues in the U.S. and Canada. Since Sept. 11 the customs and border

portfolio has grown immensely—fed with big budget dollars (especially in the U.S.)—and, like most swelling bureaucracies trying to justify their own existence, managers are constantly coming up with “solutions” in search of new problems.

As truckers can attest, it’s

not easy keeping up with all the border-related acronyms thrown around these days: C-TPAT, FAST, ACE, ACL, PAPS, WHTI, TWIC, APHIS, AMPS—and that’s just off the top of this writer’s head.

“What has been the return on all this?” asks Canadian Trucking Alliance CEO David



# hies



Three generations of Smiths—including patriarch, the late Bruce R. Smith—have grown their fleet into one of the largest and most productive in Canada.

## PIONEER PASSES

BRUCE R. SMITH: 1925-2007

**T**he founder of one of Canada's most successful and respected fleets, Bruce R. Smith, was never one to show off.

He was a man of great humility; he always had a smile for everyone, and according to his brother Wallace, "never had a harsh word for anyone."

Mr. Smith passed away in March in Simcoe, Ont., the day after his 82nd birthday—but not before leaving his community and the entire trucking industry with a great legacy.

Bruce Ralph Smith was born in 1925, one of seven children in Norfolk County, Ont. He had to quit school after his farmer father died young, in 1939, from the effects of the mustard gas that he was exposed to as a soldier in WWI.

At first, Bruce farmed and then in 1947, he started hauling dairy products out of the tiny southwestern Ontario village of Walsh. From that first truck, he grew Bruce R. Smith Ltd. to the point where it's No. 21 on the Today's Trucking Top 100 list of Canada's largest for-hire carriers, with about 450 power units, 1,500 trailers, and about 500 employees.

He was an active member of the Simcoe business community and the Ontario Trucking Association.

Workers and customers will remember him for his steadfast loyalty and commitment to excellence. Says David Bradley, CEO of the Canadian Trucking Alliance (CTA), "Mr. Smith was one of the pioneers of Ontario trucking. His commitment to service, to his community, and his employees was an example for all."

Bruce's son, John H. Smith, took over management of the fleet in the mid-'70s. Under his watch, the company has become one of most technologically advanced carriers in the country, and last year the Smiths created the Learn to Earn Scholarship, designed to attract young people to trucking. The company has also been recognized as a leader for showing environmental initiatives, among other accomplishments.

Bruce was predeceased by his first wife Bernice in 1972, and his second wife Marjorie in 2005. He is survived by John, his daughter-in-law Marlene, and grandchildren Nathan and Courtney all of Simcoe.

Bradley rhetorically.

"Is security improved? Because we sure as heck made the border less efficient and heaped more costs on the supply chain. How does that reconcile with the other stated goals of NAFTA, which is to create a strong, competitive North American region that can compete?"

Neither US Homeland Security (with an operating budget bigger than the entire Canadian government's) or the eight federal ministers in Ottawa who at any given time get involved in border and trade issues, seem to want to answer those same questions.

Bradley, though, has someone in mind that might be able to. He recently floated the idea of appointing a so-called national "border czar" who would lead his own department or chair a committee of parliamentarians focused solely on border issues.

Ideally, the office would be the first to respond and deal with U.S. border mandates and regulations, as well as act as a clear go-to source for industry.

"We don't have a coordinated, focused effort on issues. We have too many ministers who have their fingers in the pie," says Bradley.

"Because of this diffuse approach, it takes a long time to come to positions and we're not agile enough to be proactive on border issues. And if we're going to be reactive, then at least with a (border czar) we can be quick."

Bradley admits he's been criticized by those "sensitive to ideology" for how he's coined the position. But unlike the Bolsheviks, this czar's job would be to remove red of tape, not make it as sticky as possible.

A lot of the time, the trucking industry takes it upon itself to respond to U.S. border protocols.

"Before Sept. 11, it would have been very unlikely that a Canadian industry would be dealing directly with the U.S. federal government," says Bradley, who guesses CTA spends 60 to 70 percent of its time and resources on border issues.

Sometimes, though, letting the market gauge the landscape is not a bad thing. But where CTA has been frustrated is the speed of Canada's response when the association gathers and presents information to officials. "We literally have to bring a host of departments together and bring them to speed and



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then hope that the mud sticks somewhere," he says.

Windsor, Ont. MP Brian Masse, who's on the verge of presenting a private member's bill that would establish a Windsor Border Authority, also likes the idea of a national body to oversee the border file.

"In our region [the Windsor-Detroit gateway] right now there's chaos and lobbying as opposed to an overall coordinated effort," he tells *Today's Trucking*. You need people on the ground floor to try to get in there right away and prevent some of the nonsense from happening, but also to deal immediately with new rules when we have to face them."

Were a border czar to be named, Masse hopes Ottawa takes the position more seriously than Ontario did when Premier Dalton McGuinty appointed—with much fanfare—former Canadian ambassador to the U.S. Michael Kergin as Ontario's "border czar" in 2005.

"He's been a no-show ever since," says Masse.

In fact, a Google News search on Kergin produces exactly zero returns.

"Maybe he's been meeting with lobbyists behind closed doors. But what we need is an open business management model and long-term planning. We don't need a political appointment."

N.Y. City engineer and gridlock guru Sam Schwartz, who was formerly hired by Windsor to help fix the city's traffic woes, has always been able to look at the much politicized Can-Am border with a fresh

## ANCHOR AWAY

### ARCHAIC REGS DROWNING MARINE BORDER-CROSSING OPTIONS

**L**iberal Senator and border security critic Colin Kenny recently blasted the Canadian and U.S. governments—present and past—for not taking seriously enough the threat of a terrorist attack on the most critical trade gateway between the two nations. Unfortunately, the media and too many decision makers seem to be getting tired of what they think is simply rhetoric five years after 9-11.

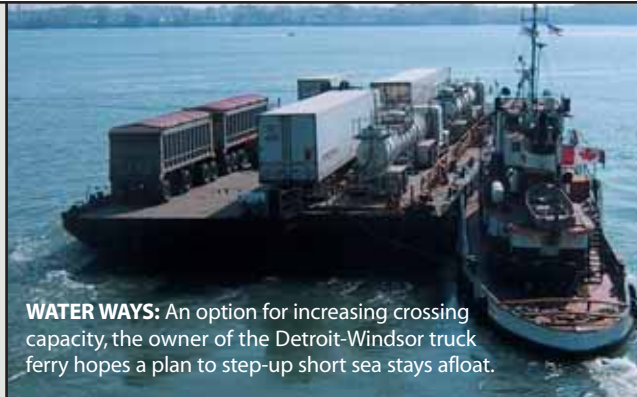
How strange that these people continue to ignore the most important link—literally—in Canada's economic engine.

Gregg Ward finds such attitudes amazing, if not dangerous. In an exclusive interview, the owner of the truck ferry operating on the Detroit River between Windsor and Detroit said the gateway—which has only two crossings to handle \$140 billion a year in trade—is in desperate need of border-crossing redundancy. And a vigorous short-sea shipping strategy is one way to help make that happen.

"I don't think there's a similar situation anywhere in North America," says Ward. "It doesn't even have to come down to a permanent breakdown or a [terrorist] attack. What if there's a structural failure or a major accident?"

"There are no detours at the border. We have these secondary arteries all through our transportation system except at this border. Is that not ridiculous?"

Recently, Ward appeared before politicians in Washington to testify on the need to make marine intermodalism a priority. The Detroit-Windsor truck ferry is the only government-approved system for trucks



**WATER WAYS:** An option for increasing crossing capacity, the owner of the Detroit-Windsor truck ferry hopes a plan to step-up short sea stays afloat.

carrying hazmat loads across that border. Dangerous goods are not permitted on either the privately owned Ambassador Bridge or through the Windsor-Detroit Tunnel.

However, media reports last year disclosed that the Ambassador Bridge was writing special permits to a select number of carriers (many owned by billionaire Ambassador owner Matty Moroun) allowing them to cross the bridge despite the U.S. federal law prohibiting it.

Because of the company's autonomous control of the structure, it is near impossible for enforcement agencies to step in.

"The federal law says they can't take these trucks, but to enforce the rules they have to get into all these private property issues," says Ward.

Messages left for Ambassador Bridge President Dan Stamper requesting an interview were not returned.

As for the short-sea shipping strategy, Ward isn't asking the government for billions in investment or subsidies. He says by simply removing existing regulatory hurdles, short-sea services could become more attractive to potential operators, which would in turn

increase crossing capacity and build badly needed investment confidence in the region.

He cites several competitive impediments, which conversely don't affect the bridge or tunnel. A U.S. harbor maintenance fee (\$125 for every \$100,000 in merchandise value), for one, scares away shippers. Also, on the Canadian side, "any new border crossing that's not a bridge or a tunnel will pay for Customs at the full cost of recovery," says Ward. "This protects incumbent operators which get Customs—funded by taxpayers—for free and forever, so you discourage any new alternative means of crossing the border."

Ward is quick to clarify that his campaign is not strictly self-serving. "Are you kidding me? The ferry is a minor service that can help if there's a rise in the security level. We're not the answer. The answer is a full-fledged contingency plan."

Ward, who is also a proponent of a new bridge crossing being proposed downriver, adds that he'd welcome more operators to compete with his service if regulatory impediments were lifted.

"In the long run it's good for everyone, because right now industry is not locating here because there is no contingency."

## Dispatches

pair of eyes. No stranger to bureaucracy himself, he thinks a border czar is just what Canada needs.

"It makes sense to have someone who's going to be a champion. And if the person is actually given some powers to summon all the people to the table and set deadlines, that could be very effective," says Schwartz, who hints he could be working in Windsor again this year. "The creation of a border czar with a very clear mission to keep everyone on the dime would be very worthwhile, I think."

So you think you might want the job, Sam?

Always the consultant, Schwartz responds with a modest laugh: "I would simply love to be an assistant to any border czar."

## on the Docket

**M**ore significant changes to Ontario's Commercial Vehicle Operator Registration system kicked in last month, including a new "proactive" intervention model, which replaces the current "rehabilitative" system.

Previously, all fleets hauling in Ontario—regardless of where the carrier's vehicles were registered—were required to register with the Ministry of Transportation and obtain a CVOR certificate, used to monitor on-road safety performance such as collisions, inspections, and facility audits, as well as compliance with highway safety regulations.

Now, as part of amendments to the federal Motor Vehicle Transport Act (MVTA), all provinces are responsible for their own carriers and have ceased from safety rating and issuing safety fitness certificates to extra-provincial trucks. Monitoring is done through event data collected by all Canadian jurisdictions sent to the carrier's home base through the Canadian Council of Motor Transport Administrators (CCMTA) data exchange system.

On that note, Ontario has modernized its CVOR, carrier safety rating, and facility audit programs. A new "proactive and predictive" intervention model has taken effect.

The new CVOR will replace "adjusted fleet size" with "kilometric

travel in Canada" as the basis for assessing each carrier's relative exposure to on-highway risk. All levels of CVSA inspections will be used in determining the carrier's violation rate and safety rating. Ontario will continue to point only collisions that indicate "at fault" on the carrier and/or driver.

Furthermore, "point values assessed for convictions have been revised to align better with the relative likelihood of those types of offences that lead to future collisions." They are also said to be more consistent with point values assigned by other jurisdictions.

Enforcement of the new system will be phased in over a two-year period, at which point the entire violation rate will be based on the new set of rules.



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### Emission Regs

## EPA on SCR: Fill'er Up

Engine manufacturers that have married themselves to selective catalyst reduction (SCR) as the solution in meeting tougher 2010 EPA engine emission rules, have finally been handed a blueprint by the EPA to get the technology certified in North America.

As first reported by *Today's Trucking.com*, EPA has mapped out how it expects suppliers to prove they can overcome concerns regarding availability of a "reducing agent" for SCR systems, as well as keeping drivers from operating trucks with empty reducing agent tanks.

SCR—the system currently used in Europe for meeting emission standards, and also declared the 2010 solution of choice by Freightliner and Volvo on this side of the pond—is of interest to suppliers because of its ability to achieve as high as 90-

percent NOx conversion efficiencies. An SCR system uses a nitrogen containing reducing agent (usually urea or ammonia) injected into the exhaust gas upstream of the catalyst. The reducing agent needs to be periodically replenished. But without that process, the efficiency of the SCR catalyst drops to zero and NOx emissions can increase substantially beyond EPA's standard.

"Most SCR system designs rely on storing reducing agent in a tank located on the vehicle and on the vehicle operator taking responsibility for refilling the tank," states the EPA guidance paper. "Without a mechanism to inform the vehicle operator, and without a readily available source of replacement, there is a high likelihood that the [emission standard will] be exceeded on vehicles in use."

To prove their SCR systems will not run out of reducing agent while on the road, the EPA is requiring engine

makers and truck OEMs to develop visual and audible driver warning systems that inform the operator that reducing agent level is low and must be replenished.

Also, the EPA suggests a "lock out" of the fuel filler system, preventing the user from being able to refuel after the reducing agent range drops below a certain level.

Another option is to "have vehicle performance degraded in a manner that would be safe but would be onerous enough to discourage the user from operating the vehicle until the reducing agent tank was refilled," says EPA, adding that the system must also be able to identify and respond to a situation when the tank is filled with an off-spec fluid or when diluted with water.

Meanwhile, a long-held concern by some in the industry is that North America doesn't have the proper urea-fuelling infrastructure in place to meet SCR's replenishing demands.

The enviro-agency suggests manufacturers go beyond the OEM network by supplying dealers, truckstops and similar roadside facilities with the reducing agent.

While Freightliner and Volvo are pretty much committed to SCR, other North American manufacturers such as International, Paccar, and Cummins have not yet thrown their support behind the technology.

Caterpillar has stated on several occasions in the past that SCR is not a viable solution for its own 2010 emission goals.

### Legislation

## Limiter Plan Picks Up Speed

Truckers who first thought that the idea of making speed limiters mandatory on all Ontario trucks was a joke, might want to stop laughing.

The Ontario Trucking Association (OTA), which came up with the plan in 2005 to govern truck speeds



## LOG BOOK

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### May 8-10

**PACex International**, Direct Energy Centre (Exhibition Place), Toronto. 2007 PACex International is Canada's national, fully integrated industrial trade show, featuring over 700 exhibitors for packaging, logistics, material handling and food processing. Call 613/293-5250 or click on [www.pacexinternational.com](http://www.pacexinternational.com).

### May 13-17

**Canadian Council of Motor Transport Administrators Annual Meeting**, Edmonton. This is where all the national regulations affecting trucking and transportation are dreamed up. Partners in Safety is the theme for the 2007. Contact: 613/736-1003 or go online at [www.ccmta.ca](http://www.ccmta.ca) to learn more.

### May 23-24

**Transportation Health & Safety Association 65th Annual Conference**, Doubletree International Plaza Hotel, Toronto.

The annual event to discuss health and safety issues in the transportation sector. Contact: Betty Taylor at 416/242-4771, ext. 274 or go to [www.thsao.on.ca](http://www.thsao.on.ca).

### May 27-30

**Canadian Fleet Maintenance Seminar**, Double Tree International Plaza Hotel, Toronto. This year, the conference will be teaming up with the Truck Maintenance Council of the American Trucking Associations for concurrent panels, training sessions, and workshops for maintenance supervisors. Contact: 519/886-6265 or click on [www.cfmsonline.com](http://www.cfmsonline.com).

### June 3-6

**Canadian Transportation Research Forum 2007 Annual Conference**, York Hotel, Winnipeg. Trucking companies, railways, port authorities, shippers, terminal operators, and government all make up the CTR Forum. Contact: 306/242-6199 or go to [www.ctrf.ca](http://www.ctrf.ca) for more info.



at 105 km/h through the engine's ECM, has successfully recruited more allies to its two-year campaign—including the province's top cop and highest-ranking legislator.

OTA President David Bradley welcomed recent comments by Ontario Provincial Police Commissioner Julian Fantino and Premier Dalton McGuinty, supporting the proposal to regulate engine speed capacity.

"We're obviously very happy that the [Commissioner and Premier] have publicly indicated support for a hard cap on truck speeds," Bradley said.

McGuinty, who told media speed limiters would fit nicely with the green plan his government has started for this spring, is now on the record as backing his own transportation minister on the issue. At the OTA annual meeting last November, Minister Donna Cansfield declared her support for the plan, concurring with the OTA that it would be good for both highway safety and the environment in terms of fuel savings and lower emissions. While the OPP and the Liberal government have joined the pro-limiter ranks, the OTA has already gathered strong support from several groups like Pollution Probe, CAA Ontario, the Canada Safety Council, the Ontario Safety League, and several insurance companies, among others.

And with the official opposition Tories also on board [Ontario Conservative MPP Laurie Scott introduced an environmental bill



## Speed by Numbers

**A** sneak peek into a much anticipated industry survey on speed limiters, was unveiled recently by the American Transportation Research Institute (ATRI). The preliminary report is part of a larger ATRI initiative to analyze the potential safety impacts of speed and speed differentials on trucking safety and operations. Here's a selection of findings:

- **69 percent** of carriers surveyed said they use speed governors on at least some fleet vehicles.
- **69.** You're not seeing double. That's also the average in mph speed governors were set at.
- **114** was the average size of fleet not using governors.

- **1,142** is the median size truck fleet that does.
- **40 percent** of those who don't use governors cited safety concerns—mainly car-truck speed differential and impact on traffic flow—as the biggest reason.
- **70 mph** is the speed that one third of small and medium-sized fleets said their trucks traveled.
- **60-80 mph.** About where carriers that like speed limiters, set 'em.

The Federal Motor Carrier Safety Administration, at the behest of the American Trucking Associations, may mandate speed limiters on trucks set at no more than **68 mph**.

The OTA first developed the idea in 2005 to limit trucks to 105 km/h. Proposals along those lines are in various legislative stages in both Ontario and Quebec. (see "Limiter Plan Picks Up Speed" on pg.16 for the latest news on this).

in the Legislature last year which included a speed-limiter provision], the once far-fetched plan has gone from concept to near certainty very quickly.

With all that high-profile encouragement, Bradley said the time for debate is just about finished and now it's up to policy makers and bureaucrats to act.

"The safety and environmental benefits are just too significant to continue to ignore this issue," he says.

The plan still has many detractors, however. Owner-operators have been some of the more vocal critics. With published traffic safety studies in hand, the

Owner-Operator's Business Association of Canada and its U.S. counterpart argue that a large gap in speed differential between cars and trucks causes more accidents.

The Private Motor Truck Council of Canada, which represents non for-hire fleets, is also strongly opposed to a blanket rule. President Bruce Richards has pointed out that, statistically, truck speeding is not a problem on the highways. If the government is determined to enact the rule, Richards suggests mandatory limiters should be restricted only to chronic offenders.

But speed isn't the only

argument OTA has advanced to justify governors. The technology is also being proposed in the name of the environment. Bradley characterized his association's plan "as perhaps the single most significant measure any industry has put on the table to conserve fuel and help the country meet its commitments under the Kyoto Accord."

"Even though truck drivers are the least likely of all drivers to be operating at excessive speed," he said, "there are good environmental, safety and economic reasons for making the activation of speed limiters mandatory."

# TRUCKMAKER TRACKER:

FREIGHTLINER CHIEF BEMOANS LACK OF ENGINE INCENTIVES

**O**utdated engine technology is effectively being promoted by the U.S. and Canadian governments, says Freightliner LLC President and CEO Chris Patterson.

By failing to provide incentives to truck buyers in support of buying environmentally superior 2007 engines, both Washington and Ottawa have left many fleet managers and owner-operators with no option but to avoid the substantial extra cost of the new diesels. And with a "profound" price increase coming again in 2010, the Toronto-born Patterson fears yet another up-and-then-down sales cycle launched "by human intervention" alone.

"In my opinion this is bad public policy," he told attendees at the Heavy Duty Manufacturers Association breakfast held during the recent Mid-America Trucking Show in Louisville. The result, he said, is that the efforts of the Environmental Protection Agency (EPA) to provide cleaner air have been compromised as old engines are being used longer than they should be.

Later, in a private interview with *Today's Trucking's* Rolf Lockwood, Patterson said that fully 70 percent of his company's existing

orders are booked for the second half of the year. Hardest hit are sales to the over-the-road class 8 market, Freightliner's core strength.

"I'm beginning to see the ramp-up later than August," he said. "Definitely before the end of the year we're going to see a big surge in orders."

Patterson's projection for industry wide 2007 class 8 sales is 220,000 in Canada and the U.S., which is on the low end of the consensus. Medium-duty, vocational, and especially export sales are very strong, however. Patterson noted increasing market share in Latin America, supplied out of Mexico, where the company is presently building a new US\$400 million factory. "By 2012," he says, "we could conceivably have 50 percent of our class 8 build down there, and possibly some medium-duty too."

As far as '07 engines are concerned, there still aren't enough of them in the field, in owners' hands and working, to get a good fix on how they're performing. Freightliner delivered 1,000 of them in the first quarter of this year, and will deliver as many as 3,000 in the second quarter, Patterson said. But the Detroit Diesel test engines in the field—having done some 30 million miles—have proven reliable, he added.



Chris Patterson

## Meal Taxes

### Tax Treats & Good Eats

Only a very brave trucker would tell the wife he prefers Flying J's famous southern fish tacos over her special weekend roast and trimmings.

Still, it's understandable if long-haul drivers think their meals from the road taste slightly better since March 19. That's when Federal Finance Minister Jim Flaherty announced in the Tory federal budget that he was restoring the allowable proportion of meal costs drivers can expense to 80 percent, from the 50 percent it has been since 1994.

The 80 percent rate doesn't kick in until after 2010, but truckers can immediately claim 60 percent. The limit will increase to 65 percent in 2008, 70 percent in 2009, and 75 percent in 2010.

To be eligible, drivers must be away for at least 24 consecutive hours, and the purpose of the trip must be to transport goods beyond a 160 km radius from the home

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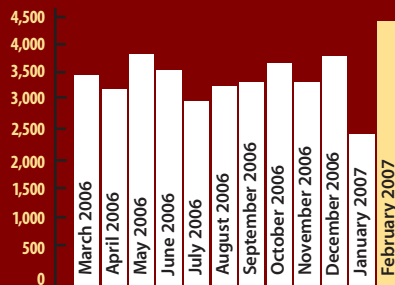




## truck sales index

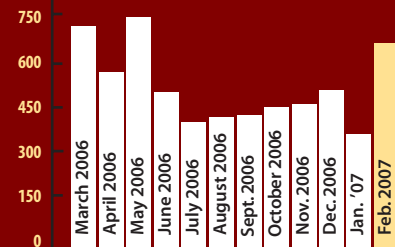
February 2007

| CLASS 8       | This Month  | YTD '07     | YTD '06     | Share         |
|---------------|-------------|-------------|-------------|---------------|
| Freightliner  | 962         | 1575        | 909         | 22.8%         |
| International | 955         | 1492        | 941         | 21.6%         |
| Kenworth      | 678         | 998         | 1003        | 14.5%         |
| Peterbilt     | 520         | 778         | 590         | 11.3%         |
| Sterling      | 423         | 619         | 411         | 9.0%          |
| Western Star  | 351         | 525         | 323         | 7.6%          |
| Mack          | 299         | 490         | 295         | 7.1%          |
| Volvo         | 296         | 418         | 456         | 6.1%          |
| <b>TOTAL</b>  | <b>4484</b> | <b>6895</b> | <b>4928</b> | <b>100.0%</b> |



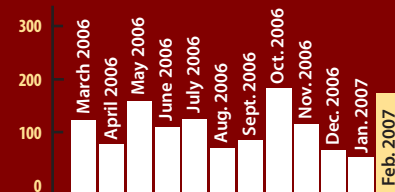
12-month Class-8 Sales

| CLASS 7        | This Month | YTD '07     | YTD '06    | Share         |
|----------------|------------|-------------|------------|---------------|
| International  | 220        | 374         | 184        | 36.8%         |
| Freightliner   | 93         | 140         | 60         | 13.8%         |
| General Motors | 96         | 138         | 69         | 13.6%         |
| Peterbilt      | 79         | 108         | 114        | 10.6%         |
| Sterling       | 61         | 95          | 62         | 9.3%          |
| Kenworth       | 63         | 84          | 97         | 8.3%          |
| Hino Canada    | 35         | 59          | 55         | 5.8%          |
| Ford           | 12         | 19          | 8          | 1.9%          |
| <b>TOTAL</b>   | <b>659</b> | <b>1017</b> | <b>649</b> | <b>100.0%</b> |



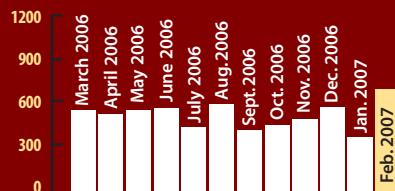
12-month Class-7 Sales

| CLASS 6        | This Month | YTD '07    | YTD '06    | Share         |
|----------------|------------|------------|------------|---------------|
| Freightliner   | 84         | 85         | 17         | 36.3%         |
| International  | 30         | 51         | 97         | 21.8%         |
| Hino Canada    | 27         | 49         | 48         | 20.9%         |
| Ford           | 16         | 23         | 8          | 9.8%          |
| Sterling       | 9          | 15         | 29         | 6.4%          |
| General Motors | 9          | 11         | 19         | 4.7%          |
| <b>TOTAL</b>   | <b>175</b> | <b>234</b> | <b>218</b> | <b>100.0%</b> |



12-month Class-6 Sales

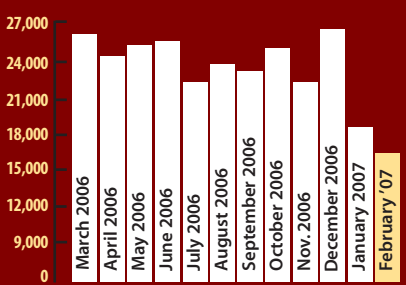
| CLASS 5        | This Month | YTD '07     | YTD '06    | Share         |
|----------------|------------|-------------|------------|---------------|
| Ford           | 330        | 459         | 345        | 44.0%         |
| General Motors | 214        | 335         | 227        | 32.0%         |
| Hino Canada    | 54         | 117         | 117        | 11.0%         |
| International  | 59         | 88          | 51         | 8.5%          |
| Sterling       | 15         | 21          | 0          | 1.5%          |
| Freightliner   | 11         | 14          | 2          | 1.2%          |
| <b>TOTAL</b>   | <b>683</b> | <b>1034</b> | <b>742</b> | <b>100.0%</b> |



12-month Class-5 Sales

### U.S. RETAIL TRUCK SALES

| CLASS 8       | This Month    | YTD '07       | YTD '06       | Share         |
|---------------|---------------|---------------|---------------|---------------|
| Freightliner  | 5623          | 11,510        | 11,620        | 32.9%         |
| International | 2366          | 6334          | 7293          | 18.1%         |
| Volvo         | 1793          | 3824          | 4707          | 10.9%         |
| Kenworth      | 1862          | 3809          | 4170          | 10.9%         |
| Peterbilt     | 1975          | 3789          | 4761          | 10.8%         |
| Mack          | 1322          | 2790          | 4096          | 8.0%          |
| Sterling      | 1230          | 2309          | 2367          | 6.6%          |
| Western Star  | 191           | 513           | 456           | 1.5%          |
| Other         | 109           | 148           | 1161          | 0.4%          |
| <b>TOTAL</b>  | <b>16,471</b> | <b>35,026</b> | <b>40,631</b> | <b>100.0%</b> |



12-month Class-8 Sales, United States



**Online Resources:** For more truck sales stats, go to [todaystrucking.com](http://todaystrucking.com)

Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.

location; in addition, the vehicle must have a GVWR of greater than 11,788 kg. Local drivers who don't haul beyond 160 km can continue claiming 50 percent.

The Canadian Trucking Alliance, (CTA), along with the Owner-Operator's Business Association of Canada, the Teamsters—with the assistance of *Today's Trucking* and *Today'sTrucking.com*—launching the End the Lunch Bag Letdown campaign last year, where truck drivers sent thousands of post cards to the finance minister calling upon him to restore the 80 percent deduction.

Flaherty obviously got the message, as over 4,000 postcards were sent to Ottawa in just a few months.

Meanwhile, a few days after the feds' announcement, the Ontario Liberals also reached into their budget bag and pulled out something for trucking. The province announced truck driving is finally being treated like most other trained skills. Carriers participating in the voluntary truck driver apprenticeship program will now be eligible for a refundable Apprenticeship Training Tax Credit, as offered in other industries. The government says up to \$5,000 is available per apprenticeship.

Since 2005, carriers taking part in the program have been providing mentoring services to new drivers. ▲



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# How's That Old Alamo Song Go?

**driver's side** *George Bush's cozy relationship with former Mexican president, Vicente Fox, could mean trouble for Canadian truckers. By Jim Park*

**W**hat if Mexican truckers gained a foothold in the North American trucking market? If you're still thinking this is a pretty far-fetched idea, you may want to reconsider. Under the terms of our beloved NAFTA agreement, Mexican trucks could have equal access to any and all international freight on the continent—including Canadian loads bound for the U.S. and vice versa.

There's not much standing in the way of an influx of Mexican trucks right at the moment, except for the determined lobbying of a few groups that see the inherent risk of such a move.

The American Trucking Associations (ATA) supports the opening of the American southern border to Mexican carriers, calling it "a step toward efficiency." ATA is thinking in terms of the movement of goods between the U.S. and Mexico. They're probably not terribly concerned with what might happen on their northern border.

Many large U.S. carriers have vested interests in Mexican carriers, so it's easy to see where some ATA members could see substantial reductions in operating costs by using Mexican carriers and drivers to move freight back and forth across that border. That ATA would support this plan is a no-brainer.

Critics of the plan say that safety on American roads would be compromised by an influx of Mexican trucks.

They claim that proper safeguards are not in place, that Mexican carriers have not been properly audited by U.S. officials, that Mexican drivers are generally not as qualified as U.S. and Canadian drivers,



and that no mechanism exists to rate Mexican carriers on a safety scale on par with current American and Canadian standards.

The U.S. DOT says not to worry, they've got it all under control. It's interesting to read some of the quotes from U.S. DOT officials. They use words like "we expect," and "it should work like this."

They don't sound terribly sure of themselves, yet they're asking everyone in that country—and by extension, Canada—to have faith in the plan they're proposing.

Under the terms of what is being called a limited one-year demonstration project, up to 100 Mexican trucking companies will be allowed to operate no more than 1,000 trucks in long-haul service on U.S. soil. One hundred

American carriers are to be granted reciprocal privileges in Mexico.

Let's give the Mexicans the benefit of the doubt as far as safety is concerned. They'll be required to comply with CFR

49, just like all American and Canadian carriers currently do, but I haven't seen anything yet that speaks to rates or terms of carriage, etc. One thousand trucks operating at rock-bottom rates could have destabilizing effects on existing markets in a lot less than a year's time. Should they gain a foothold in, say, the marine container ports of Los Angeles, Long Beach, or Seattle, how long might it be until they contemplate expanding into Vancouver?

If, as is suggested by the opponents of this measure, Mexican drivers are earning a fraction of a typical American or Canadian wage, the propensity for a little rate cutting is certainly there. As are tidy profits flowing back to the U.S. parent companies of the discount Mexican carriers.

There are no Mexican carriers with Canadian filings right now, but there has been at least one Mexican truck "discovered" in this country. How it got here, we're still not sure, but it did. Under the terms of NAFTA, there's nothing to stop Mexicans carriers from registering to do business in Canada. And under those same

terms, there's nothing to stop Mexican carriers from engaging in international trade.

We're now experiencing a decline on export volumes because of the value of the dollar—among other things. So if Canadian carriers are charging a premium to get American freight into Canada because of the scarcity of southbound freight, how good is a dollar-a-mile Mexican carrier going to look to a Canadian importer?

The savings of course are most likely to come from labor costs. Mexican drivers work for next to nothing, we're told. Even two or three times next-to-nothing is going to look like a king's ransom to a Mexican driver, while it won't even cover the gas to get a Canadian driver's pay cheque to the bank.

Even if Mexican carriers don't come a-knocking directly on our customers' doors, they'll be bargaining for a share of the miles and tonnage moved through places like Kansas City's SmartPort—a proposed huge intercontinental transshipping point for goods moving between Canada, the U.S., Mexico, and the rest of the world.

This potential impact on Canadian drivers of Mexican carriers operating with free reign in the U.S. is staggering. ▲

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

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## INSIDE:

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MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



Jean-Francois Foy,  
highwaySTAR of the year winner.

## In God's Garage

**cover story** *Canada's highwaySTAR of the year is business-minded, gear-headed, and big-hearted. By Steve Bouchard*

**O**wner-operator Jean-Francois Foy, who drives for Trois-Rivieres-based Transport J.C. Germain, has put 1.6 million miles on his 1996 Freightliner and expects it to go for at least a half a million more.

His secret? "I never speed and I never idle," Foy says.

"My truck will run up to 151 km/h, but my wallet limits me to 98 km/h. It is the only way to make money."

Foy estimates he saves \$14,000 in fuel every year by limiting his speed. That's on top of the savings on tires and other components. He's still running the original tire casings on his drive axles.

Foy runs into the U.S., but only as far as a full fuel tank will take him. "I never fuel south of the border. From Windsor or Lacolle I can go about 2,200 km," he says.

"My limits are South Carolina, the border of Georgia, Tennessee, Iowa, and Minnesota."

He pays his own fuel tax and has discovered that buying as much fuel as possible in Canada is the most profitable way to operate.

"I recover GST and QST because I buy fuel here, but because I don't burn my fuel in Quebec, I get a credit for buying too much, which pays what I owe the other states, and leaves me a good refund." He does almost all his own maintenance in what he refers to as the "garage of God," meaning outside.

And no, it's not too cold. "It is like getting into a pool," he says. "After a couple of minutes you get used to it."

Foy describes his management philosophy succinctly: "Margins are too small to give away even a buck."

It's pretty easy to see why he was a leading candidate for the title of 2007 highwaySTAR of the Year. Every year, *Today's Trucking's* sister publication *highwaySTAR* recognizes a particularly outstanding driver and, in association with sponsors Freightliner, Espar, ArvinMeritor, Caterpillar, Delo, Michelin, SelecTrucks, and OBAC/APRAC, showers the winner with prizes, including \$10,000 in cash.

But you have to be more than a good driver to win. And Foy won. He proves you don't have to give up your outside life to be a professional driver.

He and his wife Michelle Desilets are parents to four and live in Neuville, Que., 20 miles west of Quebec City. Foy has owned 16 trucks, but only two new ones. "I can afford to buy a big truck, but if I do that, I won't have any holiday time, and I won't be able to take care of my Festival du routier de Donnacona."

Foy's daughter Paméla has a learning disability called dysphasia. Her parents realized early that kids like Paméla need sophisticated learning tools and specialized teachers. With that in mind, in 2000 Jean-Francois and Michelle created a foundation called Les Amis de Paméla.

They held flea markets, barbecues and dances. Michèle sold over 1,000 copies of a special cookbook. It still wasn't enough.

Then Foy heard about a truck show in Baie-Comeau that had raised \$40,000.

"That gave me the push I needed to start a truck festival near Quebec City."

Staged in Donnacona, about 30 miles west of Quebec City, the Donnacona Truckers' Festival features drag races, a show-and-shine and other family activities. The first edition, held in 2004, was a hit but left Foy with a \$34,000 debt that he and Michelle had to cover, personally. Still, they persevered. The following year the festival attracted more than 25,000 and cleared \$32,000. The next festival gave \$40,000 to Les Amis de Paméla.

Jean-Francois Foy is a trucker who delivers. ▲





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# Who Can Afford an IFTA/IRP Audit?

**regulatory affairs** *Do you think that just because you're a small outfit you're not on the radar screen? Think again.*

*By Chris Tileman and Jim Park*

**Y**ou don't have to stray too far from established norms to find yourself in hot water with the IFTA/IRP people. If you have an IFTA (International Fuel Tax Agreement) decal and IRP (International Registration Plan) cab card, you're being watched, no matter how many trucks you have.

IRP and IFTA require fleets to submit registration fees and fuel taxes owed to states and provinces based on mileage incurred in each jurisdiction. These calculations can be time consuming and error prone—even if you're detail oriented. And in many small fleets, those details are often overlooked in favor of the larger fires of keeping the trucks loaded and accounts receivable current.

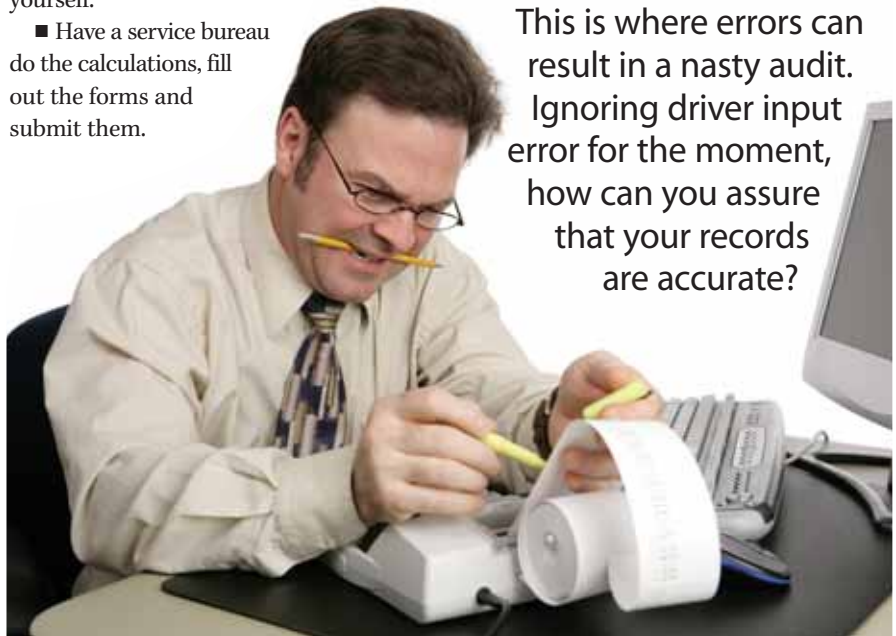
But rest assured, audits are carried out year round and target on average 3 percent of the total IFTA fleets in each province or state. If the auditor finds your carrier records inadequate or inaccurate they may recalculate a 100-percent IRP fee liability to the base jurisdiction without carrying over credit or fees you have previously paid to other jurisdictions. They can also impose a litres-per-kilometres average—if your numbers seem out of whack—that could substantially increase your IFTA taxes owed.

Normally, carriers maintain trip records containing all of the distances travelled, border crossings, and jurisdictions of travel so that the calculations can be made. This is where errors can be made resulting in a nasty audit result. Ignoring driver input error for the moment, how can you assure that your records are accurate?

You could do it yourself:

- Keep an accurate trip record with detailed routes and distances or border crossing odometer readings.
- Keep track of all fuel purchases and locations.

- Submit your distances and weights for IRP fees annually.
- Take the time to do the calculations and submit your IFTA taxes quarterly. You could if you:
  - Collect the information yourself.
  - Have a service bureau do the calculations, fill out the forms and submit them.



This is where errors can result in a nasty audit. Ignoring driver input error for the moment, how can you assure that your records are accurate?

These two solutions work well if you are tidy with your trip records and timely with sending information to the bureau.

Or, you could let technology do it all for you:

- Use a tracking device to record trip information electronically and accurately.
- Hire a service bureau to receive, calculate, and submits the information.

Taking advantage of the ease of automation and electronic tracking no longer requires a huge investment in tracking equipment. GPS has opened the door for smaller fleets—even single-truck operators—to get on the automated reporting bandwagon.

IRP/IFTA auditor will accept GPS tracking for fuel and distance tax reporting if

the ping interval is short enough to ensure 100-percent coverage of miles traveled, and TripDawg from Calgary's Total Trucking Management Ltd. (TTML) meets that criteria.

This device uses GPS to record all of the trip information required to do the IRP fee and taxes as well as the IFTA taxes, while TTML focuses on compliance reporting. TTML will install the TripDawg, receive the information, do the calculations and submit them for you for a very reasonable fee.

There are other methods of course, like cellular and satellite tracking, but they can be expensive for the small fleet. GPS is a

reliable and affordable way to avoid inaccuracies in your distance reporting.

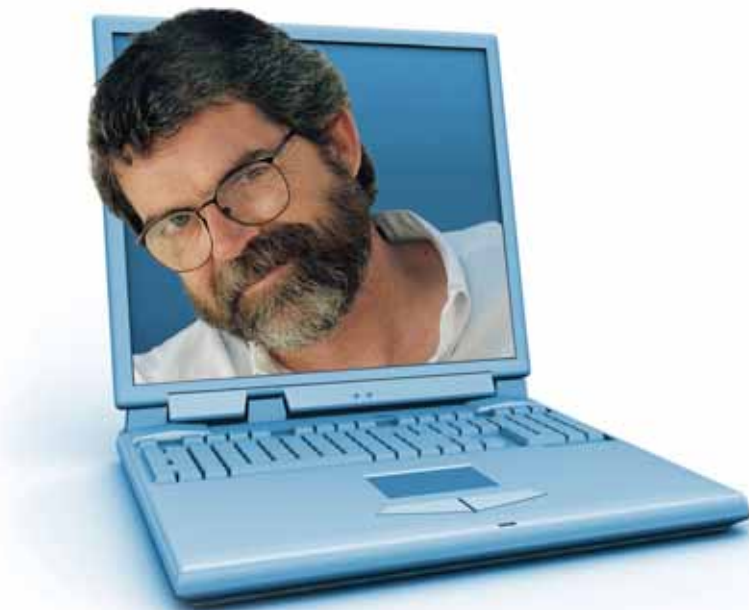
Whatever route you chose, as long as everything has been done correctly, the audit process will be quick and painless. On average 40 percent survive the audit penalty-free, and with some penalties recently exceeding \$20,000 it's never too much work to keep your records in order. ▲

## Online RESOURCES:

For more information on TripDawg and TTML's services check out [www.  
totaltrucking.com](http://www.totaltrucking.com).



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# Training Time

**safety** *How to reframe driver training so you know how much it brings to the bottom line. By Brian Botham*

**T**ransport companies only need to meet minimum safety standards, right? Wrong!

If the only thing your safety department does is what's required by law I guarantee that you are throwing money out the window. You are probably paying unnecessary fines, unnecessary insurance bills, repair bills—there's actually an endless list of expenses you shouldn't be worrying about.

If you consider on-the-job safety training as an unwellcome expense, think again.

Let me run this scenario by you.

Transport Company X (TCX) runs lean and when they hire a new driver, they do minimum screening and hardly any on-the-job training. TCX also fires any driver who gets involved in a preventable collision.

Here are TCX's statistics for 2006:

- Number of drivers: 50
- Collisions: 10
- Cost to hire a new driver: \$3,500
- Collision costs: \$150,000

Because the 10 drivers who had preventable collisions got fired, TCX actually spent \$185,000 on collisions. We have not even factored in the revenue lost for idle equipment and time in the shop for repairs. The company can expect its insurance premiums to increase, plus there were probably fines laid against them for the collisions. The work-safety record is also taking a hit.

So what would happen if the company conducted in-house training and upgrading for drivers so they didn't have so many collisions?

A decent defensive driving course will cost about \$250 per driver. Even with 50 drivers, it's not much when you know that it costs about \$3,500 to hire a new body.

In a year, TCX had 10 drivers involved in preventable accidents. Does it really make sense to let them all go? We all know that some staff turnover is a good thing. But really, isn't it better to upgrade the skills of the people you already have rather than start from square one with newbies? Let's say eight of the 10 are worth keeping on.

Here. Do the math.

- Cost of training 50 drivers: \$12,500
- Cost to replace two drivers: \$7,000
- Total costs: \$19,500

Next year, after all the drivers take a defensive-driving course, the company could expect to see at least a 25-percent reduction in collisions compared to 2006. This would translate to \$37,500 in savings for collisions (*see chart*).

How about the ROI for new TCX?

They spent \$12,500 to reduce collisions costs (\$185,000) by 25 percent to \$127,125. That means a saving of \$37,500.

Divide the cost of training (\$12,500) into the savings (\$37,500) and you'll see that for every buck spent on training, the company saves at least three.

ums, fines, legal costs, injury costs, lost business, increased scrutiny from enforcement due to a poor safety record, damaged morale among staff; the list goes on.

| COST FACTOR                                | OLD Company X       | NEW Company X                |
|--|---------------------|------------------------------|
| COLLISIONS                                 | \$150,000           | \$150,000                    |
| HIRING                                     | 10 drivers \$35,000 | Two drivers \$ 7,000         |
| Training                                   | \$0                 | \$12,500                     |
| TOTAL                                      | \$185,000           | \$169,500                    |
| SAVINGS FOR RETAINING AND TRAINING DRIVERS | \$0                 | \$15,500                     |
| REDUCTION IN COLLISIONS 2007               | Zero percent        | 25 percent                   |
| EXPECTED COLLISION / RECRUITMENT COST 2007 | \$185,000           | \$127,125                    |
|  |                     | <b>A SAVINGS OF \$42,375</b> |

Let's assume that TCX is working on a four-percent profit margin (which is typical for an average transport company). A cost of \$185,000 means that the company has to generate an extra \$4,625,000 to overcome that loss.

Meanwhile, a training cost of \$127,125 only requires \$3,178,125 more revenue. Which amount is your sales department more likely to handle easily?

Going beyond minimal requirements and investing in your drivers and staff will greatly increase the bottom line for your transport company.

Keep in mind we have only looked at direct costs involved with those collisions. Factor in the increased insurance premi-

Properly trained drivers will save your company thousands, so a safety department should never be viewed as a cost center. In fact, a well-run safety department is actually revenue generating and should always be viewed as such.

Next time the safety department (I know, in some cases the safety department is you or your spouse, but the logic still applies) is looking for a few thousand to train drivers or implement new procedures, compare those costs against not spending the money. It shouldn't take an accident to convince you. ▲

Brian Botham, CDS, is a Certified Director of Safety through NATMI. He can be reached at 519-533-3656 or [bbotham@cmvsafety.ca](mailto:bbotham@cmvsafety.ca).



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# The Death of Ole Yeller

**human resources** *How to discipline your people with dignity.*

By Mark Goobie

**B**ob is for the most part a great driver. He's the one to take on the extra run; his logs and safety records are spotless; customers like him. But Bob made a mistake...a big one.

Bob's dispatcher (we'll call him Rick—he happens to own the company) arranged for Bob to deliver an extra load of refrigerated product to a processing plant in time for production the following morning. This would be no problem as Bob had five extra hours to reach his destination. Instead of driving straight through, Bob decided to split the run and have a little nap—after all he had lots of time.

Bob failed to set his alarm.

The plant calls dispatch first thing in the morning wanting an ETA on the load. Rick two-ways Bob. No answer. Rick continues to do this for the next hour but Bob's phone is off—second big mistake.

When Rick finally gets hold of Bob, he finds out he is at least two hours out and the production staff's waiting. The trucking company will absorb the plant's losses at \$2,500 per hour for every hour of plant downtime.

Rick goes nuts! He blasts Bob on the phone, using all kinds of inflammatory language. Rick is so loud the entire office hears. Tension mounts. Rick calls the plant, and to avoid any condemnation he embellishes Bob's shortcomings, referring to him as an idiot and irresponsible.

Bob pulls into the yard.

He's tired and wants to go home and forget about this really bad day, but Rick's waiting in the garage for him.

Round two. The drivers and mechanics lingering in the bay can't hear him but there's kicking of tires, waving of hands and a cell phone goes airborne. Strangely, Bob is not formally disciplined. Rick needs him to go out again tomorrow.

tomor. On the other hand, Rick's response to this crisis does more than berate, embarrass, and demotivate Bob. Rick has brought other staff into the situation; all of whom have no business being part of Bob's discipline.

## KEY LESSONS:

Respect your staff when they succeed; respect your staff when they fail. Involve only

those directly connected to the situation and your staff will respect you back.

Hold your staff accountable. Simply communicating loudly does nothing. Progressive discipline including suspension is warranted in this situation. By failing to initiate discipline you

empower a care-less attitude, which will spread throughout the organization.

Listen to and acknowledge your staff. Your drivers will make mistakes but treating every situation like "the final straw" is reckless.

Address wrongdoing as soon as possible. Preferably, you should address it in the privacy of an office as soon as the driver is back.

Avoid discipline during a run or at the start of a day.

Having pre-occupied and upset drivers is simply not smart.

Document, document, document. Too many times I see failure to document come back and bite companies. Without documentation improvements can't be made, miscommunication abounds, and future discipline for similar incidents cannot happen. Consider putting a time limit on disciplinary notes (depending on the severity of the wrong doing). Once the note has been on file for a set duration, have a shredding party with the driver involved—this lends to enhancing trust and respect.

Marcus Buckingham and Curt Coffman state in the book *First Break All the Rules* that if employees' relationship with their managers is fractured, then no amount of perks will persuade employees to perform at top levels. The best (and most profitable) teams I have had the privilege to work with have great leaders. What distinguishes leaders is their ability to relate well to their staff in addition to holding staff accountable for high standards.

I would argue that in today's world of competitive pricing, service commitments, and a driver shortage, there is no room for poor leaders... and no room for Rick. ▲

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



**Your drivers will make mistakes but treating every situation like "the final straw" is reckless.**

Whether you are an owner, driver, or dispatcher, you are probably sympathizing with all the characters in the story. On one hand, Bob's irresponsibility resulted in lost revenue and strains the relationship with the cus-





Mid-April truck event shines bright light on trucking's future.

**SIGN OF THE TIMES:** Volvo's new VHD430 with a sleeper berth is a response to the effects of the new HOS on vocational applications.

# SHOWTIME FOLKS!

**BY TODAY'S TRUCKING STAFF**

**W**hat's that you say? Canada's truck industry's ailing? We couldn't disagree more. At least not based on what visitors to Montreal's Place Bonaventure witnessed over three days in mid-April.

The event was ExpoCam 2007, Canada's national truck show. (The show alternates between Montreal and Toronto). The theme was "Trucking into the Future." And the future bodes well, if ExpoCam was any indication.

Exhibitors were more than pleased with the response to the show and what's more, attendance over the three-day event exceeded the organizers' most optimistic expectations.

On Thursday April 12, and Friday the 13th, industry leaders and insiders toured

Place Bonaventure's aisles and demonstration rooms, and on Saturday, the throng arrived.

All the sessions, from the V.I.P. breakfast featuring guest speaker astronaut Marc Garneau to Saturday's owner-operator professional-development sessions, were well attended. (Among Garneau's words of wisdom: "Each flight with the shuttle costs hundreds of millions of dollars. You must be able to rely on the team to make every trip a success. It's the same with a trucking company.")

Several companies opted to launch totally new products at ExpoCam.

Telus introduced its new Fleet Tracking Bundle, a GPS-based asset tracking system. Rogers announced its wireless fleet-management service called mFleet. And

BDT Refrigeration showed a new APU.

Volvo used ExpoCam to launch its VHD430, a remarkable package that unites a sleeper berth with a vocational chassis. (For more on these, watch for Rolf Lockwood's Product Watch in next month's *Today's Trucking* magazine.)

Other highlights of the event? One was the Saturday announcement of this year's *highwaySTAR* of the year, Jean-Francois Foy. (See "In God's Garage," pg. 25.)

Also, a lucky attendee won shiny new Dodge Ram 2500.

ExpoCam is owned by Newcom Business Media, the same company that owns this magazine, *highwayStar*, *Transport Routier*, *Truck & Trailer*, *Truck & Trailer West* as well as *TruckWorld*, *CamExpo*, *The Rocky Mountain Truck Show* and the *Winnipeg Truck Show*.

"We are absolutely thrilled by the response of the industry," says Jim Glionna, president of Newcom. "With the best partners, great exhibitors that put on huge and spectacular booths and the exclusive support of the Canadian Trucking Alliance and the Quebec Trucking Association, ExpoCam 2007 reached new levels. And we believe that the best is still to come." ▲



LOADED TO CAPACITY:  
Saturdays' crowd was numerous  
enough that security started letting  
people in only as others left.

highwaySTAR  
JEAN-FRANCOIS FOY:  
"My pocket book is my  
speed limiter."

TIME AND SPACE EXPERT:  
Astronaut Marc Garneau says  
the industry "must find  
ways to be more efficient, to  
travel more kilometers with  
a liter of fuel."

Newcom Business Media  
President Jim Gionna says  
attendance surpassed the  
show organizers' estimations.



# The Photo Gallery...



ON THEIR MARK:  
Trucking is home to kids  
of all ages, as evidenced  
by the SelectTrucks  
slotcar show.





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# FULL STEAM AHEAD

A look at some 2007 diesel issues plus a peek into the future.

**BY ROLF LOCKWOOD**

**N**early five months into the year, you might be excused for expecting that a significant number of regular-production 2007 engines would be in fleet hands. And that we could thus report on initial impressions. In any normal year that would be a safe assumption, but such is not the case. We left “normal” behind a while ago.

It took so long for the OEM factories to finish assembling trucks with 2006 engines that production of the newer ones—they’re all designated 2008 models—has really only just begun. Both Caterpillar and Cummins tell me they have several hundred heavy-duty engines in real-world Canadian use, with more on dealer lots, and at least one western fleet has put 50,000 km or so on a few Cummins motors. On the other hand some engine makers have very few production engines working in ordinary service so far, I understand, though all have many test miles under their belts.

Regardless of who’s got what, there aren’t enough of them out there with enough miles on the clock to canvas fleet operators and drivers about their views. We’ll have to leave that for later in the year. Snippets of information gathered here and there suggest that all is well in terms of driveability and performance, though there’s no proof of anything on the fuel economy or maintenance fronts.

In fact, my colleague and *highwaySTAR* magazine editor Jim Park probably has as much experience as anyone at the wheel of ’07-equipped trucks. He’s driven nearly all of them at various pre-production stages and reports no difference in terms of pulling power or fan-on time. If there’s a difference, he says, it’s likely going to be felt in faster throttle response—sometimes too fast, he says—because almost all of them now have variable-geometry turbochargers. He’s been through a couple of diesel-particulate-filter (DPF) regeneration events and says he wouldn’t have known they were happening if it hadn’t been for a dashboard message. (See “TLC for DPFs,” pg.49)

Fuel economy seems bound to suffer at least a little in ’07 engines, like one or two percent, though Cat’s man in Canada, Peter Issett, says it doesn’t have to be that way.

“If spec’d correctly and driven correctly, for both C13 and C15 engines, we’re seeing no loss in fuel economy,” he says.

The new ultra-low-sulfur diesel fuel (ULSD) that all engines are now using is partly responsible for whatever losses do occur, because of its inherently lower energy content. But the main reason for any losses that might occur—aside from those spec’ing issues—is the particulate filter that’s new for 2007 on most engines. A DPF captures particulates in the exhaust, and to burn them off it raises the temperature of the exhaust—in most cases by injecting a small amount of fuel into the hot exhaust stream. As well, if the engine’s lube oil isn’t up to snuff it can leave ash build-up behind that will clog the DPF and raise back pressure, in turn raising fuel consumption.

(See sidebar, “The DPF Challenge,” pg. 36, and look for a more complete examination of particulate filter issues in our June issue.)

## LUBRICANT ISSUES

It's important to understand the new lubricant demanded by '07 engines. Called CJ-4, it replaces the CI-4 and CI-4 Plus engine oils that were developed for 2002/04 diesels. And we needed it because the new engines operate at even higher temperatures than before and don't burn off soot and other particles as well. Engines with exhaust gas recirculation (EGR) devices, and that's now all heavy-duty diesels, have more soot to deal with. Most importantly, the new DPF devices are easily damaged by that soot and particulate matter, and the older oils just don't offer the necessary protection—even though they were primarily designed for soot control.

Soot is bad news, not incidentally, because it causes abrasive wear and increases the oil's viscosity. The new engines also run hotter, another lube challenge, because heat can speed up oxidation which degrades the oil, creates acids, and pumps up viscosity.

CJ-4 is significantly different from earlier oils, and unfortunately more expensive. Thankfully it's backward-compatible, meaning you can use it on any earlier engine, and it offers superior soot-handling and oxidation control for any diesel motor.

The main message here is this: do not use anything but CJ-4 lubricant in '07 engines.

Here's how additive-maker Lubrizol states that case:

"It's important to resist any temptation to use anything but CJ-4 oil in an EPA 2007-compliant engine, because the higher levels of sulfur, ash and phosphorus in CI-4 Plus oils may cause problems with the exhaust aftertreatment devices. Using a CI-4 Plus oil in 2007 vehicles could cause increased plugging of aftertreatment devices, which could lead to reduced fuel efficiency and higher maintenance. All currently licensable categories, including API CF-4, CG-4, CH-4, CI-4, and CI-4 Plus are not forward-compatible to API CJ-4 due to the chemical limits for ash, phosphorous and sulfur defined by API CJ-4.

"It is essential to follow the manufacturer's recommendations and select an oil designed to meet your engines' requirements, delivering protection and proven performance. Otherwise, warranties could be affected. Truck owner/operators will need to check with their OEMs for specifics."

## THE DPF CHALLENGE

**D**iesel particulate filters are well understood by the engineering community, and after spending many million of dollars in testing, engine and truck makers have worked out exactly where they should be placed on a highway truck or tractor. Packaging of the DPF is critically important because the temperature of the exhaust gas has to be precisely maintained. Equally important, there's also back pressure to be accounted for.

So what's a body builder to do?

Unless we're talking about a simple box van, chances are he'll need to move the DPF somewhere, and it could well be going to a place the truck maker didn't or couldn't anticipate. There are many possible variations in the vocational world, after all.

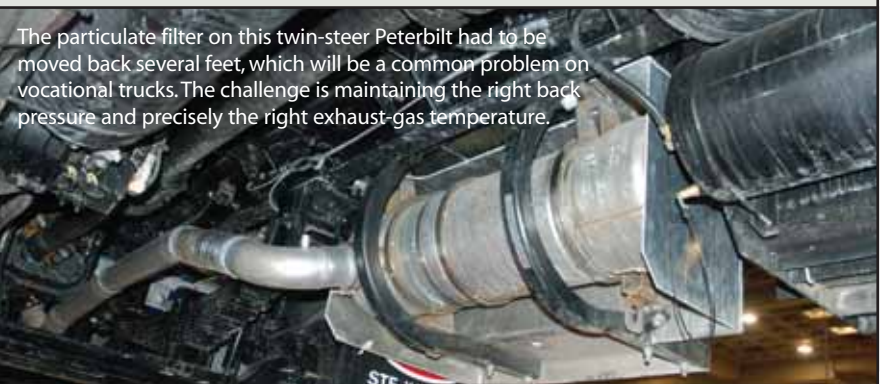
That's the challenge being faced by Quebec's Simard Suspensions of Baie-Saint-Paul. Simard are veteran specialist manufacturers and much of what they do is to fit tandem steering-axle/ suspension combinations to mean-looking trucks for



the forest and the oil patch and other such rough places. Where to put the DPF?

In the case illustrated here, a Peterbilt with a dump body, the filter had to be moved back several feet to accommodate the rearmost front steer axle. At this juncture, they hadn't yet solved the problem of maintaining exhaust temperature or dealing with backpressure. Another potential issue is leakage.

Simard's engineers are working with truck and engine OEMs to find the solution, and they're 100 percent confident about getting there. But it's a challenge that's consuming a lot of engineer hours. So if you're in the market for a truck with a one-off DPF packaging issue like this, make sure the homework has been done properly. If it hasn't, you could be faced with a particulate filter that needs frequent regeneration or kills fuel economy. Or more likely both.



The particulate filter on this twin-steer Peterbilt had to be moved back several feet, which will be a common problem on vocational trucks. The challenge is maintaining the right back pressure and precisely the right exhaust-gas temperature.

The question for truck operators with mixed fleets including both '07 and earlier engines is a difficult one: do I standardize on the new, but more expensive oil for all engines, or do I stock two lubes? There's no easy answer, but you'll probably still be able to get CI-4 and CI-4 Plus products until at least 2010 or so.

Lubrizol, by the way, forecasts a slow transition to CJ-4, predicting that only three percent of the North American heavy-duty fleet will need CJ-4 oils by the end of this year.

## NEW DIESELS COMING

There's lots of action on the engine manufacturing front, with Paccar saying it's about to start building its own engine plant somewhere in the U.S. southeast, Freightliner set to launch an all new Detroit Diesel engine in August, and International bringing on its big-bore MaxxForce engines created from a MAN block with an International top end and fuel system.

The coming Paccar plant, to be ready in 2009, will be building a new-to-North-America 12.9-liter diesel based on one





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## Engine Technology

designed by its Dutch truck-making subsidiary, DAF. It will be called the MX. The inline six is equipped with an SCR exhaust-gas aftertreatment system in Europe, meeting both the new Euro 4 and coming-in-2009 Euro 5 emission standards.

The Paccar-branded medium-duty PX-6 and PX-8 engines are in fact Cummins products which will, presumably, continue to be built by the Indiana outfit.

**The main message is this: do not use anything but CJ-4 lubricant in '07 engines.**

The new Detroit Diesel motor, code-named "HDE" and set for introduction in August, will in fact be a world engine aimed at all DaimlerChrysler markets globally. Available first in North America, it's slated to be Freightliner's only heavy-duty offering in 2010. It will be called a Mercedes-Benz motor in other markets.

It means that only one aftertreatment system will have to be conceived, engineered, and manufactured, which repre-

sents a huge cost saving. It will be built in Detroit, Japan, and Germany, with parts sourced from literally all over the world. The engine will be sold alongside the Series 60 and MB 400 until 2010.

We've dealt with the latest iterations of the new International MaxxForce engine lineup in the Product Watch section this month (see pg. 55). They're the MaxxForce 11 and MaxxForce 13, the new "big-bore" diesel engines for class 8 trucks based on a European MAN block. They sport technological advances such as a strong compacted-graphite iron cylinder block. The MaxxForce 11 will be offered in the TranStar, while the MaxxForce 13 will be available in the ProStar. Their production launch is set for the fall of this year.

Clearly, these three new engine lines—alongside the existing Mack/Volvo in-house offerings—mean even greater vertical integration amongst truck makers. It does not, however, mean that you won't be able to get a Cat or a Cummins engine in the future. For one thing, they have the 15/16-liter market to themselves, aside from

Volvo's D16. And it's a good bet that the market simply won't let them disappear.

Nonetheless, there remain many questions on the engine front, the biggest of them being, what will we see in 2010? We'll explore that one soon. ▲

## FOR MORE INFO

SEE THE ENGINES & DRIVETRAINS AND THE LUBES, FILTERS & FUELS DECISION CENTERS AT [WWW.TODAYSTRUCKING.COM](http://WWW.TODAYSTRUCKING.COM) FOR MUCH MORE INFORMATION ON ENGINE AND LUBRICANT TOPICS.

### ALSO SEE:

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David Freymiller  
President  
Freymiller Inc.

*"In the past 12 months, we've put 160,000 miles on the Cat pre-production engine and had only one minor repair. We feel much better with the Cat technology than with the other competitors out there."*

*"Regarding fuel economy, the Cat '07 pre-production engine runs right in the same ballpark as our current Cat engines. I see no difference in this truck. And we will go on with this '07 Cat engine."*



Curtis Wright  
Maintenance Director  
A. Passmore & Sons Trucking



Bill Chaney  
Controller  
L.H. Chaney Materials Inc.

*"Since putting two Cat '07 pre-production engines into service, we've had no problems. Based on our experience, we feel extremely confident with Cat's product moving into '07."*

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# CATERPILLAR®



## Workers' comp payments got you down? **HELP IS AVAILABLE.**

**H**ere's a scary workers' comp story to tell your grandkids. Once upon a time, an Ontario-based owner-operator suffered a work-related injury. The Workers' Compensation (WCB) people wanted to determine how much he should be paid while he was off work so asked him to submit the previous year's tax return.

In spite of being injured, the owner-operator was a clever man who managed to write off a lot of stuff.

His net income was zero. So was the WCB payout.

As Bogdan Szybalski, an account exec with insurer Hugh Wood Canada Ltd., says: "WSIB [Ontario's version of the Workers' Comp board, otherwise known as the Workplace Safety and Insurance Board] collects premiums based on your gross income but they pay out according to your net. There's something wrong with that."

There're quite a few things wrong with WSIB, it would seem. In addition to the way it assesses an independent worker's net income, WSIB is seriously limited in its definition of on-the-job mishaps. For an owner-operator it's often hard to tell what is or isn't a workplace injury. Not only that, but if you are an independent operator and covered only by WSIB (or the equivalent in other provinces) you might have a healthy percentage of your lost income replaced by WSIB, but you probably won't ever recover other losses; i.e., truck payments, contracts, goodwill, you name it.

It can all go down the tube.



# UNDER COMPENSATING

BY PETER CARTER

Who hasn't heard the one about the owner-operator who fell off his truck and broke his pelvis? The way the story goes, he had his medical bills taken care of, he received 75 percent of his income, and he had enough to live on, but he hadn't taken out a payment-protection policy so he ultimately lost his truck and had to declare bankruptcy.

Also, truck insurance companies are increasingly insisting that a company's owner-operators carry coverage beyond what WSIB provides. Fortunately, there are quite a few alternatives available, so he who is willing to pay can relax.

Further, fleets are finding that drivers are attracted to companies that offer upgraded benefits. Offering an owner-

operator the chance to join a group plan, with the discount that being a member of a group brings, is a driver lure. It's also often good for the carrier.

According to Glenn Caldwell, a national accounts sales manager for the National Truck League of Canada, if a fleet was to insist that owner-operators maintain full WSIB coverage, "chances are they would need to pay the owner-operators an additional two percent to cover the costs and I'm not sure where this additional revenue would come from.

"Many owner-operators who are required to carry WSIB currently spend over \$300 a month for coverage which really only covers workplace injuries." Caldwell maintains his company can set up 24-hour coverage for owner-operators for between \$100 and \$130 a month.

Zig Swiercz is Manager of Compensation & Benefits at Mississauga, Ont.-based TST Solutions L.P., which 10 years ago decided to require its owner-operators to opt into their WSIB alternative plan.

"The rates charged to the owner-operators were significantly lower than what they were paying for WSIB," he says. "And they were providing at least equivalent

## PUTTING YOUR MOUTH WHERE YOUR **MONEY IS**

**F**ed up with WSIB? Think you can do better? Here's what the board's Ken Kish (holder of the ungainly title Manager Transportation/Construction Cluster Service Delivery Division) says about that.

"WSIB is large, it's bureaucratic, and it can be somewhat political. But employers who participate pay for the entire system, so employers should engage in a constructive manner with the system.

"As a stakeholder, you have the right to influence policy and the way WSIB is managed.

Employers who complain about the board should realize that they have more influence than they realize and be working for proactive change."

# What is The Full Story?



The Full Story offers a deeper look at our industry's key current issues – border-crossing, hours-of-service legislation, and pending diesel emissions, among others. If you want to know more about issues in the news, look here.



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coverage. In addition, we did not look at their tax returns as the benefit was based on a percent of their revenue."

Swiercz also says to date, the plan has not "had any serious claims issues."

At a recent workshop sponsored by trucking insurance provider Markel, Swiercz told the audience that one of TST's concerns was that some customers are concerned that owner-operators who drive on to their property might not be covered if they don't have WSIB protection.

"We went to our customers to let them know that owner-operators are allowed to opt out of workers comp; showed them the waiver, so when the owner-op went onto their property, the coverage was there."

Some shippers and receivers refuse to accept anything less than WSIB; Hamilton's Dofasco, for instance. Dave Halcrow, the manager of Dofasco's traffic department says that drivers must show a WSIB certificate of clearance—updated every three months—to enter the site. "Our corporate legal people say they don't want to deal with private coverage," he says. If your customers are going to

demand WSIB coverage, you might enquire about purchasing the minimum coverage required and topping it up with an alternative plan.

According to lawyer Stephen Ross, whose firm specializes in insurance law, WSIB coverage offers protection from most lawsuits, something alternative coverage cannot deliver. He's a big exponent of WSIB and says "the lawsuits can start in Ontario but be applied in the deep south U.S. I know from hearing terrible stories that some U.S. verdicts can be astronomical amounts."

How best to protect yourself and your business? According to WSIB's Transportation Expert Ken Kish, don't "have accidents. You push your drivers and you're pushing your risks higher and higher."

TST's Swiercz says that implementing an extensive alternative coverage scheme forced TST to monitor driving patterns more diligently; and as a result the company's loss ratios have been decreasing. "We're watching driver habits more closely and our claims are under constant review." ▲

# “GET ME COPIES OF THAT ARTICLE!”



## YOU GET WHAT YOU PAY FOR

**G**lenn Caldwell of National Truck League has been in the coverage business for 20 years and has more than once seen the look of horrified disappointment on an owner-operator's face when he learns he's not covered as well as he thought. Because of that, Caldwell points to a few red flags to watch for when choosing alternative insurance coverage.

First, benefits should be payable from the first day of disability—many programs have elimination periods before benefits apply.

Benefits should be paid based on gross earnings—not net. A reasonable benefit is 75 percent of gross.

The Own Occupation Definition should be three years or more. "Own occupation" basically defines the sort of jobs the owner-operator is able to do, beyond driving. It's a serious source of confusion. If a policy states the own-occupation definition is three years, the coverage will cease after three years unless the driver's education, experience, and training

prohibit him from performing any job.

Certain plans offer as little as 15 days for a sprain or strain type of injury, even though the owner-operator might not be able to return to work that soon. Look for a plan that offers at least 30 or 60 days with no cap on how many times that type of injury can be claimed. Watch for a pre-exist-



Glenn Caldwell

ing conditions clause that could result in a claim being denied.

Bottom Lines: a minimum of \$300,000 accidental death and dismemberment; an age-65 benefit or minimum \$300,000

permanent and total disability benefit (lump sum payment vs. an ongoing payment to 65); \$10,000 accidental medical with at least \$1,000 chiropractic/physio; \$10,000 rehab with no restrictions; \$10,000 spousal retraining; \$10,000 repatriation and \$10,000 home and vehicle modification.

The most important thing you can do is read the entire policy and not simply the summary of its key points, says Caldwell.

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BY ELEANOR BEATON

**A**s Maritimers tell it, before Confederation the Atlantic coastal region of North America was a vibrant, independent and self-sustaining trade portal built along a north-south axis. But centrally-controlled Canadian politics, trade barriers and tariffs (as well as the Americans' subsequent rejection of trade reciprocity)—pushed the Maritimes, as one historian described, “1,000 miles further out to sea and away from its natural markets.”

Despite decades of lost political and demographic leverage, a group of business interests is now looking to bring back that economic luster to the region.

Atlantica, as it's been coined, is a proposal designed to enhance cooperation

economic trading zone, linked by geography, economic trends and trade patterns, common culture, and politics.

By bolstering trade within Atlantica and developing the region as a global trading hub, proponents hope to revitalize the economy of the so-called “have not” region.

“The idea is to reinvigorate a traditional—and natural—trading block,” says Vaughn Sturgeon, president of Rexton, N.B.-based Warren Transport and chair of the Atlantic Provinces Trucking Association (APTA).

Atlantica proponents would encourage more inter-regional trade by collaborating and streamlining policies and regulations among member provinces and states, and investing in infrastructure that would facilitate both regional and international trade.

“We’re basically taking a page out of history in order to make a more prosperous future,” says Sturgeon, who is also a director of AIMS.



# Welcome to Atlantica

**MOVE OVER, OIL PATCH.** If some seasoned and practical Maritimers get their way, there'll be transport business a-plenty down Halifax way.

between the Atlantic Provinces and the northern New England states. Proponents say the scheme could put the region on the globalized map and spell prosperity for Atlantic Canadian businesses, including trucking firms.

Spearheaded by the Atlantic Institute of Market Studies (AIMS), an economic think-tank based in Halifax, the Atlantica concept would see the Atlantic provinces, the northeastern United States, and parts of Ontario and Quebec become a cohesive

Trucking, says AIMS acting President Charles Cirtwill, stands to gain a lot from Atlantica. For starters, enhanced cooperation between regional governments on issues such as industry regulations, labor policies, and especially border control, would help streamline solutions to some of the industry's most pressing concerns.

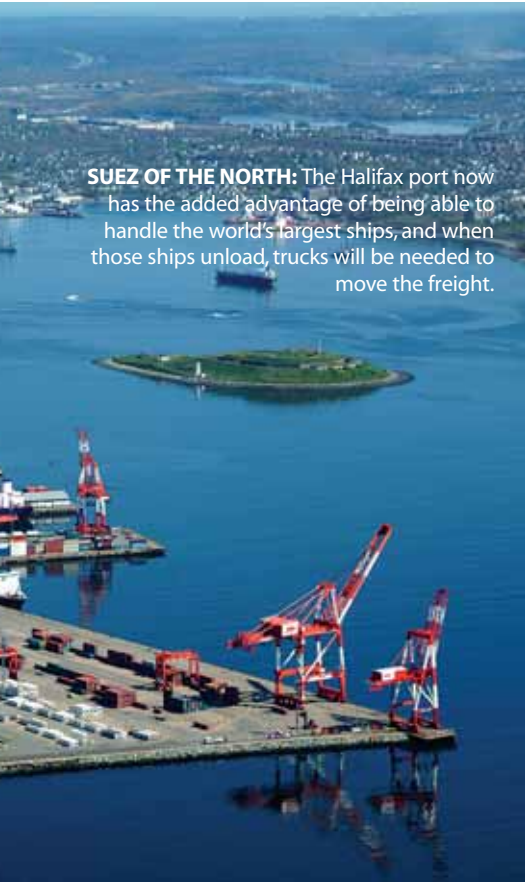
“A coordinated approach to immigration, for example, would help trucking companies address both short-term and immediate labor shortages,” Cirtwill says,

also pointing out that streamlined training and skills policies would enhance labor mobility within the region.

Better coordination between regional governments might also help address what Peter Nelson, executive director of the APTA, calls a “key concern” to regional carriers—rising tolls and user fees, for example.

“A truck carrying french fries from Prince Edward Island to Newfoundland will pay over \$450 in tolls alone, one-way,”

**SUEZ OF THE NORTH:** The Halifax port now has the added advantage of being able to handle the world's largest ships, and when those ships unload, trucks will be needed to move the freight.



he wrote in a recent editorial for Atlantic newspapers. "Compare that to a truck bringing french fries from Florenceville, N.B. to Calgary, A.B., across the country. No toll charges."

In addition to making it easier and less costly for carriers to do business within the region, Atlantica proponents promise that by marketing the region as an international trade hub, the movement will also lead to more business for regional firms. Atlantic Canadian ports—most importantly the Port of Halifax—play an important role.

Through its "big ship Suez" strategy, the port is looking to position itself as an alternative gateway for Asian goods to North American markets via the Suez Canal.

Halifax is 1,840 nautical miles closer to India than ports on the west coast, and is also closer to North America's biggest markets in the U.S. Midwest. And with ice-free waters, as well as the deepest berths on the East Coast and post-Panamax cranes at both terminals, the port has the added advantage of being able to handle the world's largest ships—now in the 8,000 TEU-plus range.

"When those goods land on the shores here, trucks will be needed to keep them moving," says Cirtwill.

That strategy has already spurred a rash of investment in intermodal infrastructure.

Consolidated Fastfrate will open a 90,000-sq ft transloading facility this spring. And CN is expected to make a similar move soon. According to Fastfrate CEO Ron Tepper, the success of Atlantica is contingent on the region's ability to build the infrastructure necessary to position Halifax as a world-class port in the eyes of big shipping interests. He sees his transloading facility, capable of handling 25,000 containers per year and set to open on June 1, as an important part of the equation.

"Shipping lines need a reason to stop in Halifax—they need two-way trade," he says. "We're providing the structure for that to happen." With almost no transloading infrastructure currently in place, entire containers are shipped, mostly by rail, for redistribution in larger centers such as Toronto and Montreal. Fastfrate's new transloading facility promises more loads for carriers hauling goods to and from the port city.

What's more, with enhanced opportunities for inter-regional trucking, Sturgeon says local carriers will be able to opt out of long-haul routes.

"Drivers just don't want to do those routes anymore," he says.

But while Atlantica proponents have the ear of New England governments, who recently agreed to fund a major study that will examine road infrastructure within the region, convincing New England-based carriers could be a harder sell.

Billy Hartt, president of Bangor, Maine,-based Hartt Transportation, a regional

carrier with 400 units and 350 employees, says the concept still isn't making big waves among U.S. carriers—and for good reason, in his opinion.

"Infrastructure is a big problem. It's just not a desirable route between here and the Maritimes," he says. While he's in favor of marketing the region as an international trade hub, he says New England carriers don't stand to benefit as much as their Canadian counterparts. "Getting that [international] freight from Halifax would mean a lot of empty miles for us—Atlantic Canada just doesn't consume enough for us to get up there loaded."

Of course, there's lots of Atlantica skepticism north of the border, too.

A recent study commissioned by the left-leaning Canadian Centre for Policy Alternatives blasted the concept, claiming that the economic benefits would not flow to Atlantic Canadians.

Instead, the report's author Scott Sinclair says, the model would damage regional infrastructure and the environment.

"Most of the criticism comes from a protectionist, far-left point of view," says Sturgeon. "For the most part, people see this as a rising tide lifts all ships standpoint."

Currently, an Atlantica Council is being established which will outline key projects to get the regional wheels turning. Sturgeon is looking forward to the move from concept to reality.

"There's been a lot of talk about the concept—we need to take the next step." ▲

## ATLANTICA COULD OPEN UP HIGHWAY H<sub>2</sub>O

**T**here's been much talk in recent years of a "short sea" shipping strategy linking Atlantic Canada, Southern Ontario and Middle America via the St. Lawrence Seaway and Great Lakes.

Hamilton, Ont., and other regional port authorities are getting even more serious about exploring the possibility of a truck-only ferry connecting from Halifax as well.

The potential service, says Hamilton Port Authority President Keith Robson in a recent interview, would allow container shippers and truckers to directly bypass rail to and from Halifax and Central Canada.

Robson envisions strictly a roll-on tractor-trailer or container chassis service.

He's confident the marine service could be competitive with rail, even knowing full well that trains are much faster than boats.

"Obviously, if you put a box on a train in Halifax it can be in Brampton [Ont.] in two days. But you have to get it on the train in Halifax and off in Brampton. Information coming from a lot of freight forwarders is that the average time for the whole process is a total of five days. We think we can at least match that."

— Marco Beghetto



# In Gear

## INSIDE:

**49** How fast can you change a DPF?

**55** Lockwood's Products

## EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



**A DRAG ON PROFITS:** The NRC's Leuschen says the next step is to spread the word.

## The Winds of (spare) Change

**trailers** *Why more industry leaders are looking at trailer add-ons to cut costs. By Peter Carter*

**H**ere's Charlie Fetz, vice-president of research and development at North America's largest trailer manufacturer, on a recent company breakthrough. Fetz is referring to a fuel-saving trailer design that his company—Great Dane—worked on with Wal-Mart, North America's biggest retailer. It was part of a project initiated by Wal-Mart, who with Freightliner, International Truck & Engine and Fetz's company sought to reduce Wal-Mart's overall emissions. And the results of the fuel-saving exercise were paraded in public at the recent Mid-America Trucking Show in Louisville, Ky.

"So far," Fetz says, commenting on the trailer-design aspect of the project, "We have been extremely pleased with the double-digit fuel economy improvement."

Did you catch that? Double-digit econ-

omy. From trailer alterations.

In fact, new research in the U.S. and Canada indicates that by approaching aerodynamics holistically; i.e., including the trailer design in the plan, you can reduce drag by as much as 23 percent, which can translate to a more-than-10-percent improvement in fuel economy for on-highway vehicles.

So here's Jeff Byrne, Wal-Mart's senior director of maintenance and purchasing on the same subject: "We anticipate further testing and results on the new aero-trailer to be equally promising."

Finally, meet Jason Leuschen, a mechanical engineer with Canada's own National Research Council (NRC) on the results of a different set of tests of trailer add-ons that his science-research agency conducted, in cooperation with Robert

Transport of Boucherville, Que.

At its wind-tunnel facilities in Ottawa last year, the NRC tested commercially available aftermarket devices designed to reduce the tractor-trailer gap, cut trailer underbody and bogey drag, and to reduce trailer base drag. The list included various rear deflectors, side skirts, cab extenders, and an assortment of trailer nose fairings. According to Leuschen's report, a combination of devices can reduce total drag enough to save more than 1,000 gallons of fuel annually.

"Assuming a total cost of US \$2,200 to install the devices, they will pay for themselves in five months at US \$3 a gallon."

Leuschen cautions that the NRC's suggested savings will vary depending on application, but generally, he says, "our numbers are very conservative." Meaning, he doesn't want to overstate the case.

Leuschen's a farm boy. He learned to drive truck on the family's Saskatchewan acreage. He realizes how difficult it can be for guys who've done things a certain way for many years to change their ways. But here's how he sums up the NRC experiments: "The remaining issue is to spread the word, to convince the trucking industry to try these new components."

With names like Robert, Wal-Mart and Great Dane coming to the fore, it's clear that the industry's taking a more-serious-than-ever look at ways to create fuel-efficient trailers. Notes Great-Dane's Fetz on the Wal-Mart project: "While many of the aerodynamic features are experimental, they represent viable solutions for fuel efficiency that may be widely accepted and available in the future."

Lee Telnack is an industrial designer who says he "grew up under the blue oval" in Detroit and now manufactures something called the Aerovolution inflatable trailer rear fairing. It's an ungainly looking device that actually inflates like a boil on the back of a trailer using air from the tractor's supply. The goal: To minimize drag behind a standard van trailer. He says the inspiration for the device came to him

## WAL-MART DELIVERS

**T**he Great Dane/Wal-Mart fuel-economizing trailer incorporates pliable fixed skirts, or fairings, applied to nearly the entire length of the trailer underbody including the area over the wheels to improve aerodynamics, particularly in the presence of crosswinds. A tapered aft section helps keep airflow attached to the trailer body and a "cavity back" increases pressure behind the trailer, says Great Dane's Charlie Fetz. Both features reduce the trailer's "wake" and contribute to reduced drag.

A parabolic-shaped nose reduces the impact of crosswinds by reducing gap between the tractor and trailer. Wide-base tires allow weight and rolling friction reductions.

Says Adam Hill, engineering liaison manager responsible for the Wal-Mart aero trailer designs for Great Dane: "Improvements such as incorporating the front and rear aerodynamic treatment

**UNINVITED GUSTS:** Increased pressure behind the trailer decreases drag.



into the body of the trailer increase efficiency by significantly reducing weight. These improvements not only result in reduced drag and increased fuel economy, but make the product more feasible in advancing Wal-Mart's leadership position in environmental sustainability."

while he was driving through a winter storm, following a tractor-trailer with snow piling up behind the trailer's rear doors.

His Aerovolution was just one of the devices tested by the NRC (Alone, it could reduce fuel consumption by almost 1,000 US gallons annually, based on a truck that travels about 81,000 miles at 62 mph). Even

though Telnack admits his product is not quite ready for prime time—he has to iron out some production processes—he says the announcement by Wal-Mart/Great Dane as well as the release of the NRC study separates the "snake-oil" salesmen from the real deals.

"They've definitely opened the doors

for the aerodynamic industry."

The NRC/Robert study included 15 trailer add-ons, including rear deflectors, trailer wheel fairings and roof fairings. For a complete report on the NRC study with individual reports on the after-market components, visit [www.todaystrucking.com](http://www.todaystrucking.com) and click on Full Story. ▲

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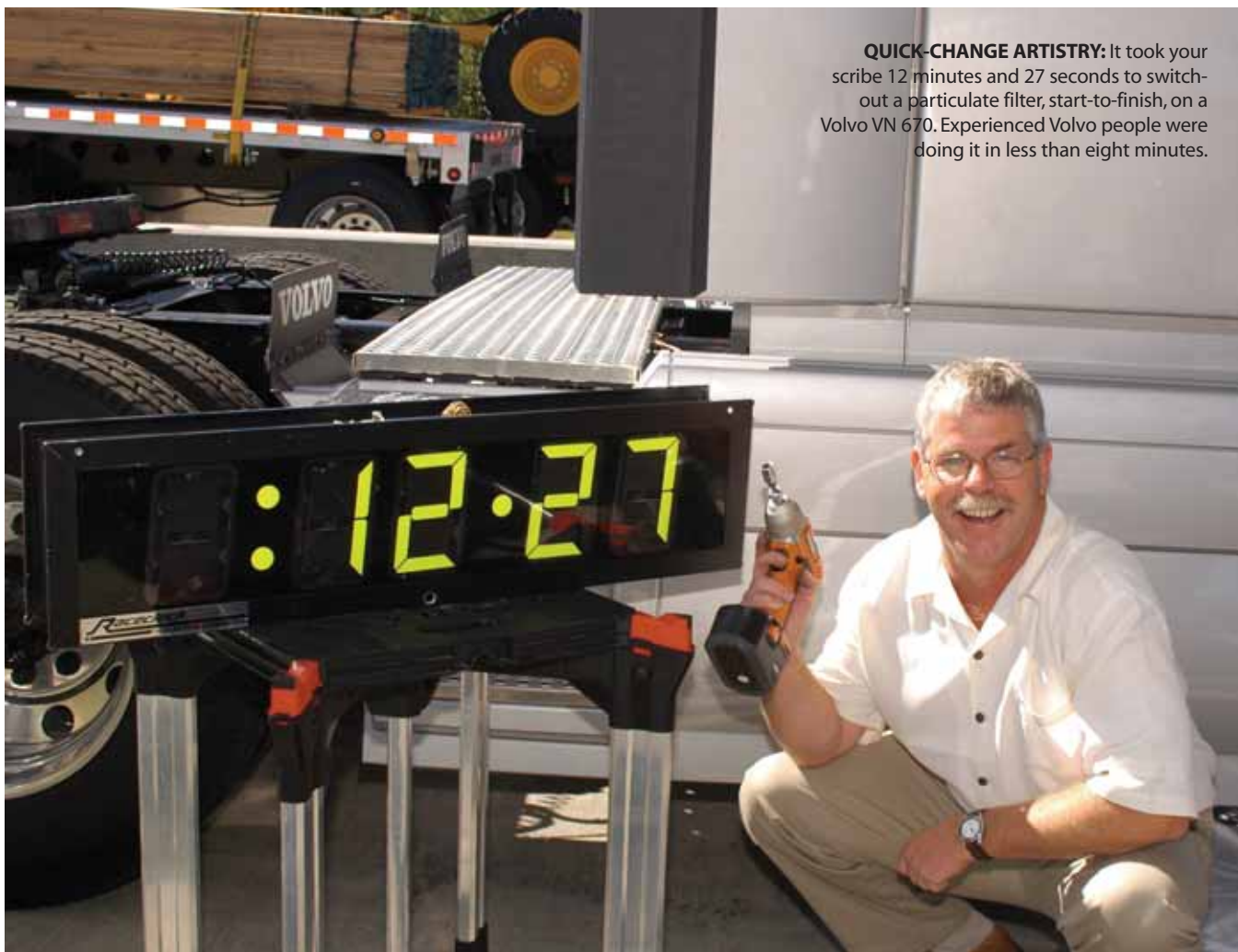


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**QUICK-CHANGE ARTISTRY:** It took your scribe 12 minutes and 27 seconds to switch-out a particulate filter, start-to-finish, on a Volvo VN 670. Experienced Volvo people were doing it in less than eight minutes.



## Go Ahead, Try This Yourself

**tech tips** *Changing out a Volvo Compact DPF wasn't much of a challenge, even for your mechanically challenged editor.*

*By Jim Park*

**H**ere I am dressed in my working-editor garb, changing a DPF on a Volvo VN 670. I managed to stay clean, and really didn't make much of a mess at all—save for stripping a nut. At a product introduction event staged by Volvo Trucks North America in Savannah, Ga., late last year, customers, dealers, and editors were invited to try their hand at changing a DPF module on a Volvo truck.

Concerns had been raised early in the game about adding yet another mainte-

nance item to a growing list of things operators would need to do to keep their EPA '07-compliant trucks running.

In bringing forth the 2007 emissions reductions requirements, EPA mandated a minimum life-requirement for DPFs of 150,000 miles. Under most operating conditions, most OEMs, including Volvo, are predicting a much longer useful life. In some circumstances, it's possible that a fleet will never have to change a DPF at all—depending on trade cycles, and operating condi-

tions. DPFs that become contaminated with ash from using the wrong engine oil, for example, could be either cleaned on-board the vehicle, or switched out and replaced by a new or reconditioned unit.

But it appears, at least from our experience with this Volvo unit, that the change-out isn't going to present a lot of problems in the maintenance department.

A truck had been positioned in the event-viewing area just for the purpose, and volunteers were given instructions and tools and told to have at 'er. Granted, the truck was fairly new, and not much real soot had accumulated inside this particular DPF, but the job took me less than 15 minutes. The pros on site managed the task in less than half the time.

And aside from stripping a nut when I was putting it all back together again, it was ready to drive away 12-and-a-half minutes after I started. Not bad for an editor. ▲

*Step by Step DPF Challenge, page 50.*



### STEP ONE: The clock started when I unclipped the two latches and removed the side fairing.



### 2 I had to remove the pressure- and temperature-sensor connectors from the aftertreatment device and disconnect two sections of the exhaust pipe.



### 3 A couple of mounting bolts on the rear of the canister required a different vantage point. The jack took the weight of the DPF while I freed it from its moorings.



▲ A band clamp holds the two-part canister together. Removing the clamp provides access to the filter substrate.



▲ Lifting out the old filter and dropping in the new one was no challenge at all. Care has to be taken not to drop the filter as that could damage the ceramic filter media.



▲ I placed the reassembled unit back on the jack and maneuvered it into position. As I cranked the jack up, I had to ensure the two surfaces mated properly, and align the exhaust pipe before jacking it up tight and reinstalling the mounting bolts.

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## FILTER TIPS

No one knows exactly how often diesel particulate filters (DPFs) will need servicing. The DPF will trap particulates, or soot, which will periodically burn off. But ash from motor oil will collect in the DPF and will not be burned off through either active or passive regeneration and will have to be blown out on special machines that most dealers will have. Only time and experience will show users exactly how long trucks can go before coming in for this service. Builders' tests thus far indicate that the DPF cleaning intervals will range from about a year to two or three years, depending on the kind of truck and type of duty it sees.

Over-the-road tractors will go the longest, probably 200,000 to 300,000 miles; local trucks might go less than 100,000 miles. Trash trucks are the most difficult type to deal with because they spend a lot of time idling. (Mack says it will install a "burner" type of DPF on its MR and LE trash trucks. The units, made by ArvinMeritor, inject fuel directly into the device to burn away soot. Most other Macks will get regular DPFs made by Cummins Emission Solutions.)

The U.S. Environmental Protection Agency (EPA) has established minimum periods that the devices must work before cleaning. One minimum is 150,000 for heavy-duty trucks; another is 80,000 miles for special applications, where filters might be too small to go the full 150,000. The latter might be on vehicles where regular DPFs are too large to fit in available space behind or under the cab. Examples are beverage, utility, dump and snow-plow trucks, whose bodies, extra axles and other equipment take up room that DPFs might otherwise go in.

Owners have no direct legal requirement to clean the filters, but EPA notes that engines will lose power and eventually shut down if the DPFs are not serviced.

Cleaning ash out of the DPFs will be a new service procedure. In most cases, cleaning will be done by removing the DPF element from the truck—an easy job, partly because parts will be made of stainless steel to resist corrosion, manufacturers say—and placing it in a special machine.

The console-like machine will blow compressed air at normal shop pressure (about 90 psi) through the filter in pulses. This will take about half an hour, during which the technician can perform other service work on the truck. Removal and reinstallation of the DPF will

together consume another half hour and maybe less.

Detroit Diesel (which also markets and supports Mercedes Benz MBE diesels) will recommend filter cleaning with deionized water. This will be done on larger, more complex machines at Detroit's remanufacturing centers. In that case, an exchange program will use cleaned filters with dirty filters turned in for core value. Detroit will also allow the air-cleaning method,

but says it doesn't work as well as the fluid.

Most builders will offer clean DPFs on an exchange basis, but dealers will be encouraged to obtain the simpler and less costly air machines.

Most dealers and fleet shops will not be faced with special servicing of '07 diesels for a while. Unless there are bugs that crop up early on, a typical heavy road tractor delivered early this year should not need cleaning of its DPF until sometime in '08. — Tom Berg

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## BIG-BORE MAXXFORCE

## INTERNATIONAL'S 11- AND 13-LITER ENGINES

**INTERNATIONAL TRUCK AND ENGINE** has unveiled the specs for its MaxxForce 11- and 13-liter big bore engines, developed in concert with German truckmaker MAN and based on the European company's block. Both are inline sixes with a high-pressure common-rail fuel injection system, series turbochargers, and a heat-management system called Eco-Therm. With cylinder-block ribbing and other enhancements, the engines are said to be "startlingly quiet."

The MaxxForce 11 is a 10.5-liter with preliminary ratings of 330, 370, and 390 hp at 1,900 rpm, with 1,250, 1,350, and 1,450 lb ft of torque respectively, developed between 1,000 and 1,200 rpm. The 12.4-liter MaxxForce 13 has three ratings of 410, 430 and 475 hp at 1,900 rpm, with 1450, 1550, and 1700 lb ft of torque between 1000 and 1,200 rpm. Dry weight of both engines is 2,244 lb.

High-pressure common-rail fuel systems

control fuel injection with greater precision, introducing fuel into the cylinders at 26,000 psi in this case, providing more complete combustion and improved fuel efficiency.

The Eco-Therm heat-management system controls coolant flow and temperature across the various coolers electronically to achieve optimal intake-air and exhaust-gas temperatures. That allows an enhanced level of passive regeneration of the diesel particulate filter which leads to improved fuel economy.

Among other MaxxForce features is its compacted-graphite iron block. It's up to 300 lb lighter, says International, compared to other engine blocks using traditional gray iron, with twice the fatigue strength.

The MaxxForce big-bore engines will be manufactured at a new International plant in Huntsville, Ala.

See your International dealer or visit [www.maxxforce.com](http://www.maxxforce.com).

## HUB-REDUCTION AXLES

HEAVY AXLES FOR VOCATIONAL MARKETS

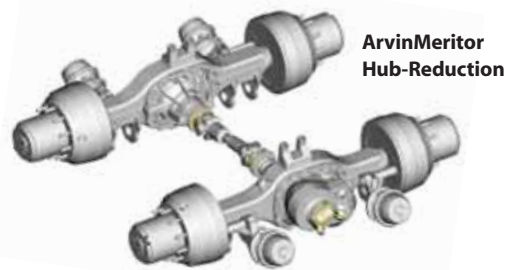
**ArvinMeritor** offers a new family of single and tandem hub-reduction rear axles for vocational markets requiring higher gross combination weights. The axles—available here in early summer—meet the needs of virtually any on-/off-highway application, the company says, as well as a host of suspension adaptations and brake offerings.

Proven in Europe over many years, this global family of axles offers ratios ranging from a fast 3.61:1 to 7.21:1 while saving up to 600 lb, depending on model selection.

Key features include a lightweight, high-capacity fabricated housing that can support a variety of suspension requirements, along with a streamlined carrier design for increased ground clearance. The well-proven four-planet wheel-end hub-reduction gearing allows for higher capacity ratings—the single axle is rated at 26,000-35,000 lb GAWR, and the tandem is rated at 52,000-70,000 lb.

Needle-bearing design throughout the interaxle differential provides spinout protection and eliminates the need for a lube pump.

Driver-controlled diff locks are standard in both the forward and rear axle for increased traction when needed.



**ArvinMeritor  
Hub-Reduction**

When combined with the Meritor MX-160 front-drive steer axle, the new hub-reduction axle—either single or tandem—provides maximum mobility in an all-wheel-drive configuration.

See your truck dealer or visit [www.arvinmeritor.com](http://www.arvinmeritor.com).



# Turn It Loose On Your Toughest Jobs



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\*Results based on accelerated-life testing by Dana

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## SEVERE-SERVICE TIRE

### ULTRA-DURABLE BRIDGESTONE M860

The new **Bridgestone** M860 all-position on/off-highway radials are said to deliver outstanding tread life with excellent retreadability as well. They're engineered for refuse and other severe-service trucks, and can carry extremely heavy loads even at sustained 65-mph highway speeds.



The M860 uses a wider tread and a wider casing that spreads the load over a larger area, distributing footprint pressure for longer tread life. This wider design also means the M860 can haul up

to 20,000 lb on steer axles.

Superior bead durability is said to come from its two-ply nylon plus one steel chafer bead area, even under high brake heat and heavy loads. To protect the casing, thick abrasion-resistant sidewall ribs fight curbing damage. If one set of the protector ribs is worn away, the tire can be flipped for continued protection.

The M860 tire uses a tough tread compound to resist cuts, chips and tears. To enhance casing life, stone rejector platforms in the center grooves help prevent trapped stones from pushing into the tread grooves and piercing the belt layer, which can damage belts and expose them to rust. It has four steel belts and an all-steel casing so it can be retreaded for any axle position.

See your tire dealer or visit [www.bridgestonetrucktires.com](http://www.bridgestonetrucktires.com).

## SYNTHETIC GEAR LUBE

### CHEVRON'S NEW DELO SAE 75W-90

**Chevron's Delo** brand has expanded to include Delo Synthetic Gear Lubricant SAE 75W-90. Said to offer outstanding thermal and oxidation stability and meet all OEM warranty requirements, it's suitable for rear axles and differentials.

The new lube also meets SHAES 256 Rev C, a newly developed specification by Dana to be introduced soon. The spec resulted from the need for a gear lubricant that can handle greater power densities at

lower operating temperatures. The product is a specially formulated synthetic lubricant designed to provide improved performance in subzero temperatures. A specification requirement for the SHAES 256 Rev C is the Kinematic Viscosity (KV), which entails operating procedures be run at -40 C. With the new spec, customers may benefit from improved equipment durability, fewer churning losses, and fuel

economy gains, particularly at low operating temperatures.

Benefits include extended drain capabilities, high performance in a wide range of operating temperatures, and thermal and oxidation stability. It meets all OEM specs. The new Delo Synthetic gear oil is available as of April 1, 2007 in pail and drum sizes.

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



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## In Gear

### VHD GETS SLEEPER

VOLVO VOCATIONAL TRUCK SPORTS A BED The **Volvo** VHD vocational truck and tractor are now available with a factory-installed 42-in. sleeper cab. Designated the VHD 430, the new truck had its first public showing at Montreal's ExpoCam 2007 truck show in mid-April. The VHD was previously only available with a daycab.

Like all VHDs, the new truck is highly customizable and comes as a 6x4, 8x4 or 8x6 tractor or truck, in axle-forward and axle-back configurations. The basic design accommodates a wide variety of factory-installed options, with multiple axles, frame rail choices, and a wide list of available components.

Major features include the one-piece cab and sleeper, constructed of robotically-

welded High-Strength Steel (HSS).

Volvo's D13 engine is standard, with up to 485 hp and 1650 lb ft of torque.

Transmission choices start with Eaton Fuller 10- to 18-speed manuals and the AutoShift, plus the new Volvo I-Shift 12-speed automated manual transmission and Allison full automatics.

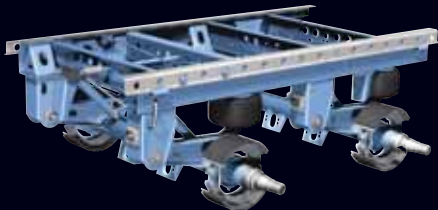
Front axles can be spec'd up to 20,000 lb, and Volvo T-Ride rear suspensions can be ordered up to 70,000-lb capacity, with Hendrickson suspensions optional. Frame rails are available in five thicknesses.

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The VHD 430's one-piece design eliminates the compromises necessary to mount aftermarket sleeper boxes, Volvo says, such as the risk of reduced structural integrity from cutting away the back wall, while eliminating the risk of water and air leaks at the seal between sleeper box and cab. It also means less noise intrusion and better thermal insulation.

See your dealer or visit  
[www.volvo.com/trucks/na/en-us/](http://www.volvo.com/trucks/na/en-us/).

### UNIQUE GATES APU

CABRUNNER POWERS HVAC SYSTEM

The CabRunner Integrated Power System (IPS) by **Gates Corp.** lets drivers operate all cab systems—including heating and air conditioning—without running the main engine. Using a proprietary clutch that allows the accessory drive on the engine to be driven from a remote source, the CabRunner IPS draws power from a frame-mounted diesel engine.

Simply put, rather than using the main engine to run the alternator and the AC compressor, a flexible driveshaft connects the two-cylinder diesel engine to the reconfigured pulley and belt system on the engine. The small engine drives the components rather than the large engine, saving up to 60 percent on diesel fuel compared to idling the main truck





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

**MAXXFORCE**  
INTERNATIONAL DIESEL POWER™

ALWAYS PERFORMING





CabRunner IPS

motor, and reducing emissions.

This is accomplished by an innovative pulley design that allows either the CabRunner or the truck engine to operate the accessory-belt drive system. A two-way clutch allows drive input from the IPS when the main engine is shut off, and returns drive capability to the main

## In Gear

engine while on the highway.

While the CabRunner IPS is powering the system, it's just like having the main engine running. The alternator is turning, charging the batteries, and the AC compressor is active (if desired) powering the truck's AC system, just as it would be if the big engine were running. All other electrical accessories will work the same way, so an inverter could be used to power 120-volt appliances.

The CabRunner is liquid-cooled, providing hot coolant to run the cab heaters and warming the main engine for easy cold-weather startups.

No additional compressors, alternators or condensers are required, installation is non-invasive except for connections to the coolant circuit, and belts and hoses remain subject to the same standard maintenance schedule as tractor engine components. Fuel is supplied from the truck tanks, and the controls are mounted in the sleeper heater/AC climate control panel.

The 385-lb CabRunner requires approximately 18 in. of clear frame rail between the quarter fender and fuel tank on the passenger side of the cab. Installation time runs between 12 and 18 hours for a standard install.

See your truck dealer or visit [www.GatesCabRunner.com](http://www.GatesCabRunner.com).

## CUMMINS DIAGNOSTICS

NEXT-GEN QUICKCHECK 5100

**Cummins** says its new "next generation" QuickCheck 5100 engine information tool brings the power of a portable computer and proprietary engine-monitoring software into one handheld device.

It's a self-contained tool that makes capturing and reading engine data easier and faster.

The shop-rugged, weather-resistant device connects to any electronic diesel engine using standard J1587 or J1939 data links with supplied 6- or 9-pin cables. A supplied USB cable allows users to link their QuickCheck 5100 to a desktop PC. It runs on the Windows CE operating system and is preloaded with QuickCheck CE and PowerSpec CE applications.

QuickCheck CE software accepts data from any diesel engine with standard connectivity to an electronic control module (ECM). It reads and captures fault codes, parameter values, lifetime trip data as well as the data plate. The user can also monitor data from transmission, braking, and vehicle systems.

PowerSpec CE software is a proprietary application for Cummins engines. The Transfer HotSpec function allows users to download and customize engine parameter settings on their own PC. Plus, the QuickCheck 5100 provides a trip summary report compiled from 10 data fields, that can be transferred to a desktop computer for analysis.

Operating commands are minimal. Its push-button touch-screen naviga-



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## In Gear

tion is quickly learned and simple to operate, says Cummins, and the screen itself is a large, 3.8-in. LCD type that's backlit for all viewing conditions.

*The QuickCheck 5100 is available for sale online at [www.powerstore.cummins.com](http://www.powerstore.cummins.com) and at Cummins dealers and distributors. See also [www.cummins.com](http://www.cummins.com) or [everytime.cummins.com](http://everytime.cummins.com).*

## LIGHTWEIGHT AIR DISC

PETERBILT FIRST WITH BENDIX SPICER OPTION

A lightweight package built around the Bendix ADB22X air disc brake has been introduced by **Bendix Spicer Foundation Brake**. Peterbilt has added the brake as a databook option on new on-highway trucks, the first OEM to do so.

This lightweight air disc brake package features an aluminum hub and splined disc assembly that's said to reduce total wheel-end weight, reduce rotor dynamic stresses, provide improved thermal balance, and offer longer brake life.

The aluminum splined disc can save as much as 240 lb (total) compared with drum-brake configurations on a typical



**Bendix Air Disc Brake**

6x4 tractor and offers savings of 209 lb (total) compared with other air disc brakes, says Bendix Spicer.

Bendix Spicer Foundation Brake is a wheel-end joint venture between Bendix Commercial Vehicle Systems LLC and Dana Corporation.

See your truck dealer or visit [www.foundationbrakes.com](http://www.foundationbrakes.com).

## T800 GETS BIG RAD

KENWORTH OFFERS LARGE COOLING PACKAGE

**Kenworth** now offers a new 1780-sq-in. radiator for the T800 wide-hood model. Its extra capacity helps to offset added heat from the latest engines.

The new and efficient radiator and cooling package can handle up to 600-hp engines in applications that really work



**Kenworth T800**

the engine, Kenworth says. It's available for GCWs up to 140,000 lb for all road conditions and offers the cooling needed when running in slow-speed, high-power applications. The radiator is designed for manual or automated transmissions in

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C72  
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A14  
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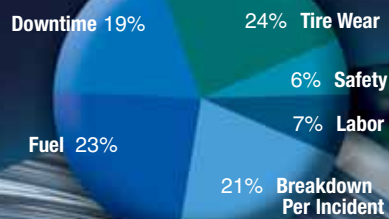


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stationary applications, including pumping or drilling with a split-shaft PTO driving body-mounted equipment like an oilfield cementer.

The Kenworth T800 wide-hood model with the new radiator is available with the Cummins ISX 600 and other ratings, plus Cat's C15 and C13 engines in standard cab, Extended Day Cab, or AeroCab sleeper configurations.

See your dealer or visit [www.kenworth.com](http://www.kenworth.com).

## THE COMPOSITE VAN

GREAT DANE'S HIGH-CUBE VAN

**Great Dane's** newest dry freight van, The Composite, was shown for the first time at the 2007 Mid-America Trucking Show. Aimed at truckload carriers, the new trailer is said to offer superior strength and durability. With a full 101-in. interior width and a standard .30-in. panel thickness, the design also means increased cubic capacity.

Among its features are a very strong rear frame made of high-strength tubular



steel and a reinforced header-to-top-rail connection, both to minimize racking and to ensure that the frame remains square throughout the trailer's life. Additional strength comes from a two-crossmember rear frame connection that distributes the stresses of dock impact.

A full-length, one-piece, extruded-aluminum bottom rail with integral scuffband design adds strength and rigidity in the lower sidewall, helping to reduce sidewall bulging. Logistic posts recessed at panel connections allow for a flush interior to eliminate damaging snag points while still providing vertical

logistic slots for cargo securement.

A unique top rail and gasket design overlaps the top of the side panels and posts of the trailer to ensure superior protection against water intrusion.

Four hat-section uprights and two additional corner posts add strength to the front wall.

See your dealer or visit [www.greatdanetrailers.com](http://www.greatdanetrailers.com).

## ALUMINUM FIFTH WHEEL

WORLD'S LIGHTEST, SAYS SAF-HOLLAND

New from **SAF-Holland** is the Holland FW lightweight aluminum fifth wheel. Forged by Alcoa from the same aluminum alloy as its truck wheels, the new fifth wheel is said to be the lightest in the industry, though it's designed for standard duty applications. It's rated for 55,000 lb maximum vertical load and 150,000 lb maximum drawbar pull and is backed by a 5-year/500,000 mile performance guarantee.

Weight-conscious truck operators will like the fact that it's 100 lb lighter than



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covers Class 4 to  
Class 8 Trucks**



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- View & Clear Diagnostic Codes

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is now available for all compliant Heavy-Duty Standard Class 4 to Class 8 trucks. Heavy-duty Standard software makes Genisys the ideal scan tool for all kinds of mixed fleet service applications—medium/heavy work trucks, municipal vehicles, buses, vans, fire trucks, truck tractors, refrigerated trucks, garbage trucks—you name it! Genisys with Heavy-Duty Standard software can handle it. The new HD software is available as a Genisys upgrade kit\* (#3421-79) or comes with the new Genisys Heavy-Duty Master Kit (#3669HD). **For more information on Genisys with Heavy-Duty Standard software, call 1-800-533-6127 today.** Or please visit us online at [www.genisysotc.com](http://www.genisysotc.com).

\*Requires Genisys System 2.0

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Holland  
Aluminum FW

competitive fifth wheels, SAF-Holland says.

It uses the patented NoLube technology that completely eliminates the use of grease on the top plate, between top plate and bracket, and in the lock mechanism. While saving maintenance time, it also helps owners comply with environmental regulations and helps deliver a smoother ride.

See your dealer or visit [www.safholland.com](http://www.safholland.com).

## TK CARGO HEATER

THERMO KING ALSO SHOWS POWER PACK Thermo King's aftermarket division has launched the E-28 cargo heater kit and the EON power pack. The E-28 provides heat to cargo areas without using engine heat, thus protecting perishables from cold temperatures while saving fuel and engine wear. It's said to feature high-volume heat output, high air flow for



even heat distribution, electronically controlled temperature regulation, and a corrosion-resistant painted aluminum enclosure. The kit includes an Espar D8 fuel-fired heater, weatherproof thermostat enclosure, and wiring to the truck's electrical system and fuel pump with hoses.

The EON power pack provides auxiliary power for operating truck lights in an economical and easy-to-install package. It's powered by a long-lasting battery to help avoid dead truck batteries caused by running lights. It also includes a low-voltage disconnect to maximize battery life, a weatherproof switch with a 45-minute timer, and a charging circuit to connect the system to a reefer or truck alternator.

See your dealer or visit [www.thermoking.com](http://www.thermoking.com).

## In Gear

### TIE-DOWN WINCH

ANCRA ELIMINATES WINCH BAR

Ancra International has introduced a gear-driven tie-down winch that tightens cargo straps with a removable six-in. crank handle instead of a 34-in. winch bar. Thanks to a specially designed worm gear, the short crank can apply an equal amount of strap tension as a 200-lb driver using a 34-in. bar.

The EZ Torque Winch requires just one-third the amount of force needed to tighten a winch strap. The device will achieve about 1500 lb of tension on the webbing (the approximate tension needed to secure a load) with as few as a dozen rotations of its removable handle, after slack has been taken out of the straps.

EZ Torque lowers the risk of driver injury by eliminating the repetitive motion of inserting and removing a winch bar, and reduces



exposure to pinch-points found on traditional ratchet winches. It's currently designed to fit the two most popular winch tracks available.

Made of zinc-plated steel, the EZ Torque Winch was tested with thousands of tensioning cycles, Ancra says, simulating 10 years of mechanical use. The worm gear is contained in a seal housing and is lubed for life. Ancra covers the device with the industry's longest warranty—one full year.

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

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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of April 10, 2007 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

| CITY               | Price | (+/-) Previous Week | Excl. Taxes |
|--------------------|-------|---------------------|-------------|
| WHITEHORSE         | 111.1 | 1.8                 | 93.6        |
| VANCOUVER *        | 103.5 | 1.9                 | 72.7        |
| VICTORIA           | 102.4 | 2.2                 | 75.1        |
| PRINCE GEORGE      | 96.7  | -0.2                | 72.2        |
| KAMLOOPS           | 102.7 | 1.3                 | 77.8        |
| KELOWNA            | 102.9 | 1.0                 | 78.1        |
| FORT ST. JOHN      | 104.2 | 1.0                 | 79.3        |
| YELLOWKNIFE        | 114.4 |                     | 94.8        |
| CALGARY *          | 96.9  | 2.1                 | 78.4        |
| RED DEER           | 97.9  | 1.5                 | 79.4        |
| EDMONTON           | 96.6  | 2.3                 | 78.1        |
| LETHBRIDGE         | 97.7  | -0.3                | 79.2        |
| LLOYDMINSTER       | 99.9  | 1.3                 | 81.2        |
| REGINA *           | 99.5  |                     | 74.9        |
| SASKATOON          | 97.9  | 2.0                 | 73.4        |
| PRINCE ALBERT      | 99.4  |                     | 74.8        |
| WINNIPEG *         | 96.7  | 0.3                 | 75.7        |
| BRANDON            | 95.9  | -1.0                | 75.0        |
| TORONTO *          | 95.9  | 0.4                 | 72.2        |
| OTTAWA             | 95.5  |                     | 71.8        |
| KINGSTON           | 96.4  | -0.9                | 72.6        |
| PETERBOROUGH       | 96.2  |                     | 72.5        |
| WINDSOR            | 95.0  | -0.4                | 71.3        |
| LONDON             | 94.9  | -10.0               | 71.2        |
| SUDBURY            | 97.8  | -0.6                | 74.0        |
| SAULT STE MARIE    | 98.9  | -0.3                | 75.0        |
| THUNDER BAY        | 101.6 | 1.2                 | 77.5        |
| NORTH BAY          | 96.6  | -1.2                | 72.8        |
| TIMMINS            | 104.2 |                     | 80.0        |
| HAMILTON           | 97.0  |                     | 73.2        |
| ST. CATHARINES     | 96.6  |                     | 72.8        |
| MONTRÉAL *         | 107.7 | 1.3                 | 74.3        |
| QUÉBEC             | 104.7 | -0.2                | 71.7        |
| SHERBROOKE         | 105.9 | 5.0                 | 72.7        |
| GASPÉ              | 105.4 | -0.5                | 72.3        |
| CHICOUTIMI         | 103.7 | 1.6                 | 70.8        |
| RIMOUSKI           | 102.4 | 0.5                 | 70.8        |
| TROIS RIVIÈRES     | 106.4 | 0.5                 | 70.8        |
| DRUMMONDVILLE      | 99.9  |                     | 70.8        |
| VAL D'OR           | 104.4 |                     | 70.8        |
| SAINT JOHN *       | 105.9 | 3.3                 | 72.0        |
| FREDERICTON        | 102.3 | 0.9                 | 68.8        |
| MONCTON            | 104.8 | 2.1                 | 71.0        |
| BATHURST           | 107.4 | 3.7                 | 73.3        |
| EDMUNDSTON         | 107.2 | 3.7                 | 73.2        |
| MIRAMICHI          | 106.3 | 3.3                 | 72.3        |
| CAMPBELLTON        | 106.8 | 4.2                 | 72.8        |
| SUSSEX             | 104.5 | 3.8                 | 70.8        |
| WOODSTOCK          | 108.8 | 3.4                 | 74.5        |
| HALIFAX *          | 108.9 | 8.8                 | 76.1        |
| SYDNEY             | 110.6 | 5.7                 | 77.6        |
| YARMOUTH           | 109.0 | 8.0                 | 76.2        |
| TRURO              | 108.5 | 7.1                 | 75.8        |
| KENTVILLE          | 108.4 | 8.0                 | 75.7        |
| NEW GLASGOW        | 109.1 | 7.3                 | 76.3        |
| CHARLOTTETOWN *    | 103.3 | 1.3                 | 73.2        |
| ST. JOHN'S *       | 108.9 |                     | 75.0        |
| GANDER             | 113.8 | 5.4                 | 79.3        |
| LABRADOR CITY      | 121.0 | 6.2                 | 85.6        |
| CORNER BROOK       | 113.0 | 5.5                 | 78.6        |
| CANADA AVERAGE (V) | 100.3 | 1.4                 | 74.5        |

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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By Peter Carter

# The Green Machine

## How to really clean up in the environment.

**F**our short winters ago, my six-foot-six, 270-lb nephew “Tiny” Paul and I were in my van, parked in a shopping-center lot, looking at some photographs that we had just picked up from the drugstore.

This was back in the olden days, when cameras still used film. I heard a rap at the driver’s side.

A slender young woman was looking in at us.

I rolled down the window.

“Please shut off your engine,” she said. “Idling’s very bad for the environment.”

Well I never.

Here was a complete stranger telling me what to do with my own van. I looked at her. She glowered back.

I looked at Paul, and then of course I did what I was told and shut off the van.

What I should have done instead is take her advice another step, call up TD Securities and invested in anti-idling technologies. Because between that parking lot encounter and now, anti-idling has become a profit center in itself.

Municipal anti-idling bylaws are spreading like head lice at a daycare, and the price of diesel is making everybody look long and painfully at how much their diesels burn at truckstops or loading docks. Small wonder so many manufacturers and distributors were promoting APUs and similar diesel-saving devices at Louisville’s Mid-America Trucking Show and Montreal’s ExpoCam. The market that was only recently limited to a select few names now includes the biggies.

If you care to see how far this end of the industry’s come, visit [www.thermoking.com/tripac](http://www.thermoking.com/tripac). Courtesy of the reefer pros at Thermo King who are offering their own APU, the Tripac, you can simply punch in a few numbers and calculate how much your fleet spends on idling and how much you could be saving by investing in anti-idling gear. It’s quick and fun, if a little disheartening to see how much dough gets burned.

Anyway, as I toured the booths and talked with industry leaders at Louisville, I repeated that familiar mantra of the armchair investor, “if only I’d bought shares in such-and-such... If only...”

Why do I have a feeling that a half-decade from now, I’m going to be saying the same things about a few other green technologies that leapt out of the shadows at my recent visit to Louisville?

I might add here that I’m no tree hugger. I grew up in Sudbury, Ont. I ride a Sportster. I’m the planet’s biggest eco-cynic.

But like my dad used to say, money’s only one of the ingredients for a good life—one of the most important ingredients. And there’s



no place like a trade show to get ideas on how to earn some of it.

In addition to the APU demos, I attended a press conference put on by the folks from Grote Industries, who know a thing or two about lights—especially LEDs. At the conference, the assembled reporters saw a demonstration of Grote’s remarkable new interior “mood” lights for sleeper berths as well as some brilliant forward-lamps, designed for off-road use.

While anything approaching an LED truck headlight is at least a half a decade away, the demonstration came only a few days after the news that Australia (and now Ontario) is about to ban incandescent lights because politicians have decided they’re environmentally unsound.

Both in Australia and here at home, the anti-incandescent crowd is vying for more fluorescent lighting.

According to a website called [treehugger.com](http://treehugger.com) (I’m pretty sure the young woman who approached me in the parking lot has that one bookmarked) environmentalists love the idea of LEDs on vehicles. So do the folks at Grote, and once they get around to making them cost effective for trucks, well, stay tuned.

Go long on LEDs and short on incandescence.

Another peek at the future? Great Dane’s experimental aero trailer with its cool tapered back end and parabolic shaped nose. The trailer was designed and built in response to Wal-Mart’s own in-house enviro-challenge and tested by Wal-Mart, Dana, and International Truck & Engine.

You can bet that if there’s no money in this initiative, Wal-Mart wouldn’t be part of it. If getting rich off the greens is good enough for Al Gore and Sam Walton, it’s good enough for me. ▲

Peter Carter is the editor of *Today’s Trucking*. You can reach him at 416/614-5828 or [peter@todaystrucking.com](mailto:peter@todaystrucking.com).



From left, Gary Moore, Kenworth assistant general manager for marketing and sales; Edmonton Kenworth executives Collin Ferguson and Gary M. King; and Bob Christensen, Kenworth general manager and PACCAR vice president.

## “A remarkable standard of dealer excellence” makes Edmonton Kenworth “Dealer of the Year” for 2006.



Edmonton Kenworth, with three full service operations in Alberta, is Kenworth Truck Company's 2006 top dealer of the year for the United States and Canada. It's the second time in six years Edmonton has won the honor.

Bob Christensen, Kenworth general manager and PACCAR vice president, praised Edmonton Kenworth's "remarkable standard of dealer excellence" and its willingness to invest in its business to better serve customers. Edmonton employees are "extremely motivated and passionate about achieving customer satisfaction," he added.



*Customer support played a key role in Kenworth receiving the 2006 J.D. Power and Associates awards for "Highest in Customer Satisfaction for Over the Road Segment and Pickup and Delivery Segment Class 8 Trucks, and for Heavy Duty Dealer Service."\**

Edmonton Kenworth is one of six Kenworth Gold Award winners for 2006. Other Gold Award winners are Inland Kenworth – U.S., California, Arizona and New Mexico; Kenworth of South Texas, Pharr, Texas; MHC Kenworth, Kansas City, Missouri; MHC Kenworth, Oklahoma and Motor Power Kenworth, Great Falls, Montana.

2006 Silver Award winners are Bay Area Kenworth, Central California Kenworth, Central Illinois Trucks, Cherokee Kenworth, Custom Truck Sales, GreatWest Kenworth, Inland Kenworth of Canada, Kenworth Maska, Kenworth Montreal, Kenworth of Jacksonville, Kenworth of Pennsylvania, Kenworth of South Louisiana, MHC Kenworth, Colorado; MHC Kenworth, Tennessee; MHC Kenworth, Texas; Michigan Kenworth, Rihm Kenworth, Trebar Kenworth Sales and Wallwork Kenworth.



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\* Kenworth received the highest numerical score for dealer service, over the road trucks and pickup and delivery trucks in the proprietary J.D. Power and Associates 2005-2006 Heavy-Duty Truck Customer Satisfaction Studies<sup>SM</sup>. 2006 study based on 2,529 responses. Proprietary study results are based on experiences and perceptions of principal maintainers who were surveyed in April-June 2006. Your experiences may vary. [jdpower.com](http://jdpower.com).



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