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**April 2006**

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The Business Magazine of Canada's Trucking Industry

## HEADING into 2007

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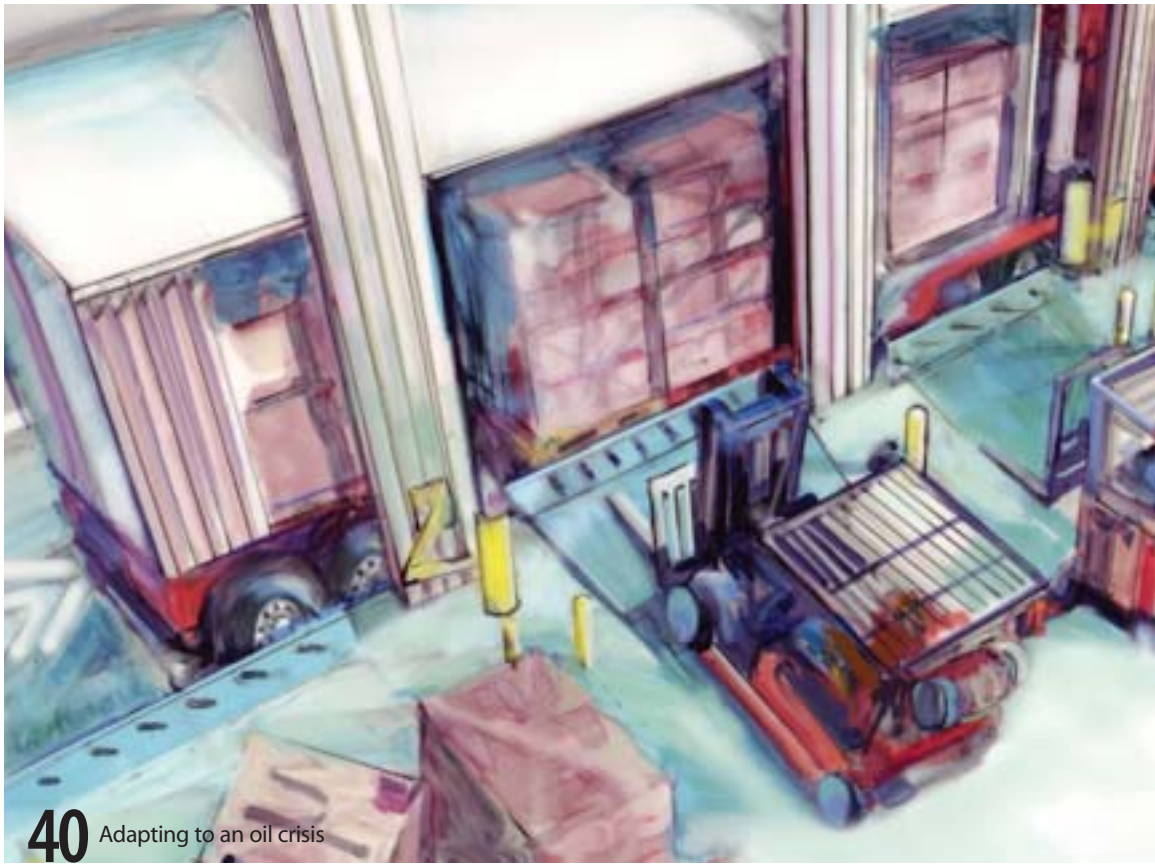


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**40** Adapting to an oil crisis



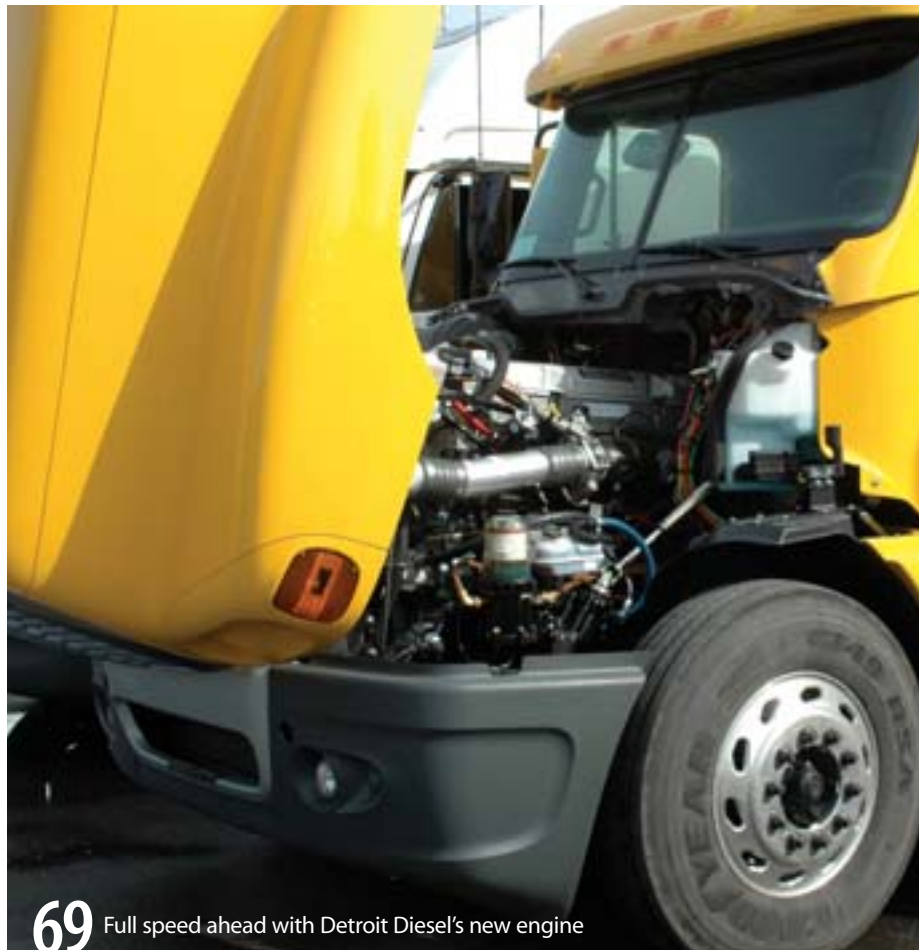
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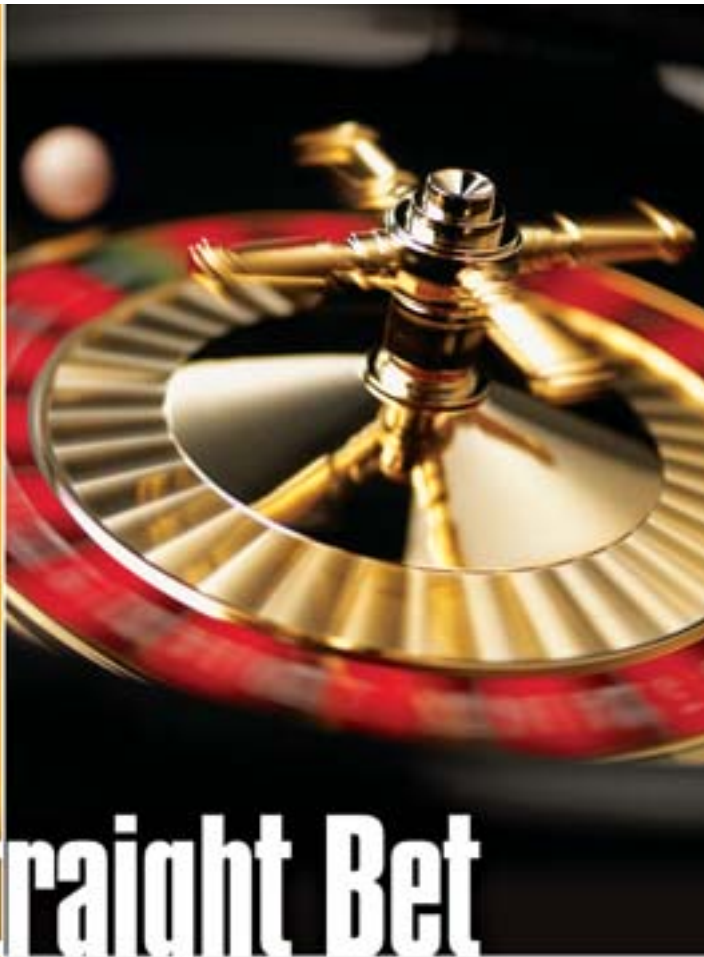
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The Business Magazine of Canada's Trucking Industry

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**Crisis, what crisis?**

Re: Canada's supposed driver shortage and the coming retirement crisis.

About a year and a half ago I was considering changing careers and read at the time there was a shortage of truck drivers in this country. I did extensive research on the Internet, grabbed every trade publication I could find, went to the library, and talked to three truck driving schools in the Greater Vancouver area.

Before I ran off and quit my full-time job to borrow and then spend between \$3,500 and \$10,000 for tuition, (the fees vary widely) I contacted eight truck companies to inquire what jobs might be available upon completion of the course.

I tasted frustration first when I phoned one of the companies' 1-800 numbers only to be told that they wouldn't hire me out of school. I would need experience.

And then, sometimes in person and sometimes over the phone, seven more companies gave me the same response.

That's hardly an incentive for quitting one career and starting another.

(I should add that I'm clean cut, I've got short hair, and I'm presentable.)

Over and over again, I was told that unless a person had experience, preferably three years, the company wouldn't hire him or her.

There is no truck-driver shortage. What we have a shortage of is experienced truck drivers.

Most truck companies will simply not hire drivers without at least three years of experience because they don't want to pay

the cost of insurance on those drivers. It is much cheaper to recruit from the existing pool of labor and pay a little more than to cover the huge cost of insurance premiums on new drivers.

It seems to me the industry has shot itself in the foot by its failure to invest in new talent. It is a classic "tragedy of the commons" where no single company will spend the money and pay the insurance costs of a new driver only to have him snatched away by a competitor once he is trained and experienced.

I am just glad I did not go ahead with it and borrow the money on the truck-driving course. I would very likely be in debt and unemployed. How many thousands of people have looked into this industry only to come away with similar conclusions?

Mark Whittingham  
Delta, B.C.

**Give drivers a say**

I appreciate the benefits of reduced speeds in terms of fuel economy, safety, environmental conservation and pollution control, but I do not believe that speed limiters are the best response to these challenges. By suggesting the use of speed limiters as a solution, the Ontario Trucking Association (OTA) is failing to recognize the responsibility and the position of the driver as the key component in dealing with all of these issues. The very fact that the OTA recognizes that this policy faces serious opposition from drivers, yet refuses to temper its campaign is an indication of the marginalized status of drivers in the OTA's view. The OTA is clearly operating with a patriarchal sense of being in command of a superior understanding of the realities of the trucking world, and if those peon drivers just knew what you knew, they would certainly come around. However, if they refuse to come around you will legislate your wishes anyway.

This is a policy that may sound good from the OTA offices but its implementation carries an entirely different threat on the two-lane roads that much of our inter-provincial trade must negotiate. Drivers always have been, and until they are

removed from truck cabs entirely, they always will be the backbone and the face and the heart of the transportation industry. The organization's energies would be put to better use—and these interests and public safety would be better served—by consigning additional resources to education and incentives that promote these values, rather than legislating action which inevitably diminishes the space in which drivers can meaningfully fulfill their responsibilities. Let's create space to reward excellence, and let us never forget that computer chips and rules will never make a satisfactory substitute for the human component in our world.

Henry Friesen  
Arbog, MB

**99 AND MISCOUNTING**

With apologies to both Muir's Cartage of Concord, Ont. and Grant Transport of New Hamburg, Ont., we must address an inaccuracy that appeared in the 2006 *Today's Trucking* Top 100 For-Hire Carriers List. For some unexplained reason, we listed Muir's Cartage twice; once as number 48; and then as number 50. The fact is, with 18 trucks, 160 tractors and 900 trailers, Muir's is the 48th largest for-hire fleet in the country.

The change means that the list, as printed, only includes Canada's Top 99 fleets.

For the sake of accuracy, the 100th largest for-hire carrier in Canada is Grant Transport of New Hamburg, Ont., with 115 tractors and 300 trailers.

We apologize for any confusion our error might have caused.

Then again, we might attribute the SNAFU to the power of clever advertising. Maybe the reason we printed the Top 99 instead of 100 has to do with Muir's memorable corporate slogan "99 years on the road." Just can't get that song out of our heads....

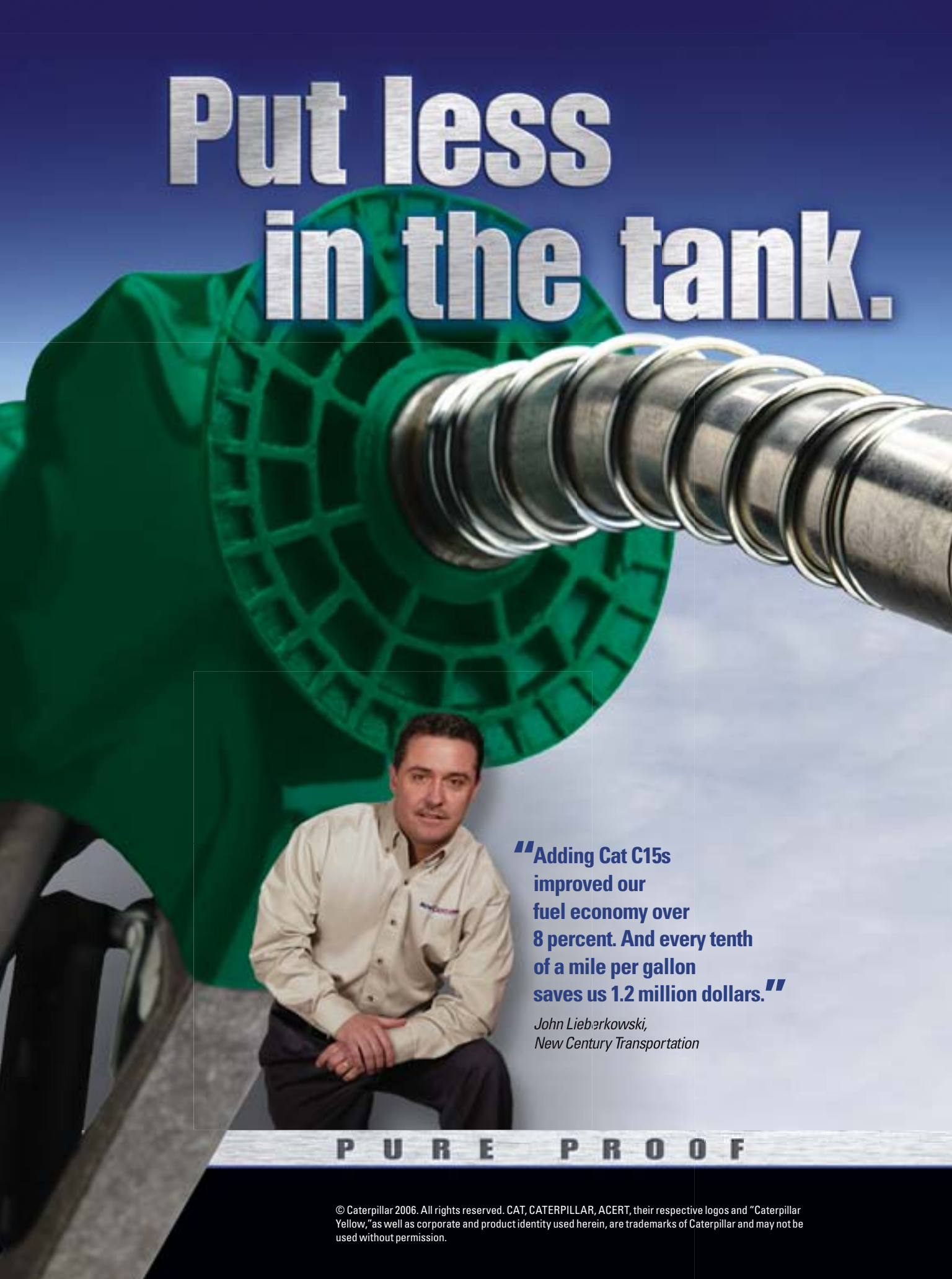
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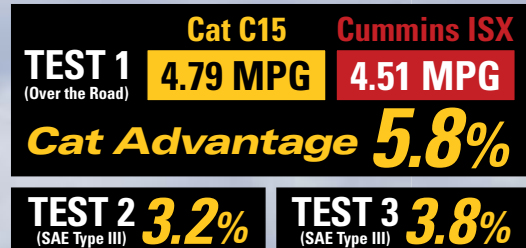


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The first test, a two-day trip from Denver to San Antonio, demonstrated a 5.8% fuel economy advantage for the C15 over the ISX. Two additional tests, using SAE Type III (J1526) test standards, showed 3.2% and 3.8% better fuel economy for the Cat engine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



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**"Our Cat engines run 23 million miles a year on average. With a half mile per gallon better fuel mileage, that's close to a dime in savings. You do the math."** — Jim Passmore, A. Passmore & Sons Trucking

**"When we switched to ACERT Technology, we raised our torque from 1650 to 1850 and lowered the rear axle ratio from a 4.10 to 3.90. That gave us a seven percent improvement in fuel economy."**

— Darrell MacNeil, Seaboard Transport

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By Rolf Lockwood



# Beyond Baling Wire

High-tech wizardry is offering us capabilities we never dreamed about, but how are we doing with the basics?

**B**aling wire and duct tape used to fix just about anything on a truck. I'm not sure that was ever actually true, but it does paint a picture of how things once were. This was a rough and ready game, full of characters who would take enormous risks—in hindsight—to get the job done. If the engine was still pulling, that truck was ready to go.

I'm reminded of a startling moment many years ago when I met a first-time owner-operator—and his brand new Peterbilt—in the yard of a major western carrier. A veteran, and in his late 50s at the time, he'd been driving all his life. The man was a pro and he exuded the confidence that a lot of miles will bring.

As a youngish journalist still pretty new to trucks and trucking, I was impressed by this guy. He was given to telling tales of life on the road and I was happy to listen. We did the interview in the cab of his truck, still parked in the yard an hour or so before he was due to pull out on his nightly run to Regina, me riding shotgun with a notebook on my knee.

"Ever heard of prairie cruise control?" he asked me at one point well into our chat.

"Nope," I said, not sure what was coming next.

Then he reached down beside his air-ride seat and pulled out a piece of two-by-four wood maybe two feet long with a couple of notches cut out of it. I quickly understood where he was headed even before he bent down and wedged the wood between throttle pedal and seat frame. Cruise control indeed.

"Neat, eh?" he said, looking up at me. "Works like a charm."

It probably did work, and he probably made many miles on his nightly run across the empty prairie without incident. In spite of the huge risk that this baling-wire-and-duct-tape sort of solution represented, a risk he just didn't seem to see. It doesn't take much imagination to envision a situation where, with his throttle jammed open at 100 clicks, he couldn't move the wood out of the way quickly enough to avoid some sort of catastrophe.

Needless to say, I didn't write about this in the story that was subsequently published. But I sure haven't forgotten it either. And not surprisingly, it crossed my mind late last fall at the DaimlerChrysler test track in Papenburg, Germany. Once again I was in the passenger seat of a truck, but there was certainly no crudely cut wood to be seen.

I was hurtling along at 80 km/h in a cabover equipped with the automatic Emergency Braking System, optional on the Mercedes-

Benz Actros tractor in Europe as of this month. It spotted a little A-class car sitting stationary in our lane, warned the driver, and with no human reaction forthcoming, stopped the truck without him just in time.

Later I sat beside another driver, watching him back a container-chassis trailer around a 90-degree bend and under the box—without a hand on the steering wheel. He was working a joystick that simply guided the trailer, the actual precision steering being done electronically with the aid of proximity sensors and on-board video cameras. He watched his progress on a big LCD screen on the dashboard.

Amazing in both cases, of course, but after many trips to European test tracks over the years, I've come to expect such wizardry. Call me jaded.

He reached down beside his air-ride seat and pulled out a piece of two-by-four wood maybe two feet long with a couple of notches cut out of it.

Reflecting on the differences between prairie cruise control and its modern equivalent, a couple of thoughts leap to the fore. One is that I'm attracted to ingenuity, like all of us, and envious of people who can devise such solutions to everyday challenges. Even the two-by-four, crude as it was, held a certain elegance in its misguided simplicity.

There's nothing even vaguely simple about the Mercedes-Benz automatic panic stop technology, but that got me thinking about how poorly we manage what is truly straightforward—the foundation brakes on top of which such systems will work. Let's face it, as an industry we don't even know how to keep S-cam brakes in adjustment. There's ample evidence to show that we, as a group, don't deal with brakes well at all. And collectively, we can't be ready for the highest of high tech solutions if we still haven't mastered a simple technology that we've been working with for decades.

So I have to ask, in day-to-day terms, how far beyond baling wire and duct tape have we actually come? ▲

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

# Dispatch

BY MARCO BEGHETTO

## It's On!

The long-predicted pre-buy has begun. And analysts say it's significantly bigger than 2002.

**T**here is no longer any question. The North American trucking industry is in full-swing, heavy-duty pre-buy mode.

The general consensus is that North American truck sales will top 340,000 in 2006, before a 30-percent drop to just over 220,000 in '07—when the next round of Environmental Protection Agency low emission engine rules take effect.

Just as in 2002, when the EPA mandated the first phase of pollution cuts, carriers—mostly large ones—have begun stocking up on existing equipment to avoid buying the new engines after the Jan. 1, 2007 deadline. All diesel engines will have cut particulate matter by 90 percent of 2004 levels. Enginemakers—including Cat, which uses its proprietary ACERT technology instead of exhaust gas recirculation (EGR)—have added diesel particulate filters

(DPF) to meet this standard.

The pre-buy started to gain momentum in late December 2005 as many giant U.S. carriers with five-figure tractor totals like J.B. Hunt and Schneider National announced they were buying equipment in advance of the '07 regulations.

January U.S.-Canada sales for class 8 trucks reached 21,670 units—almost a six-percent jump from Jan. 05—while just over 12,000 class 6-7 trucks were delivered. (See total Jan. sales on pg. 22.)

A few OEMs said that new truck orders actually doubled in February (total figures weren't available at press time) over January and that order boards are expected to fill up by May.

"I think it's going to be a 50,000-order month," Peter Nesvold, transportation analyst with respected U.S. investment firm Bear Stearns, told *Today's Trucking*. "There is certainly



**ONWARD & UP:** Total 2006 North American truck sales are poised for a record-breaking year.

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a sense of urgency to get it while you can.”

Despite predictions a year ago that the '06 pre-buy would be softer than the first one in early 2002, Nesvold says it's looking as if this year's surging sales are significantly more affected by pre-buying than in '02. “The concerns were bigger in '02 as it pertained to the uncertainty of [EGR] technology. From a pure engine technology view, '07 isn't too big a deal,” he says. “But there are several new, growing concerns.”

Among the new issues that might be scaring buyers off of '07 equipment are: Lateness in getting new engines out into the field for testing; new diesel particulate filters in the engines and cleaning intervals in soot traps; the eyebrow-raising \$7,000-\$10,000 higher sticker price most OEMs have announced would be slapped on new trucks; and, the murkiness of the costs, availability, and fuel economy penalty of ultra low sulfur diesel (ULSD), which must be used with the new engines. (Read more on ULSD on pg. 50.)

“When you look at it from those perspectives, and when you consider the number of

**HIGH ON HYBRIDS:** Swedish truckmaker Volvo has built its rep on safety. But now the company wants to make its mark in the alternative power dept. too.

The Volvo Group has unveiled a new hybrid heavy truck, which the company says delivers as much as 35 percent fuel savings in stop-and-go environments.

The new hybrid concept is designated I-SAM and it consists of a combined starter motor, drive motor and alternator, along with an electronic control unit. I-SAM interacts with Volvo's I-Shift automatic gearshifting system. The batteries are recharged by the diesel engine and whenever the brakes are applied.

The electric motor offers smooth performance at low speeds, the company explains, supplementing the diesel engine's performance as speed rises. This solution allows the truck to accelerate under electric power alone.

“Thanks to the electric motor's capacity, the diesel engine can be automatically switched off when the truck stops to make deliveries, pick up loads or pauses at traffic lights,” explains Lars Martensson, environmental affairs manager at Volvo Trucks.

Auxiliary functions such as the AC compressor are driven electrically in the hybrid truck instead of by the diesel engine.

Because of efficient interaction between the two power sources, the vehicle can be fitted with a smaller diesel engine without compromising performance.

The new hybrid truck still has to undergo a wide range of tests. The company predicts that hybrid trucks wearing the Volvo badge will be available on the market within a few years.



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trucks bought, I think it shows [the pre-buy] is much bigger than expected,” says Nesvold. “In '02, orders peaked at around [monthly] 30,000. If it wasn't for the pre-buy, I don't see how we could possibly sell 350,000 trucks this year.”

However, with a robust economy, less competition, and more freight demand, couldn't a large fraction of new sales be linked to expanding capacity?

Nesvold doesn't believe so—at least he doesn't lend the theory too much weight.

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He says orders go beyond economically derived demand. Many large carriers seem to be trading in or selling vehicles directly in the used truck market at a similar ratio they're taking delivery of new ones.

Therefore, the purchases are mostly replacement—at an accelerated rate. “In 2002 the average age of a fleet was 28 months, where now they're targeting 18 months. It's a much younger fleet than anyone's ever had before,” he says.

That bodes well for smaller fleets and owner-ops not able to buy new—either because of price or lack of influence at the OEM level—and are hunting for newer, low-mileage pre-owned equipment.

Used truck and leasing companies are bullish for the rest of 2006 and, unlike OEMs, well into next year as well.

“With OEMs stating that they will be built out of manufacturing capacity for the year by this spring, this has within the last three weeks caused more activity and demand for quality trucks,” says Frank Oliveira, vice-president of Arrow Truck Sales Canada.

**If it wasn't for the pre-buy, I don't see how we could possibly sell 350,000 trucks this year.**

“Customers are coming in and talking about getting into units now before the selection is diminished greatly later on.”

Oliveira says that across Canada, there is strong general demand for units of all models and configurations, but large-block, 13 or larger-speed trucks with big sleepers

is the main truck of choice, and demand—especially in the West—is “increasing in intensity by the month.”

While some of Canada's largest fleets admit to pre-buying, the phenomenon overall isn't as pronounced north of the border as smaller fleets (only about 10 in the country top 1,000 of their own tractors) are generally more likely to honor slightly longer, targeted trade cycles.

For many fleets like H&R Transport in Lethbridge, Alta., the timing for buying just isn't right. Darcy Foder, senior vice-president of the 440-truck, temperature control carrier, says the issues surrounding '07 aren't grave enough to bait him into trading in trucks prematurely.

“We're not going to accelerate our current tractor-trade cycle as it relates

to the '07 engines,” he says in an interview. “We just feel the extra costs in retiring the tractors as well as getting those trucks in return conditions is just too disruptive to our shop staff and operations.”

Foder, whose fleet is about 1.5 years old—mostly made up of Kenworths and Freightliners with a 50-50 Cummins-Detroit Diesel split—says he's concerned with the new trucks' price tag and ULSD, but figures he'll have little choice but to deal with those issues at his next purchase cycle in another year and a half.

By then, of course, all the chatter will be on the impending pre-buy to avoid the confusion surrounding tough 2010 engine standards. At that point an extra 10,000 bucks a truck might seem like a sweet deal.



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**North American Health & Occupational Safety Week**, Events across Canada. Review. Refresh. Revitalize. That's the theme of the 2006 event, sponsored by the Canadian Centre for Occupational Health and Safety (CCOHS) and Human Resources Development Canada (HRSDC). Go to [www.naosh.ca](http://www.naosh.ca).

### May

**Operation Air Brake (unannounced)**, across North America. A day of air brake inspection, orientation, and a surprise enforcement blitz, sponsored by the Commercial Vehicle Safety Alliance (CVSA). This event is not announced in advance. Contact: 202/775-1623 or click on [www.cvsa.org](http://www.cvsa.org).

### May 8-11

**Supply Chain & Logistics Canada Annual Convention**, The Paramount, Toronto. This organization of business professionals hosts a three-day event with logistics education, professional development and networking opportunities as the primary focus. Contact: 1-866/456-1231 or go to [www.sclcanada.org](http://www.sclcanada.org).

### May 17

**Toronto Canadian International Freight Forwarders Association 2006 National Annual General Meeting**, Toronto. Whether shipper, importer or freight forwarder, the Canadian International Freight Forwarders Association meeting has something for you. Contact: 416/234-5100 or go to [www.ciffa.com](http://www.ciffa.com).

### May 28-31

**Canadian Fleet Maintenance Seminar**, Double Tree International Plaza Hotel, Toronto. Organized by the Automotive Transportation Service (ATS), the 2006 event promises even more concurrent panels, training sessions, and workshops for maintenance supervisors. Contact: 519/886-6265 or click on [www.cfmonline.com](http://www.cfmonline.com).



## NATIONAL FASTTIME:

CTA SUCCESSFULLY EXPORTS SPEED-LIMITER PLAN ACROSS CANADA

It's been three months since the Ontario Ministry of Transportation (MTO) was slated to make a decision on the controversial plan to make speed limiters on trucks mandatory, but as of press time in mid-March, it still had not given the idea thumbs up or down.

The MTO didn't give a reason why it's late with a ruling, so speculation took over—with some suggesting the issue is becoming too politicized.

Nonetheless, the delay has allowed stakeholders and opponents more time to strengthen their respective cases.

The Ontario Trucking Association (OTA)—which first drafted the plan for legislated speed limiters set at 105 km/h on all trucks—built momentum as it relayed the file to the Canadian Trucking Alliance (CTA).

As *Today's Trucking.com* first reported last month, the Quebec Trucking Association (QTA) agreed to

join all other provincial trucking groups in lobbying their ministries for coast-to-coast adoption of speed limiters, making the proposal officially national in scope.

CTA CEO David Bradley said he hopes the other Canadian jurisdictions approve the plan, but won't hold back the Ontario campaign in the meantime. "There are

lots of cases where we don't have harmonization and I think Ontario is a big enough market to stand on its own," he said.

The OTA (most of whose members already voluntarily govern fleet speed) has spent the last eight months promoting possible benefits of speed limiters, including fuel savings; reduced emissions; improved lane discipline; and less severe car-truck crashes.

Meanwhile, Owner-Operator's Business Association of Canada (OBAC) Director Joanne Ritchie has spent just as long telling people that last claim is not necessarily true. She has submitted various studies to the MTO that show, in fact, that a bigger gap in speed differential causes more accidents, not less.

She argues there are other appropriate ways for government to deal with the trucking industry such as maintaining a high level of speed enforcement on roads and highways—particularly for the most serious offenders—and retesting all drivers with questionable driving records.

Ritchie also took exception to comments Bradley made to the media that speed limiters will help "overcome this public perception out there that the truck

industry simply pays lip-service to safety" and that "there's an underbelly of this industry that hasn't got safety in mind."

"This," says Ritchie, "doesn't make sense." She charges that the CTA-OTA is hypocritical as it now claims that truck speed is a problem serious enough that it's worth regulating, while its entire mandate over the years has been spent convincing the public that trucks are the safest vehicles on the road.

Despite opposition from independent truckers, the OTA is enjoying support from an array of safety and environmental groups, as well as the American Trucking Associations, which earlier this year announced it would endorse a move to limit speed of trucks "at the time of manufacture, to no more than 68 mph." However, in response to vocal opposition from owner-operators, ATA media spokesman Mike Russell confirmed that the group does not intend to pursue a



legislative mandate, rather it encourages OEMs to voluntarily set speed limiters on engines at 68 mph. The customer would then have the option of requesting a higher setting.

The OTA also bolstered its case with the release of a survey showing that 71 percent of people in Ontario "strongly

support or somewhat support" mandatory speed limiters on all trucks set at 105 km/h; while 79 percent believes mandatory speed limiters would have either a "major" or a "minor impact" in improving highway safety.

IntelliPulse, the research group commissioned by the OTA, broke down those numbers further for *Today's Trucking*. The results indicate less than half of respondents (40 percent) strongly believe the plan would make roads safer, while 39 percent thought it would have a minor impact. 19 percent said it would have no effect. In the first question, 44 percent strongly supported speed limiters, while 27 percent were only somewhat on-side.

As for critics' claim speed limiters don't mesh with drivers, the CTA points out that more than a few fleet owners who helped draft the policy have themselves spent years behind the wheel.

"This whole resistance to 105 km/h top speed has me puzzled," says Brian Taylor, president of Liberty Linehaul. "If the owner-operators that are speeding would just slow down for one month and track their expenses we wouldn't have to sell them at all."

## Compliance

### PIC'ing Up Where They Left Off

An innovative, self-governing compliance program in Alberta once left for dead has been given new life, and a series of improvements should attract more truckers than ever before, says the program's newly appointed director.



Lane Kranenburg

Former Alberta cop and founder of Lyal Customs Carriers Lane Kranenburg was tapped in January by Alberta Transportation and the Alberta Motor Transport Association (AMTA) to fix the beleaguered Partners in Compliance (PIC) program. He's got a lot of work to do, despite the program's noble ideals.

As *Today's Trucking* reported last year, the Alberta government gave the green light to begin retooling the floundering program if the AMTA agreed to give it another shot. Kranenburg's appointment effectively means that PIC is well on its way to being resurrected.

Established as a pilot project in 1995 by the ministry and the Alberta Trucking Association (the predecessor of the AMTA), PIC is a voluntary, self-



assessment program created so that reputable carriers could police themselves.

Participating fleets were required to exceed National Safety Code Standards, hours-of-service compliance rates, and several driver training and safety benchmarks in exchange for what was supposed to be relaxed scale enforcement, lower registration fees, and favorable notoriety among the shipper community.

The program, which attracted 28 carriers at one point, only partly worked. While fleets were able to meet and even exceed the tough standards—no more than one reportable accident per million miles in city areas; 0.3 accidents per million miles in non-urban areas; and keeping under a 10-percent OOS rate, among others—the promised benefits of PIC weren't paying off. Eventually many carriers quit.

Kranenburg says the program has gotten a fresh start. "I would like to reintroduce the program under a whole new corporate identity without touching the standards," he says, hinting that there's a good chance the name of the program will be changed.

Kranenburg is currently soliciting contracts for the installation of new transponder technology in participating trucks and the province's 12 scales. The purpose is to eliminate paperwork and reporting overlap, and ensure compliant carriers receive the automatic scale bypass they deserve.

"The key is that enforcement can now focus on the non-compliant companies," Kranenburg says. "There is

too much time wasted on companies that are well within compliance. Hopefully that becomes the carrot for companies to want to enroll."

Other aspects of the program are on the road to reform as well. Plates, this time, will be voluntary or replaced with decals; reporting will be quarterly and completely electronic, eliminating the need "to mail in half-a-dozen documents," says Kranenburg; and administrators and government are discussing the possibility of a single streamlined auditing process for PIC participants.

"Carriers basically said, 'Lane, if you introduce another audit, then forget it.'"

Most importantly, however, is marketing the program to

associations, officials and shippers across the country. Arguably, the biggest reason carriers jumped off the PIC wagon was because they were targeted by enforcement in other jurisdictions. In fact, said some truckers, PIC quickly turned into "PIC on me."

"There were companies that took the plates off in some places for that very reason," admits Kranenburg. "If we settled again on setting it up strictly as an inter-provincial program, it won't go anywhere. We have to take this beyond Alberta's borders in a few years."

Just as the Ontario Trucking Association (OTA) successfully exported its homemade speed-limiter plan to trucking associations across Canada, so

hopes Kranenburg that the AMTA can sell its pet PIC project abroad.

The goal now is to try and get the other three western provinces and the state of Montana to green light the program before taking a proposal out east and other U.S. states with similar transponder technology. "But first we have to make it comfortable here," says Kranenburg. "If we can really make it work and lead by example, then that'll be the incentive for others to join too."

## Hours of Work

### Here We Go Again: HOS Challenged

As promised, various trucking and public interest groups have filed separate court challenges in an

**OVERRULED:** Unions, owner-ops, and public interest groups want the courts to drop the hammer on the newest U.S. HOS rules a second time.



# on the Docket

## ACE IN THE HOLE:

US Customs and Border Protection (CBP) has until further notice postponed so-called Phase 4 enforcement for trucks under the Trade Act. In its push to get more carriers to use the electronic truck manifest component of the Automated Customs Environment (ACE), CBP had planned to step up enforcement of the US Trade Act's advance cargo requirements on Feb. 28. That would have meant that carriers not participating in the truck manifest component of ACE would have been denied entry to the U.S. if required cargo data was not successfully sent to CBP in advance of arrival at the border.

The policy was to take affect at ports where ACE is currently available, including busy

crossings such as Detroit, Port Huron and Blaine. But thanks to lobbying by the Canadian Trucking Alliance (CTA) and the American Trucking Associations, CBP

has agreed to back off—for a while, anyway.

A particular difficulty for non-ACE carriers, notes CTA, was that their cargo data is typically conveyed to CBP by a third party such as a customs broker and carriers are not always in a position to know if the transmission was successful.

"I think it is fair to say that neither the trucking industry nor ACE is completely ready at this time," said CEO of the CTA David Bradley.

## NOT HAZ FAST:

ACE isn't all the Canadian Trucking Alliance got postponed. U.S. authorities have extended the deadline for Canadian hazmat haulers to undergo biometric background checks in order to truck south of the border.

CTA says the Transportation Security Administration (TSA) will delay the deadline for Canadian truckers from Feb. 10, 2006 to Aug. 10, 2006. It also looks like U.S. authorities will finally agree to accept the FAST card in lieu of a hazmat endorsement since FAST applicants must also be fingerprinted and have background checks performed and approved by both the U.S. and Canada.

The requirement is currently being phased in for U.S. hazmat drivers, who must pass a background security check before obtaining or renewing their hazardous materials endorsements on their CDLs.



The CTA has been arguing that a parallel endorsement for Canadian hazmat truck drivers is problematic since, unlike drivers in the U.S., Canadians are not required to have a hazmat endorsement on their licences.

"The extension of the deadline, and the expected announcement about the FAST card is great news for Canadian carriers," said CTA CEO David Bradley. "The FAST card option we proposed more than two years ago, if accepted by TSA,

would not only solve the hazmat security check dilemma, but also add value to the FAST program."

## REWRITING IRP:

Officials with the International Registration Plan continue to plow through an extensive rewrite of the five-year old reciprocity agreement.

IRP Inc. created a Plan Rewrite Working Group in early 2005, which was charged with updating and modernizing IRP.

IRP is a registration reciprocity agreement among U.S. states and Canadian provinces providing blanket registration for trucks and buses as an alternative to individual reciprocity agreements, and distributes truck registration fees among member jurisdictions based on the number of kilometers carriers travel in other jurisdictions.

The first major rewrite draft was presented to stakeholders in October last year. There will be an all-jurisdiction meeting this summer. IRP Inc. hopes to hold a vote in the winter of 2007, and if approved, implement the new plan on Jan. 1, 2008.

The rewrite is described as a massive undertaking, broken up into four sections: Fees; Basing Requirements; Industry Segment; and Administration and Audit.

Officials expect the new IRP Plan to improve clarity and uniformity by organizing it into topic areas like application, registration fee, credentials, membership duties, etc. The entire draft proposal can be found at [www.aamva.org/IRP](http://www.aamva.org/IRP).

For more on this and other North American regulatory issues, search the most comprehensive database of trucking news at [www.todaystrucking.com](http://www.todaystrucking.com).

attempt to scuttle U.S. hours-of-service rules.

Despite some ideological differences, several interests are united in asking the U.S. Court of Appeals to once again review the Federal Motor Carrier Safety Administration's (FMCSA) HOS regime.

The Owner-Operator and Independent Drivers Association (OOIDA) is now joined by the International Brotherhood of Teamsters, the Truckload Carriers Association (TCA), as well as the Ohio and California Trucking Associations, which have also filed "motions to intervene" in the petition for review.

"This means we have a great deal of support for our petition now," says Paul Cullen Jr. of OOIDA's legal team. "These groups support OOIDA's position and will have the opportunity to present arguments of their own."

The groups want the court to review specifically, the 14-hour on-duty clock and the controversial split sleeper-berth provisions in the newest rule, which—under the order of a previous Appeals court in 2004—was revised by FMCSA last summer.

The current regulations are set up in a way that if a trucker chooses to split up the required 10 hours of off-duty time, one of the two periods must be at least eight hours. That eight-hour rest period stops the 14-hour maximum on-duty clock. The other two off-duty hours can be taken at another time—either in the sleeper or out—to fulfill the 10-hour off-duty requirement, but they do not stop the 14-hour clock.



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## Dispatches

Furthermore, team drivers have to take a minimum of eight consecutive hours off in the sleeper berth. So, says OOIDA, "one driver is virtually imprisoned in the sleeper berth, and the other driver is pressured to drive at least eight hours in one stretch while the other driver is off duty."

The controversies surrounding HOS makes for strange bedfellows. Much of OOIDA's and TCA's criticism is echoed by safety and public interest groups like Public Citizen and groups viewed as anti-truck, such as Parents Against Tired Truckers and Citizens for Reliable and Safe Highways (CRASH).

That coalition, which was successful in getting the Appeals court to throw out the 2003 HOS rule the following summer because the FMCSA did not take the "physical health of the operators" into account, has also

The controversies surrounding HOS make for strange bedfellows. Truckers and CRASH agree on something.

filed its own two-page challenge. The groups say that the Teamsters union is supporting their case as well.

"Like the nearly identical rule issued by FMCSA in April 2003, which the court struck down in 2004, the 2005 rule dramatically increases both the number of hours that truckers may drive without a break and the number of hours truckers may drive per week," says Public Citizen.

## Contracts

### Taking Out the Trash

Ontario just-in-time specialist Verspeeten Cartage is back hauling garbage after accepting a deal to transport over a million tonnes of Toronto's solid waste to Michigan landfills.

The Ingersoll, Ont.-based carrier, which had the Toronto trash contract from 1998 to 2002, will be subcontracted to Florida-based Republic Services. Republic took over the contract to manage Toronto's trash after Wilson Logistics backed out of its 20-year deal in February.

Ron Verspeeten said in an interview he's acquired new equipment and pulled assets from existing operations in order to begin trucking trash. The carrier is also hiring more than 100 new drivers for the work—many of them from Wilson, which dumped its last load March 31.

As *Today's Trucking* reported over the last year, Wilson was seeking a way out of the contract and threatened to "fold its tent" after becoming burdened with escalating costs like fuel, increased border security, and new hours-of-service rules, which the company claimed cut down the number of runs it could make in a day.

The carrier wanted the city to renegotiate the rates of the contract, but Wilson and city officials failed to reach a settlement last fall.

Sources told *Today's Trucking.com* that Wilson is close to divesting its trash hauling division. The com-

### heard on the Street

■ **Jim Glionna**, president and CEO of *Today's Trucking* publisher Newcom Business Media has become a member of the Canadian Trucking Alliance Elite Team Canada. Newcom, also owner of Truck World, has recently purchased the **EXPOCAM** and **CAMEXPO** shows in Quebec.

■ Deltek hybrid diesel electric technology from **CARRIER TRANSICOLD** has won top honors in technical achievement from the Truck Writers of North America (TWNA). Carrier's Deltek led a pack of five finalists selected from nine semi-finalists chosen by a committee of 13 truck journalists working from nominations submitted by TWNA members. Deltek technology uses maintenance-free electric components powered by a new ultra-high performance generator.

pany, which also hauls food products and has a truck-leasing arm, did not return calls seeking comment.

When asked if he's confident his fleet will avoid similar pitfalls Wilson was affected by, Verspeeten said, "I'm sure that we'll be able to carry out our commitments on the contract and do it by all the guidelines and laws of the land."

Toronto has set aside an extra \$4.2 million for the new contract. That translates to about \$60 a tonne, compared to the previous rate of \$55.

■ As expected, **HINO MOTORS SALES CANADA** has announced it will build 2,000 trucks a year at a new assembly plant in Woodstock, Ont. The Japanese truckmaker, owned by Toyota Motor Corp., says at first the plant will employ 45 people and produce trucks exclusively for the North American market. The facility is the company's second overseas manufacturing facility. Hino opened both a L.A. plant and a Southaven, Miss. national parts distribution center over the last couple years.

■ **MULLEN GROUP INCOME FUND** and **PRODUCERS OILFIELD** have announced the senior management team for the new public joint venture the two firms created in February. It is expected that the new company will be named Horizon North Logistics Inc. Joining Producers President Ric Peterson, who will act as chairman and CEO of the new company, will be R.J. (Rob) Hunt as president and Bob German as vice-president, finance and chief financial officer.

### Suppliers

#### Dana Files for Chapter 11

Truck and auto parts giant Dana Corp. said that its U.S. operations have filed for bankruptcy protection from creditors.

The filing covers Dana and 40 U.S. subsidiaries and excludes Dana's Canadian, European, South American, Asia-Pacific, and Mexican subsidiaries, which are operating as normal, the company said.

A full-scale restructuring effort is expected to take

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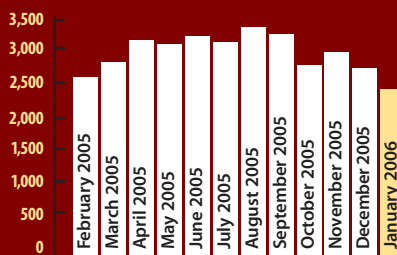
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## truck sales index

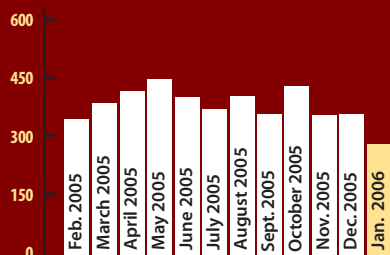
### January 2006

CLASS 8	This Month	YTD '06	YTD '05	Share
International	473	473	440	19.4%
Freightliner	461	461	566	18.9%
Kenworth	444	444	467	18.2%
Volvo	293	293	177	12.0%
Peterbilt	241	241	158	9.9%
Sterling	208	208	97	8.5%
Western Star	174	174	116	7.1%
Mack	147	147	152	6.0%
<b>TOTAL</b>	<b>2441</b>	<b>2441</b>	<b>2173</b>	<b>100.0%</b>



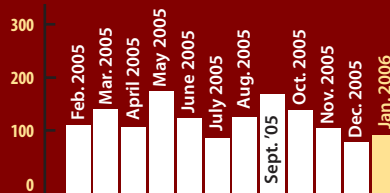
12-month Class-8 Sales

CLASS 7	This Month	YTD '06	YTD '05	Share
International	99	99	92	35.0%
Kenworth	55	55	32	19.4%
General Motors	36	36	42	12.7%
Peterbilt	29	29	21	10.2%
Sterling	29	29	8	10.2%
Freightliner	21	21	38	7.4%
Hino Canada	14	14	16	4.9%
Ford	0	0	5	0.0%
<b>TOTAL</b>	<b>283</b>	<b>283</b>	<b>254</b>	<b>100.0%</b>



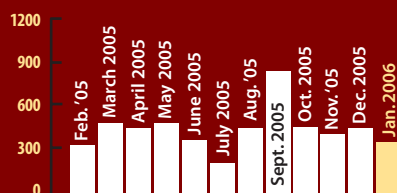
12-month Class-7 Sales

CLASS 6	This Month	YTD '06	YTD '05	Share
International	47	47	37	51.1%
Hino Canada	19	19	11	20.7%
Freightliner	10	10	16	10.9%
General Motors	10	10	76	10.9%
Sterling	4	4	0	4.3%
Ford	2	2	3	2.2%
<b>TOTAL</b>	<b>92</b>	<b>92</b>	<b>143</b>	<b>100.0%</b>



12-month Class-6 Sales

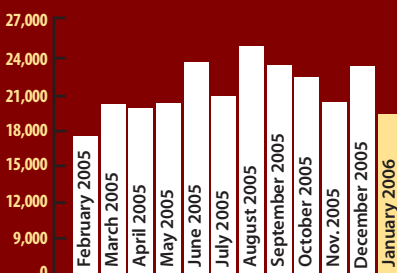
CLASS 5	This Month	YTD '06	YTD '05	Share
Ford	146	146	137	44.4%
General Motors	100	100	76	30.4%
Hino Canada	58	58	63	17.6%
International	23	23	0	7.0%
Freightliner	2	2	15	0.6%
Sterling	0	0	0	0.0%
<b>TOTAL</b>	<b>329</b>	<b>329</b>	<b>291</b>	<b>100.0%</b>



12-month Class-5 Sales

### U.S. RETAIL TRUCK SALES

CLASS 8	This Month	YTD '06	YTD '05	Share
Freightliner	6327	6327	5625	32.9%
International	3425	3425	3988	17.8%
Volvo	2116	2116	2053	11.0%
Peterbilt	2090	2090	1962	10.9%
Kenworth	1969	1969	1811	10.2%
Mack	1956	1956	1562	10.2%
Sterling	1026	1026	1042	5.3%
Western Star	250	250	148	1.3%
Other	70	70	46	0.4%
<b>TOTAL</b>	<b>19,229</b>	<b>19,229</b>	<b>18,237</b>	<b>100.0%</b>



12-month Class-8 Sales, United States

between one and two years.

Company spokesman Jeff Cole said customers would not notice any service disruption in the meantime. "That's the message we're sending. We are open for business as usual," he says.

About three-quarters of the company's sales are from automotive systems and component sales, and the rest from truck products.

Dana blamed skyrocketing raw materials and energy costs as well as declining production at some of its largest U.S. customers for the move.

The Big Three automakers have lost market share to foreign competitors and have announced a series of various plant closures and operational cutbacks in both the U.S. and Canada over the last few years.

While Dana insists that it's "business as usual," a spokesman at rival ArvinMeritor acknowledges that "...our phone has been ringing." Some truckmakers, at least slightly nervous about filling their order boards, have been enquiring about spare capacity on ArvinMeritor production lines. And the Troy, Mich.-based company does have some supply openings, *Today's Trucking.com* was told.

Cole said the bankruptcy filing would not affect Bendix Spicer Foundation Brake LLC, a joint venture launched in 2004 by Dana's Heavy Vehicle Technologies and Systems Group and Bendix Commercial Vehicle Systems. "We intend to continue with the strategy we've outlined," Cole said. ▲



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

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

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# Celebrating 2007

**driver's side** EPA's new emissions rules will add cost to the way we do business, but we got a lot to be thankful for in the bargain. By Jim Park

These are boon times for the chattering class—the talking heads that grace many of the pages in this magazine. There's absolutely no shortage of stuff to write about these days, and no shortage of controversy either. Speed limiters top the list, but I'm getting bloody tired of that one. If it's such a great idea, just do it in-house.

And there are the less provocative but no less contentious issues: wide-base-single tires, Homeland Security, and the Ambassador Bridge come to mind. These, and many other matters tempt the writer to take off on tangents, but to what affect? Rarely are the issues solvable in 700 words or so.

So instead, I come to the table with three cheers for the engineers who have accomplished the near impossible—meeting EPA's 2007 emissions reductions mandates while maintaining drivability and extracting a high degree of efficiency from our new engines.

I'm glad we're doing something about emissions. While I don't quite buy into the whole climate change and Greenhouse Gas charade, I feel intuitively that pumping thousands of tons of junk into the air—in addition to the volcanoes, cow farts, and swamp gas—isn't doing our environment any favors.

I'm concerned more about my daughter's future than mine, to tell the truth, but I feel good about being part of



an industry that's taking steps in what I feel is the right direction. We're an awfully long way from replacing the diesel engine as the preferred mode of propulsion in trucking, so doing all we can to minimize our environmental footprint as we move forward can only be seen as a good thing.

Yeah, they're going to cost more, and likely achieve slightly poorer fuel economy, but get over it. It's a cost of doing business. Pass those costs along to the consumer. We are all so concerned with quarterly performance, that damn few of us ever stop to consider the legacy costs of what we do today. Our kids will be paying for our shortsightedness for a long time—just as they are and will continue paying for Pierre Trudeau's deficit-financed attempt at social utopia. We willingly passed along those costs.

To date, I've toured all the engine makers' engineering facilities. I've talked to countless engineers about the subtle and not-so-subtle changes they had to make to the software and hardware to

Smoke maps, fuel curves, de-rate algorithms... I can't even spell half the stuff these people talk about with the same degree of familiarity I have with giving directions to my office.

get their engines performing to EPA standards while keeping their operators happy.

Smoke maps, fuel curves, de-rate algorithms, and more. I can't even spell half the stuff these people talk about with the same degree of familiarity I have with giving directions to my office.

Two summers ago, I had the pleasure of joining a crew of engineers from Freightliner on their high-altitude testing. I got to drive trucks that had more than a mile of extra wire onboard leading to and from a multitude of sensors. In the sleeper lurked an engineer with a laptop, "ohhing and ahhing" as the parameters on

the screen changed. These folks were genuinely enthusiastic about what they were seeing. It was validating what they had conceived and created in the labs back home.

More recently, I was in Portland on a Detroit Diesel ride-and-drive event, communing with the engineering staff, and they were talking proud of what they'd accomplished with their engines. And a proud bunch they should be.

I marvel at the complexity of the emissions equation, and all the intellectual horsepower that has been brought to bear on the problem. The few pounds of new and inelegant hardware on the side of the engine don't tell half the story.

The new engines will work, but we'll take them more or less for granted anyway, bitching about the cost and the weight, or whatever, or the fact that we have emissions regulations in the first place. But I'm more than a little proud to be part of an industry that's doing something positive.

So on behalf of my daughter, to the legions of men and women who work in the labs and test centers, and in the baking heat of summer testing or the sub-zero temperatures of northern Manitoba in the winter, take a bow. You've earned it. ▲

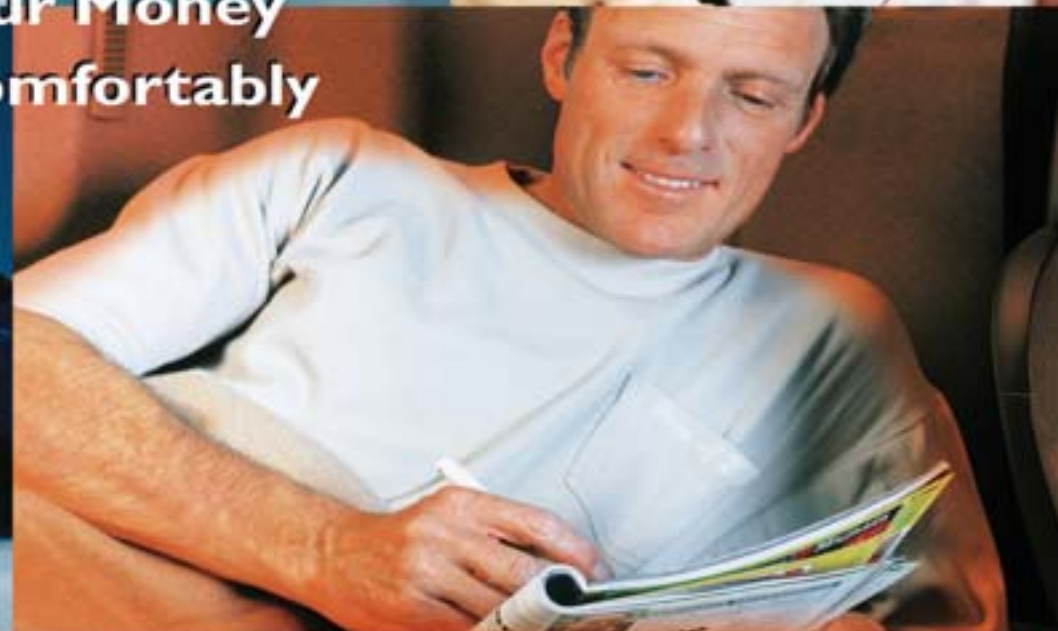
A former owner-operator, Jim Park is the editor of *highwaySTAR* magazine. Reach him at 416/614-5811 or [jim@todaystrucking.com](mailto:jim@todaystrucking.com).



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# Street Smarts

## INSIDE:

**30** Collecting receivables

**33** Mercuri on accidental readiness

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

## Home Safe

**safety dept** *How to minimize accidents in your own backyard. And how safety bonuses can backfire.*  
By Marco Beghetto

**H**ome is where the heart is. But home is also a breeding ground for disaster. Think about it, more than half of all non-vehicular accidents and injuries occur in the home. And behind the wheel, according to several insurance stats, 23 percent of all vehicle accidents happen one mile or less from homebase and 52 percent of overall accidents happen between one and five miles away, while 77 percent occur up to 15 miles from the front door.

For trucking it's even closer. Simply substitute miles for feet.

Canadian Freightways safety and training guru John Sengl in Lethbridge, Alta., says large fleets, his included, suffer single vehicle collision frequency rates of up to 80 percent on private property—mostly their own.

"Almost all are preventable," he says.

He should know. Sengl's safety resume is beyond impressive. He's a behavioral and peak-performance coach; a trainer of driver trainers; graduate assistant instructor at Dale Carnegie Training; transportation safety director at Red Deer College; certified ergonomics technician; and a member of the Canadian Association of Technical Accident Investigators and Reconstructionists, among other titles.

The reason most truck-related incidents occur steps away from the dock is because drivers simply let their guard down when they're close to home, says Sengl. When in a high-risk environment, like out on the road, most drivers are acutely aware of driving distances,



**BLIND SPOT**  
**PROCEED WITH CAUTION**

**RADAR ON:** Drivers mustn't let their guard down, even in the yard.

## Street Smarts

checking for traffic before entering intersections—what Sengl calls “your collision avoidance radar.”

“We need to improve on this record in what are traditionally low-risk areas—shipper’s yards, terminal areas, backing into and around loading docks,” he says.

“The idea is that you’re in secure, fenced quarters, where some drunk isn’t going to run into you or somebody isn’t going to cut you off and do a silly left-turn in front of you,” Sengl continues. But consequently when you let your guard down is when these incidents happen.”

So what sort of “low-dollar, high frequency” incidents makes up the bulk of the paperwork? Sengl pulls out a rap sheet and reads aloud in no particular order: Trailer hits another trailer; clips mirror, hit wall while backing; fifth wheel released, dropped unit in yard; accident hooking up doubles; caught gate while turning in yard—“I can go on and on,” he says.



The extra three inches of snow in the loading dock means your semi-trailer no longer clears.

Although most such cases involve only minor monetary losses, movement closer to the dock gates increase the risk for more severe accidents where, as Sengl puts it, “the cost can be irreplaceable.” Drivers not using their mirrors or a spotter during backing could easily crush someone between the trailer and the dock, or hit someone on the staircases which are usually inches away from the dock.

In response to many of these incidents, CF has created a “Keep Your Radar On! Program” to further bring down the rate of yard accidents. Sengl stresses the program isn’t meant to re-teach backing techniques or coupling. The drivers it hires don’t need refreshers in the basics. However, all drivers could use a reminder to continue being aware of their environment at all times—everything from

measuring distances to taking into consideration trailer creep while docking.

Here’s some more advice from one of Canada’s foremost safety experts.

### ICE WITH THAT?

Winter isn’t exactly wonderland in Winnipeg during the month of February. And moving around doesn’t get any easier inside the yard either. “Some customers don’t help matters,” says Sengl. “They’re trying to keep costs low and don’t often shovel or clear snow and ice from their facilities. Industrial areas generally are the last places to get plowed from the city too. First are transit routes then right in front of the mayor’s house.”

Therefore, drivers should be extra vigilant in being aware of winter-hazards—things like snow build-up in loading docks, which reduces overhead clearances. “Fine drivers with exemplary safety records have suffered collisions with

overhead lights, because the extra three inches of snow in the loading dock means their semi-trailer no longer clears,” Sengl explains. “Furthermore, icy dock ramps and ruts can mean a trailer or P&D truck sliding sideways to contact a staircase or other obstacle right next to the loading dock. Junk that’s not visible on the ramp can result in flat or cut tires.”

### SCHOOLING IN SCHEMATICS

“An architect may design the most beautiful building for the public, and whatever room they have left over becomes the loading dock,” Sengl says dryly.

Obviously, drivers don’t have control over the design of the facility they’re loading or unloading in, but it’s critical they mind their surroundings—especially low-hanging power lines and heaps of junk or

old equipment in pockets of the yard. As for owners about to move into new digs, consider facilities where visitor and office staff parking is as far away from the dock or truck drive-through areas. “You don’t want your entire office staff to have to walk in between trucks and trailers to get to their cars when they go home at 5:00 o’clock.”

For bosses that have some control in the design of any new facility, create a designated spot for couriers close to the front door. “Couriers can be anywhere,” says Sengl. “They move in and out very fast and park wherever they see openings. Have them go to a dedicated spot so they don’t have to venture near moving trucks.”

### PATIENCE ISN’T A VIRTUE. IT’S CRITICAL.

For an industry where drivers can be forced to sit and wait an hour or three to drop freight, patience can sometimes be in short supply around docks. That’s no excuse, says Sengl. “Many times patience is absolutely nothing more than realizing that trying to save five seconds is going to cost you five hours of paperwork—if you’re lucky.

“Think. Could a collision have been prevented by the driver simply going around the block instead of trying to back in from the blind side?”

And keep others’ impatience in mind too. “What about the automobile driver who thinks he can squeeze between a slowly backing semi and the dock,” asks Sengl. “Did your Collision Avoidance radar spot him?”

### RISKS & REWARDS

Contrary to popular opinion, Sengl is adamantly against safety bonuses. For one thing, he explains, it creates a disincentive for drivers to report minor accidents or equipment damage. But more importantly, monetary bonuses, according to Sengl, bring with them a negative connotation towards safety, implying that you expect a driver to go above and beyond the call of duty to achieve admirable safety and preventable accident records. “It assumes that safety isn’t automatic. But it should be,” he says. “We prefer to hire good drivers and pay them top dollar and then hold them accountable. That’s what a pro does.” ▲

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# How Do You Spell Relief?

**factoring** *Getting your receivables collected, that's one way.*

By Peter Carter

“One day you’re looking at about \$50,000 in receivables, and the next day they’re gone. It’s a huge relief.” That’s how Lester Morell of Morell’s Trucking out of Moncton, describes factoring.

Factoring; a.k.a., getting somebody else to handle your receivables for a fee, has kept Morell’s business alive. Lots of outfits have gone belly up because of outstanding receivables. Nobody likes picking up the phone to collect money, particularly in a business like trucking, where everybody knows everybody else and you don’t know whether you’ll be asking a customer for a special favor by this time tomorrow. Nobody goes into trucking to be a bill collector.

Outstanding receivables, for a small company, can lead to personal conflicts, too. It’s easy to imagine a spouse—knowing the property taxes are due—asking her husband: “Have you asked your friend Don when he’s going to pay us that \$20,000 he owes us? Well, have you?”

And in many small businesses, the accounts-receivables department is the receptionist or whoever’s sitting closest to the phone at month end.

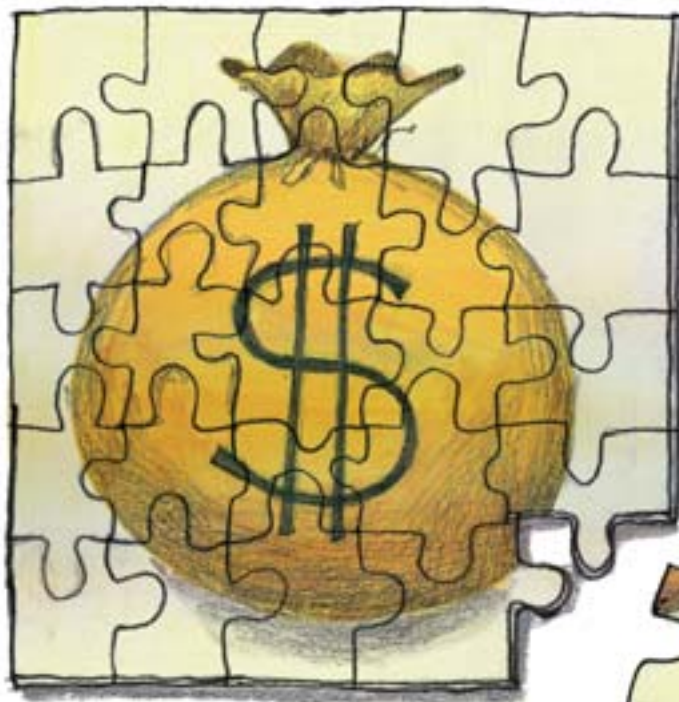
That’s the way it was with Morell’s company. While it didn’t lead to his relationship breaking up or business going under, Morell knows the pressures of unpaid receivables all too well.

For almost two decades, he was an owner-operator. Then six years ago, he and his partner Lynn McIntosh got an operating authority, some contracts for runs to Toronto, and set up a home-office. McIntosh did the books. “The banks weren’t there for us, and the first few years were a struggle,” he says. “You’re billing and waiting 60 and 90 days and they’re not paying and in a lot of cases you know that the customers are going through the same thing you’re going through.

“When you find out that there’s a way to get that outstanding money, it’s an unbelievable relief.”

A factoring company buys your receivables for a percentage of the value of the invoices. You get the cash; the factoring company gets the risk. You don’t have to do it with every receivable, and if you’re like Morell, you can eventually wean yourself off the factorer.

While factoring can be more expensive than more traditional forms of financing—you will probably be paying between three and five percent of the invoice to the factoring company—the rates are not tied to bank interest rates. So as interest rates creep upward, more small fleets—with



Factoring is like using a credit card company. You get the cash and the factorer takes the risk.

seasonal paying schedules and limited wiggle room—will be considering the option.

Time was, factoring had a bad name. There was something desperate about hiring somebody to take over your debts. But that’s changing. Especially if you consider that using factoring is just like farming out the A-R end of your business.

Not only that, but if you actually do collect your bills in a timely fashion, your ability to grow will be improved considerably.

David Tubbs is the managing partner with First Vancouver Finance, and he specializes in providing factoring services to the trucking industry. He says the simplest way to understand how factoring works is to think of major credit-card companies as factoring outfits.

When you accept a credit card payment, you get the money immediately and then the credit card company goes after the customer for payment.

And it goes beyond bill collecting. A factoring company like FVF, says Tubbs, “is your complete back office.” He’ll do credit checks on new customers and then if a customer doesn’t pay the factoring agent, it will affect his credit rating.

Says Tubbs: “A bank can provide a company with a line of credit but it’s more of a fair weather lender. You have to establish a history of profitability.

“The bank is going to look to the trucking company profit as a first source of repayment.”

The bank then looks to the equity or net worth of the business as a second source and third, it’s liquidation of the owner’s assets—particularly the owner’s real estate.

“If you don’t get paid in a timely fashion, it limits your ability to grow.” ▲



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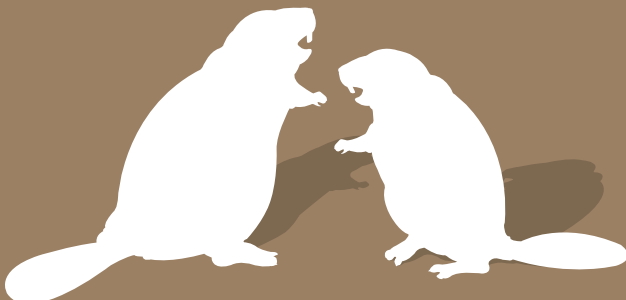
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# Order From Chaos

**safety dept.** *How to brace yourself for those early-morning bad-news-bearing phonecalls.* By Raymond Mercuri

It's 3:45 a.m. Your phone rings. Your dispatcher tells you one of your drivers had a collision. The driver is all right, there is limited equipment damage and the load is intact. Apparently, a third party is involved. Police are at the scene.

The dispatcher has called the insurance company, and an adjuster is already at work. Dispatch will call you back shortly with an update. And, all of this has taken place within 60 minutes of the accident.

No one likes early-morning phone calls, especially emergencies. However, this is one call that should reassure you that your claims reporting procedure is working.

Here's what happens when your claims reporting protocol is less than ideal:

It's 10:00 a.m. You receive a registered letter from a U.S. attorney advising you of a lawsuit in which you are named as a defendant. The suit claims that one of your drivers hit an individual five months ago, requiring millions of dollars in emergency and rehabilitative care. However, according to your operations and dispatch staff, the accident was never reported. This is the first you've heard of it, and you have no information whatsoever about this incident.

In addition, the driver involved in the accident left your company three months ago. In fact, you provided an employment reference for

this driver after his departure.

In whose shoes would you rather be?

Trucking can be hazardous, and accident claims tend to be frequent and expensive. One way to minimize the damage from such claims is to develop and implement a collision-and-incident reporting procedure and ensure that it is always followed.

This requires a reporting process that outlines exactly who contacts who in the event of an incident. To protect against unexpected lawsuits, the rule of thumb is to contact your insurance company directly and immediately to report a claim. This enables your insurer to put its resources to work for you—including an adjuster, an accident reconstructionist and other experts—to document evidence that can help you in the event of a lawsuit, such as witness statements, police reports, skid marks and accident scene photos. In addition, these resources can help clean up the accident site, if necessary, with site recovery and spill remediation expertise.

A successful collision-and-incident reporting procedure requires buy-in from all your staff. And the procedure

should be documented as company policy and part of a new driver's training orientation. Veterans should get refresher courses. Every driver should have an incident-reporting kit, so that the



driver can capture critical details at the scene. If the driver calls an incident in to dispatch, then dispatch should have a procedure that both supports and guides the driver. Since accidents can happen at any time, provide drivers and staff with backup numbers as a contingency.

A few words of advice: Never fire a driver over the phone at the scene of an incident. Your role at that moment is to support your

driver. Evaluate whether the driver and equipment are fit to continue the trip.

Determine whether the driver should be taken out of service, replaced, or transported home. Offer counseling, if appropriate.

Conduct a post-incident driver review to determine what actually happened. Then, compare the actual results with the written company protocol to identify any weaknesses or holes in your procedure. If the driver must appear in court, have him meet with your lawyer first.

You might also want to develop a list of preferred vendors in the regions where you haul—people who can help you in the event of an incident, such as preferred repair shops, towing and recovery suppliers, vehicle rentals, spill recovery firms and warehouse storage facilities.

Nobody wants to use a collision-and-incident reporting protocol. But, that's what such a protocol is for—bringing order to a potentially chaotic situation and to provide you with a fighting chance if you're ever sued in the event of a loss.

Not having a collision-and-incident reporting plan could translate into millions of dollars on your loss record and the beginning of many sleepless nights to come.

Plan and have a safe one. ▲

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



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# Playing It Safe

**big money** *Why your books are much better served raw than cooked.*

By Scott Taylor

**H**ow much tax did you pay during 2005? If you're an employee, you may not have known until you picked up your T4 slip. That's because your employer deducts your Canada Pension Plan (CPP) contributions, Employment Insurance premiums, and income tax from each paycheck. If you're like most people, you're far more interested in the box that shows your annual salary.

The self-employed, meanwhile, tend to have a different take. If you're self-employed you have to record all your income and expenses and pay tax in quarterly instalments. You're writing a check to the government every three months, so you're keenly aware of how much tax you've paid.

Like a blowhard salaryman bragging about the size of his paycheck, occasionally you'll hear a self-employed truck driver yammering on about how he pays little or no tax. If that's really the case, he made no more than \$3,500 last year. Tough to get financing on a new truck or mortgage with that, let alone feed the family.

Now, our taxation system is progressive, meaning the more you earn, the more you pay. As an accountant, I can draw up a strategy to help you reduce your tax liability and ensure that you're taking advantage of every available deduction. But whether you pull a salary from a corporation or earn income as a sole

proprietor, there's no escaping your legal obligation to report all your income to Canada Revenue Agency. Lowball it and you may face consequences you really can't afford:

- **Penalties.** If you don't send in your instalments and you end up owing that amount in income tax, you'll be charged interest (compounded daily) from the day each instalment was due. If you fail to report all your income, the penalty can be 10-percent on the amount you didn't report and you may be penalized further if you knowingly made false statements or omissions on your tax return.

- **A crimp on your retirement fund.** Your CPP and RRSP limits are based on income. No tax bills means no CPP paid in—and no CPP upon retirement. CPP also pays out upon your death or disability. These future potential pension incomes to you or surviving family would also be reduced.

- **Increased audit exposure.** CRA auditors look for non-compliance, undisclosed income, and inconsistencies or unusual patterns. If something looks out of whack, your return may get kicked up the chain for further scrutiny. You don't want to prompt the person

processing your return to ask a supervisor whether something "looks right."

## A BETTER PLAN

I know your income can fluctuate. Sometimes you have to cut your pay in order to help keep your business afloat. Other times you're flush from an influx of business. As a best practice, be consistent with what you pay yourself.

\$30,000 net income, a self-employed person in Ontario will pay \$4,300 in tax and \$2,630 in CPP. An employee earning that same \$30,000 a year will have deductions from their paychecks totaling to the same amount of tax, half the CPP (about \$1,315), and EI of \$600.

Finally, with tax season in



You don't want to prompt the person processing your return to ask a supervisor whether something "looks right."

Set your annual compensation according to how much it costs to run your household each month. Tally up your personal expenses, mortgage payment, property taxes, groceries, insurance, clothes, vehicles, etc. Add it up and multiply by 12 to cover the year. That's your annual personal income target, one you can use as the basis for quarterly instalments.

The interesting thing about it is that you'll owe roughly the same amount as an employee with a similar income. Let's assume that number is \$30,000. On

full flight, remember this if you're tempted into some creative accounting in order to save tax. For every tale told about a trucker who pays no tax, there are concrete examples of what happens when you evade your income tax or GST/HST obligation. *Check out a list of CRA tax court convictions here: [www.cra-arc.gc.ca/newsroom/convictions/menu-e.html](http://www.cra-arc.gc.ca/newsroom/convictions/menu-e.html).* ▲

Scott Taylor is Vice President of TFS Group of Waterloo, Ont. For more information visit [www.tfsgroup.com](http://www.tfsgroup.com) or call 1-800-461-5970



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## Working With a Network

**dispatch** *How to upgrade your skills without even trying.*

By Jennifer May

**I** became a dispatcher by accident. I didn't go to dispatcher school and I didn't apprentice with a senior dispatcher.

I was actually working as a radio news announcer in a small town and answered a newspaper ad for a "telephone customer service representative."

The pay was almost twice what I was making, so I thought I'd take a chance. I met the interviewer in an anonymous hotel conference room, and the very last question he asked was, "Do you know anything about trucks?"

I asked, "You mean big trucks?"

"Yes," he replied.

I told him that if asked, I could probably identify one.

He laughed and said he'd be in touch. I figured I'd blown it, and I couldn't figure out what big trucks would have to do with telephone customer service. A couple of weeks later I was working as a dispatcher for a company that ran about 50 trucks in the U.S., Ontario and Quebec. They had hired me precisely because I had no experience and they wanted to train me to do things their way. (I also learned quickly that big trucks are all about telephone customer service.)

Still. My pal works as a speech and language pathologist, which means she helps children who have problems talking. She attended a special school where she learned from more experienced speech

pathologists and there she created relationships with other people who would be working in the same field. These days, she meets regularly with other therapists in her region for professional development and networking. When she has a question or a particularly tricky case she has a number of people she can turn to for help. What a difference from my world!

If dispatchers have anything in common, it's that when it comes to on-the-job training or professional development we are left to our own devices. We all seem to work in isolation.

This makes professional development difficult. I have found no associations or professional dispatch clubs. A fairly thorough Internet search turned up no information on the profession or any resources for highway-truck dispatchers. I found a few job ads, but that's about it.

The isolation of the job and the work environment also hinders efforts to network with other dispatchers. Hours are

## Street Smarts

usually long and often require shift work.

The dispatch office is usually located in a remote area of an industrial park and the demands of the job make it hard to get away from the desk. Many dispatchers are crazy-glued to their computer screens, radios, and telephones for the entire shift. Even if you are lucky enough to work with other dispatchers, there's not much time to discuss technique or compare problem-solving strategies.

The thing is, you can learn many things when people with the same occupations get together. The limits of the working environment of a dispatcher just make it a little trickier to manage, but not any less important. From my initial background of no experience in trucking to today, 10 years later, I've been able to figure out some strategies for learning more about my profession and how to be more effective at my job.

No matter what your situation—working alone in a remote terminal or with a group of colleagues—you can always keep your eyes and ears open. I also realized

## MAKING QUICK CONTACT

**T**elephone tips that work, no matter what end of the industry you're in

**IDENTIFY YOURSELF.** Whether you are making or answering the call, tell the person who you are. This saves time and establishes a line of communication, instantly.

**BE PREPARED.** Make sure you have a notepad and a pen ready. This way if the caller is giving you complicated information you can take it down. If you don't write it down, you will forget it as soon as you get another call.

**HOLD OFF ON HOLD.** "Dispatch, please hold" is rude and disconcerting. Even if you have tons of calls, listen to a person's request before placing him on hold. You may even be able to transfer them to somebody, freeing you up for other callers.

**FOCUS.** It seems obvious, but focus on the task. Listen carefully and don't eat or carry on conversations or handle emails while on the phone.

**WORK THE VOICE MAIL.** Leave your name, phone number and the time of your call along with the reason for your call. A detailed message gets a faster response than a mere "Call me back, willya."



that my on-the-job learning strategies could be applied to any position in any business.

First, I learned as much as I could from dispatchers around me, even if they

weren't directly training me. If I was doing some grunt work that didn't require too much concentration, I eavesdropped on the conversations around me. I'd listen for good examples of how to deal with

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customers or drivers. I would watch the other dispatchers plan their day.

I took notes. I watched to see what people did between calls; how they fit a mountain of paperwork into their other duties. I also saw them make mistakes and noted some techniques that I decided not to add to my dispatch toolbox.

I realized that everybody was a resource, not just other dispatchers. On my first job, I had two excellent supervisors. They were former dispatchers who taught me the TL business inside and out. When I moved to the LTL side with another company, I

not only the transportation industry, but other sectors as well. After all, customers are customers, no matter what industry you are in. I've learned a lot about dealing with customers and drivers over the phone from reading articles aimed at telephone customer-service representatives.

I learned how to deal with angry customers and how to juggle several phone calls at once. You can use the same

strategy for managing people in any setting. There may be no information available that deals with drivers and dispatchers specifically, but I can usually find quite a few similarities.

Finally, trade shows offer another opportunity to meet other folks in the industry. Whether it's in a seminar or just over a coffee, sharing stories from the trenches is always educational. ▲

**FOR MORE INFO** 

Canada's best opportunity for truck networking is just around the corner. Owned by Newcom Business Media, the same company that produces this magazine, Truck World 2006 is the biggest trucking trade show in the country and it's scheduled for April 20 to the 22, at the International Centre in Toronto.

See [www.truckworld.ca](http://www.truckworld.ca) for more details.



wasn't so lucky. I didn't have another dispatcher to lean on so I learned that it was okay to seek help from drivers and others, who were all very experienced.

Drivers taught me how to organize loads. Dock hands showed me exactly how much freight will fit on a 53-ft trailer. The most important lesson I learned is "don't be afraid to ask questions." If you don't ask, people will assume you know.

I read just about anything I can about



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**D**erek Kaufman has lived most of his life believing that the power of technology can overcome all obstacles. While still a practising progressive, the president of Michigan-based product and technology marketing firm C3 Network now considers himself somewhat of a “pessimistic innovationist.”

So what’s the issue that’s got his guard up these days? It’s fuel—and the cost of it in North America over the next five to 10 years.

Kaufman, who’s held senior executive roles at construction truckmaker Euclid Inc., Freightliner Trucks, Hino, and who was president of Diesel Technology at Penske Corp., is predicting an impending energy crisis that most North American markets aren’t prepared to handle.

In January, Kaufman floored a room full of truck manufacturers and component suppliers at the Heavy Duty Dialogue in Las Vegas when he said diesel would rise to \$5 or \$7 a gallon in the not-too-distant future. He then told them it was in part up to them and their customers to mitigate the impact by dramatically reducing oil consumption. In this exclusive follow up interview with *Today’s Trucking*, Kaufman explains the why’s and how’s of overhauling the way we do shipping and trucking.

**Today’s Trucking:** *You started your speech at HD Dialogue by saying there were basically two kinds of people. Those who like Neil Diamond and those that don’t. I agree—there are no nuances when it comes to Neil. But more importantly you said there were two other camps as well, one*



*made up of innovationists and one for doomsayers. What is each’s argument when it comes to the future of oil?*

**Derek Kaufman:** Basically, the innovationist will say ‘don’t worry because there’s plenty of oil out there, it’s just a little harder to get to right now. We’ll find it and in the meantime, coming up behind is hydrogen, which will be our primary energy source and we’ll be able to tell the boys at OPEC to ‘go pound sand.’ For the doomsayers it’s not a question whether there’s oil out there. It’s that it won’t be economical to get to and that the production is going to peak and go downhill, at which point we’ll have a 10-to-12-year period of really rough sledding.

**TT:** *Which side of the line do you stand on?*

**DK:** I have always been, and still am, an innovationist because I’m educated as an engineer and second because I’ve seen doomsayers squashed by technology before. But now I’m just slightly a more pessimistic one. I’m starting to connect the dots and see how seriously we need to take oil-consumption reduction.

**TT:** *Why do you think when it comes to oil, the doomsayers’ arguments won’t hit a reality wall like Y2K or the Great Depression of 1995? On what triggers will this oil crisis scenario play out?*

**DK:** The doomsayers would say the following:

One. The US dollar will decline in value as it is manipulated by the Chinese. Foreign oil suppliers will increase prices to offset the declining value of the dollar in which oil is currently priced. The price of gold, which in a few months has moved from \$280 to \$540 an ounce, is a real indicator of world market uneasiness.

Two. The Saudi Royal Family will be attacked from within the country—leading to further unrest in the area and resulting in major interruptions in oil supply. By the way, an attack on a Saudi oil production facility just happened recently. They didn’t succeed this time but they might the next.

Three. The world’s network of crude oil pipelines is now operating at virtually 100-percent capacity as is the world tanker system, which puts upward pressure on prices.

Four. The use of hydrogen and similar technologies will be exposed for what they are—a 15-to-20-year technological mountain that basically substitutes one oil use—burning it for fuel and lubrication—for another—the production of hydrogen.

**TT:** *And it’s on this last point where you part company with your fellow innovationists?*

**DK:** I’m not saying those technologies won’t work. I’m a proponent of hydrogen and ethanol. But when you begin to add up what you need to do it, there’s a lot of technological work to get done. Therefore, our lack of past policies now positions us in the

# Trucking

10-to-20-year period where we can’t ramp up new technologies fast enough to avoid basically fighting for oil in the short term.

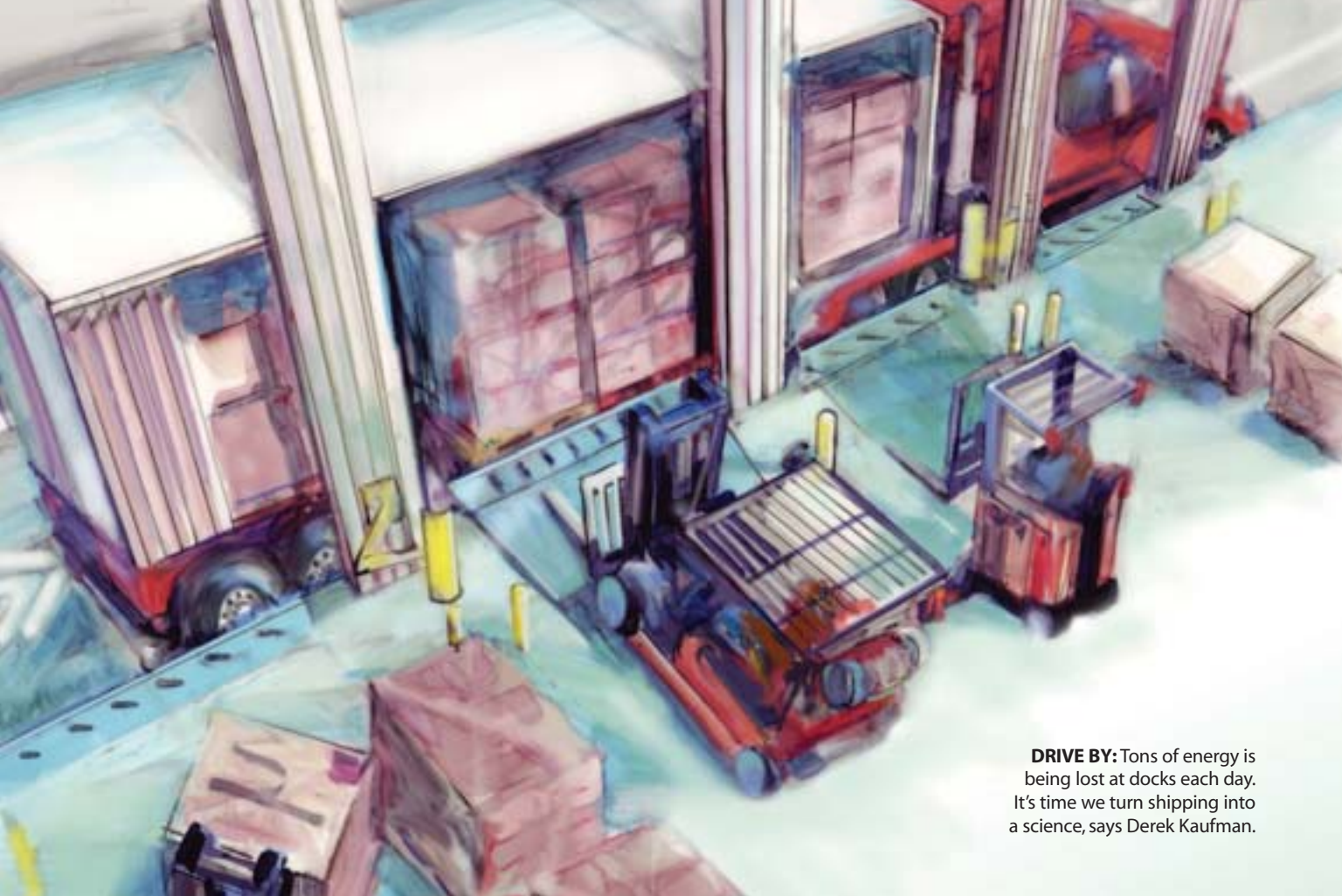
**TT:** *On point number two. Isn’t the dependence on Mid-East oil overstated when Alberta is North America’s largest supplier?*

**DK:** Well, the Canadian fields are going to get very popular all around the world aren’t they? Who assumes that we will be first in line? China is already buying and hoarding 60 percent of the world’s commodities and in the last five years has doubled oil demand to seven million barrels per day. So if you have a major disruption in the Mid-East and you have to recast the entire supply relationships, who’s to say how all the players will play the game?

**TT:** *What kind of costs at the pump can we expect?*

**DK:** This industry should brace for four, five, six, or even seven-dollar-a-gallon diesel over the next five years or so. But whether you believe this will all happen or don’t, we ought to get a whole lot more serious about conserving every drop of oil we can. The





**DRIVE BY:** Tons of energy is being lost at docks each day. It's time we turn shipping into a science, says Derek Kaufman.

# g Down the Road

worst that can happen is that we are totally wrong and prices come way down because demand flattens.

**TT:** *So, with the thought of six-buck diesel and no way for anyone in the supply chain to absorb that cost that quickly, what can industry do?*

**DK:** As I said, we'll be burning propane and natural gas; biodiesel will take hold; hybrids might get closer to a decent ROI; and hydrogen will show up. But I think there are several other areas we should focus on. Here's a few:

## TACTICAL TRIBOLOGY

**TT:** *That sounds like a high-school math course that, had I taken it, would have no doubt failed.*

**DK:** This means that those friction-reducing additives that have long resided in the margins of our industry are going to be replaced with higher-tech solutions—not low ash or Teflon—but Boron oxides, which, unlike a lot of additives of the past like Teflon equiv-

But not too far down. As former trucking exec and engineer **DEREK KAUFMAN** predicts, seven-buck-a-gallon diesel is going to force big changes on this industry, sooner not later.

**BY MARCO BEGHETTO**



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alents or other hydrocarbon chains that didn't really work, dramatically reduce friction. Think about all the friction in our businesses, be it vehicles, machines, or tools. If you reduce your friction, you reduce your energy consumption too.

The other part of this is the creation of a soot sensor, which can tell you what your soot level is and then will do an algorithm that can tell you what viscosity is, which can determine what drag the oil represents. With new DPF engines and EGR—which have an increase in soot levels that are suspended in oil—it's more important than ever to be aware of viscosity and drag.

## INVENTORY EXCLUSIVITY TO INVENTORY INCLUSIVITY:

**TT:** Explain how industry needs to evolve from restricted access warehousing to a more open wired inventory pool.

**DK:** For most of our lives we've produced service-repair parts, shipped them to a central distribution centre, and then shipped them either to jobbers or straight dealers. Just think about the multiple inventories of the same part that we have through a system. We use oil to produce it, we have to ship it, and use oil for that. We FedEx a single part overnight but there it sits a mile away from

**DK:** I've seen what lean manufacturing can do when you really understand how to lay things out and get the most productivity you can out of a human interaction through a system. But there are some pockets that are nowhere near that, and the shipping dock is kind of the next one up. The physical aspect of being ready for that truck to come in and load it is not where we need it to be.

A driver comes in; he waits an hour and idles the whole time. He slowly backs in the dock, he's still idling. Someone with a forklift loads the trailer with multiple passes. I mean, people talk about low hanging fruit—at shipping docks you're walking on the grapes.

**TT:** So ideally, we'd be applying a sort of science to metering queues—like just-in-sequence to the shipping dock?

**DK:** Exactly. It's about creating a sophisticated dance. You got this truck coming in; so I'm going to have stuff pre-palletized; and it's going to go on or off in sequence. You could have drive-by side loading. In Japan, for example, you have all these butterfly trailers. The truck pulls in, the driver sits in the cab. This flurry of activity happens on either side

**TT:** As you know, here in Canada the major association is trying to get a speed limiter law passed and so far the Americans seem interested in a similar initiative. You buying what they're selling?

**DK:** Not really. I think more effort should be spent in other areas. Besides, if you think of all the duty cycles a truck can run, mandatory speed limitations may



China is already buying and hoarding 60 percent of the world's commodities and in the last five years has doubled oil demand to seven million barrels per day.

us and we don't even know because we have no visibility. Well, at six bucks a gallon you can't do that anymore. You might, but the price is now more than the part itself.

With RFID chips embedded in every part that's shipped and then connected to a Wi-Max grid accessed by anyone over the Internet, we'll have a much better vision of the entire map of what's in the field. How do you access inventory records? You'll Google them like anything else you want to find. We need a mindset change of industry working more openly. Inventory is two things—it's cash sitting there and it's energy sitting there.

## DOCK-O-RAMA

**TT:** I can't think of a better site for lost energy and efficiency than the loading dock. Can we change the way we do shipping?

of the truck, and the next thing you know it's loaded and the thing's gone. I understand a lot of people are landlocked and can't convert their building, but going forward, why can't we start doing it like this?

Also, counting total dock time as part of allowable driving hours will provide the final push to attend to this fuel waster.

**TT:** Isn't it true however, that many truckers and truckmakers are busy worrying about EPA's current mandates rather than taking on extra-curricular innovation?

**DK:** Yes. You call on people to talk about a very significant fuel economy gain, and you're told that they have all their engineering talent tied up in making sure they're going to make regulations. I understand that, but it's the law of unintended consequences.

make great sense in one run, but not in another. Having the right amount of power in a certain area might suggest that you let the truck run up to speed.

**TT:** How much power do truckers need these days? If the answer on Jeopardy was 'Things Truckers Can Do Without' what would the question be?

**DK:** The 625-hp engine. Why would companies be coming out with a 625-hp engine right now? It doesn't make sense. It's shortsighted, short-term targeting to a demographic in the market that thinks it wants more power. Basically, I'm calling for the companies in truck manufacturing to have a conviction instead of always going for a consensus. It's time for the industry to lead energy conservation by example—by the way—it's good business too. ▲

**E**scape is not possible. Every medium- and heavy-duty 2007 engine will need a diesel particulate filter, or DPF, to reach mandated emissions levels next year. They'll add cost, they'll add some weight, and they'll add maintenance demands. What's more, technicians will need training in how to keep them working properly.

And in some cases, they may need driver involvement as well.

No wonder they were the main topic of conversation and the subject of three separate sessions at the recent annual conference of the Technology & Maintenance Council in Tampa, Fla.

For some engine makers not much else will change on 2007 products compared to 2002/04 offerings—at least not as far as you, the end user, will see. In fact, Dr. Steve Charlton, executive director of heavy-duty

Caterpillar. Even those yellow engines will feature a variation on the EGR theme—Cat keeps its ACERT technology but has added something it calls 'clean gas induction' which draws exhaust gas from downstream of the particulate filter and then throws it back into the intake air system. All other EGR systems draw exhaust gas from ahead of the DPF, the difference being—and Cat says it's an advantage—that the gas taken post-DPF treatment is clean. That intake charge is soot-free, Cat says, so it won't induce the engine wear that cooled EGR produces. Other engine makers, not surprisingly, deny that recirculated air is dirty enough to cause any engine damage.

Some of Cat's '07 engines are unique in another way, in that ratings of 550 hp and above will require two diesel particulate filters. For 500 hp and below, as with all ratings from other engine manufacturers, there will be only one DPF.

So, what are the issues with these new filters? What were TMC conference attendees most concerned about? The most common questions were these:

### WHAT'S A DPF?

The need for this filter arises because 2007 Environmental Protection Agency (EPA) rules call for the reduction of particulate matter (PM) in the exhaust of diesel-powered vehicles by 90 percent or more from current levels. More specifically, PM has to come down to .01 g/hp-hr (grams per horsepower hour) by January 2007.

New standards for NOx—and also for non-methane hydrocarbons—are 0.20 g/hp-hr and 0.14 g/hp-hr, respectively. They'll be phased in for diesel engines between 2007 and 2010 on a percent-of-sales basis: 25 percent in 2007, 50 percent in 2008, 75 percent in 2009, and 100 percent by 2010.

For 2007, NOx will be dealt with by higher injection pressures and especially by higher-capacity EGR. But engine makers need the DPF to filter the soot out of the exhaust and store it until it can be burned off. Proper functioning of any DPF will depend on new low-sulfur fuel (see pg. 50) and on a new lube oil—called PC-10 for now—designed specifically to control soot.

A DPF cleans exhaust gas by passing it

# Filter TIPS

**DIESEL PARTICULATE FILTERS** for 2007 engines may not be as simple as you think. A TMC report. | **BY ROLF LOCKWOOD**

engineering at Cummins, and '07 project leader, says active design work began back in 2000 and has been very intense ever since. Meeting '07 emission standards has not been as simple as sticking a DPF out back.

Behind-the-scenes engineering work at every engine maker has included much study of combustion in general, and the combustion chamber in particular, but cooled exhaust-gas recirculation (EGR) will continue as the main means of attacking nitrous oxides for everyone except

1. What will happen to a DPF if I run high-sulfur fuel in my engines?
2. What will happen to it if I don't use the new PC-10 oil?
3. How much shop attention will DPFs demand?

The keys to DPF performance and maintenance, and the answers to these questions, are wrapped up in the 'regeneration' process—the filter's self-cleaning routines—and in the far less frequent but more demanding removal of ash that's left hanging around by the lubricant.

through a wall-flow filter, and the particulate collects on the inlet face. The filtration substrate for all '07 diesels is a ceramic material. In every engine case, the DPF combines a muffler, and there are many packaging issues for truck makers. Most are somewhat larger than ordinary mufflers for one thing, and the extreme heat that can be created within the filter can't be exhausted just anywhere, so placement is critical.

International Truck & Engine engineer Tim Shick told a TMC audience that body



ArvinMeritor's Thermal Regenerator is a particulate filter ideal for vocational trucks, available for retrofit and through at least one truck maker. It launches regeneration automatically with a brief injection of fuel to raise gas temperature to at least 1,200° F in less than 60 seconds.

builders will have to understand this point, that they can't relocate a DPF without careful consultation with the truck chassis maker, and maybe not at all.

These combined filters/mufflers will have a removable filter section to facilitate cleaning or replacement. A DPF will not be interchangeable across engine brands, so fleets using different engine platforms could have inventory issues.

### PASSIVE REGENERATION

Once the soot is trapped and accumulated in the DPF, it's oxidized—or burned off—in a process called filter 'regeneration'. That will happen by way of naturally elevated exhaust heat or by deliberately raising the temperature inside the DPF by automatic or manual means so the soot will burn. The difference is important, the former called 'passive' and the latter called 'active' regeneration.

"Both processes will be transparent, invisible to the driver," says Charlton, and all other engine makers say more or less



Caterpillar recently announced it would bring the manufacture of its aftertreatment devices in-house. Its DPF for on-highway engines is expected to need cleaning every 300,000 miles.

the same thing. There are cases, however, where active regeneration might demand driver involvement. Even a driver decision. And on that point there doesn't seem to be universal agreement.

But let's look at passive regeneration first.

The heat produced under normal load will be enough to raise exhaust gas temperature and oxidize the collected particulates in most on-highway cases, and this will be a more-or-less on-going

process as the truck rolls down the road. In some trucks a lamp on the dashboard may tell the driver it's happening, but no action will be required.

Passive oxidation of accumulated soot starts happening with exhaust temperatures somewhere between 250 and 450 degrees F, and then it accelerates sharply at about 500 degrees. Steve Charlton says the "vast majority" of DPF regeneration events will be managed with passive intervention.

### ACTIVE REGENERATION

In low ambient temperatures or low-load/low-speed applications like garbage trucks where exhaust temperature just doesn't get high enough, some sort of thermal device will be needed to provide serious heat up in the 1,000-degree F range. This is active regeneration.

In an approach used by all engines except Cat, a small amount of diesel fuel will be injected into the exhaust stream across an oxidation catalyst, creating a thermal reaction that will heat the DPF



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to somewhere between 900 and 1,300 degrees F, resulting in very high exhaust-outlet temperatures. Cat does the same thing by igniting the fuel/gas/air mixture in a small heat exchanger just ahead of the DPF. The process is managed by the engine-control system and is triggered by temperature and pressure changes in the exhaust system as the filter accumulates soot and plugs up. An active regeneration will take about 20 minutes.

As described by Mack Trucks powertrain manager Dave McKenna in his TMC presentation, there are a pair of options on the 'active' side of things, or possibly a combination of the two:

1. Automatic regeneration, requiring no driver action. The truck will have to be moving above a threshold speed (to guarantee a certain minimum exhaust temperature). This will work where the truck's duty cycle produces high exhaust temperatures on a steady-state basis.

2. Manual regeneration, where the driver is alerted that a DPF purge is required and then must simply flip a switch. The truck can be moving or stationary, said McKenna, though some other panelists in the various engine-oriented TMC sessions suggested the truck might have to be stationary and the engine at high idle in some situations. Obviously, this will have to be pinned down, though it may well be different for each truck/engine combination and will likely be dictated by application as well.

Truck and engine makers don't appear to have reached a firm conclusion about how much driver involvement in DPF regeneration is either required or desirable. Should there be a switch on the dash that activates or inhibits a regeneration event when the driver's alerted that the DPF needs help? It may be advisable in situations where the extremely high temperatures generated in the exhaust stack would be dangerous—a truck parked indoors, for example, or under some sort of flammable canopy. In that case, the driver would be called upon to judge just how risky a regeneration would be. Training would clearly be required.

And what happens, in a truck equipped with that switch, if regeneration is called for by various dashboard warnings but the driver simply ignores them? Volvo engineer Ed Saxman anticipated that question



Detroit Diesel (above) has a lot of experience with particulate filters in bus applications. Its on-highway truck DPF seen here will need cleaning at some point over 200,000 miles.

Outwardly at least, the Fleetguard particulate filter seems to be the only real change to '07 Cummins engines (below). It works in passive mode most of the time, injecting a small squirt of diesel fuel over a catalyst to raise exhaust-gas temperature in active regeneration.





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**PETERSON**



in a TMC session on engine electronic sensors. The DPF would gradually plug up, he said, then the engine would be derated, and eventually it would be rendered undriveable.

Dashboard warnings will change from truck to truck, in all likelihood, but Caterpillar engineer Gene Schneider said most would have a lamp that lights up when a regeneration need is first sensed, and then flashes with greater frequency as the need becomes critical. Cummins engineer Kevin Otto said this would likely happen fairly gradually over a matter of days. A red lamp would finally be illuminated when the DPF is blocked and engine shutdown is imminent. Every dashboard will have at the very least a lamp that indicates a regeneration is occurring.

Volvo offers two DPF installations. This is the 'compact' DPF that mounts to the frame under the cab on the right side of the truck. It allows a simple vertical straight pipe behind the cab. A DPF is also available for back-of-cab mounting. Both are made by Fleetguard.



Saxman also posed some 'what if?' questions. Like, what happens if there's a seal failure in the turbocharger that sends oil straight into the DPF? Answer: the DPF would plug up rapidly but its backpressure sensors would see it and order a heavy derating of the engine. The driver would have no choice but to pull off the road.

## THE QUESTIONS

Yes, diesel particulate filters will demand some maintenance. They'll have to be cleaned periodically, above and beyond the regeneration processes that rid them of soot. DPFs will also collect inorganic ash, not as a byproduct of combustion directly, rather as residue from spent engine lube additives. And regeneration at any temperature won't have any effect on it.

In most cases this will demand removal of the DPF (a half-hour job in the case of Cummins) and the use of a special cleaning machine. Every engine maker is developing one, or buying from a third party, and the cost of such machines will vary. Bill Stahl of

Cummins said a 'dry' machine, one that uses compressed air to blow ash away, will cost in the region of

US\$8,000. Detroit Diesel's Chuck Blake told a rapt TMC audience that the range would be US\$8,000-12,000, adding that a 'wet' cleaner—one that washes the DPF—would cost more like US\$50,000. Few Canadian fleets are likely to buy either one.

What will probably happen is that particulate filters will be exchanged by the fleet rather than being sent out for cleaning, Blake said, at a cost of US\$300-500.

The EPA says cleaning intervals must be at least 150,000 miles apart, but actual intervals will vary. Cummins, for example, has published a range of 200,000 to 400,000 miles, depending on application. Cat says 300,000 miles, which means that some truck owners on short trade cycles will never have to deal with DPF removal and cleaning.

Every DPF will have sensors—typically three for temperature and two for pressure—that can fail, and there will be both electrical and fuel-line connections as well.

And what happens if non-ULSD fuel is inadvertently used in a 2007 motor? International's Tim Shick told his TMC audience that a tank or two full of 500-ppm fuel won't do irreparable harm, and other presenters generally agreed. But what if the use of high-sulfur fuel is prolonged?

"What you'll get is a deterioration of the DPF's ability to do passive regeneration," said Kevin Otto of Cummins. That will force more active regenerations and thus more fuel use.


Volvo's Ed Saxman answered the implicit question that followed: "I've heard that it's about half a gallon or two liters of fuel used in a 20-minute regeneration," he said.

Caterpillar's Bob Wessels, a member of the audience in that particular session, stood up to note that "The engine will be flat-out non-compliant with high-sulfur fuel.

"The ability of the system to regenerate will get real bad real quickly," he said forcefully. "I'm not sure how quickly, but not long."

The same lousy result would be achieved if older CH-4 engine lube were used, instead of the new PC-10 oil, soon to be labelled CJ-4 in all likelihood. It's still unclear whether CJ-4 oils will be backwards-compatible, so for fleets with a mix of 2007 and pre-2007 engines—which is to say just about everyone—the temptation to standardize on the older lube would be strong. Given that the key purpose of the new lube is to manage soot, clearly a CH-4 oil would send too much of that particulate matter back to the DPF and plug it up prematurely. The older oil also has a higher ash content, meaning more frequent removal and cleaning of the DPF would result if it were used in an '07 engine.

The bottom line here is that a 2007-model diesel engine will indeed be a more complicated piece of machinery even if not too much has changed at first glance. Its particulate filter will demand routine, if not terribly expensive, attention, and also training for technicians. Worse yet, it also seems likely to require new training for drivers as well. ▲



**ULSD:** No, it's not a university, but you better learn it just the same.

**K**now that anxious feeling you get when you're sitting on a decent three-of-a-kind but you're sure all the wildcards are still in the deck?

That's sort of what shopping for a new truck is starting to feel like.

Truck buyers, having lived through the first round of strict EPA-mandated emission controls in 2002, are generally optimistic about the latest technology in the newer line of low-polluting engines set to take effect in eight months.

One wildcard remains, however: The ultra-low sulfur diesel (ULSD) required in those engines.

Not only will the new '07 engines cut NOx and particulate matter (PM) by another 90 percent—down from 2.5 grams to 0.2 grams (NOx) and down to .01 grams for PM—but the sulfur spec in diesel fuel will be dramatically reduced from 500 parts per million (ppm) to 15 ppm. Although the compliance deadline was set for September 2006, the EPA has allowed retailers to sell 22 ppm ULSD until Oct. 15, 2006.

As *Today's Trucking* has reported over the last year, there are lingering concerns over how much of the ULSD supply will be compliant by the time it hits retailers. As the 15 ppm fuel is transferred through pipelines and moved into tankers, it'll come into contact with residue left from higher-sulfur products like furnace oil and jet fuel, thereby raising the sulfur count.

In order to meet the ULSD standard for commercial use, suppliers will have to produce the fuel at 8 ppm, allowing some flexibility for contamination during distribution and handling.

"The only way you can get rid of that residual sulfur in the pipeline is by putting cleaner product through it. There's no way to scrub it; no other way to deal with it except to make room for contamination and let it creep back up," says Imperial Oil's Clint Smith from his Markham, Ont. office.

Smith's Calgary-based colleague at Imperial, Charlie Lund, says the real challenge is not so much mitigating pipeline contamination, but ensuring fuel haulers meet tough new Canadian Petroleum Products Institute standards for trans-

porting ULSD. "Life is going to get a little more complicated for them because there will be more rigid requirements for change of service—things that used to be able to be changed with relatively minor procedures will now require more careful flushing and cleaning of tank wagons prior to going into a ULSD service," says Lund. "It's not going to put the industry into a tail-spin or anything, but there will be considerably more diligence now."

A liter of diesel with a sulfur content of 500 ppm could easily contaminate 100 liters of ULSD, says Jacques Jobin, quality assurance specialist for Montreal-based Ultramar. To resolve the problem, the oil industry has set standards of 8 ppm for the refinery and the primary terminal, 10 ppm

# Fuel for Thought

BY MARCO BEGHETTO

for the secondary terminal exit, 12 ppm for the bulk storage plant exit and 14 ppm for the sales outlet, he says.

Since ppm compliance will be enforced at the point of sale, the real concern for truckers is if they'll be able to get their hands on enough of the new product this fall—a time when the distillate-based heating season begins.

Even if refiners meet production benchmarks, Jobin says a portion of ULSD earmarked for retail will have to be remarketed to off-road or other sectors if the sulfur spec gets spoiled. That, in turn, may strain supply in some pockets and push up the cost of ULSD anywhere else.

"With large carriers—the cardlocks especially—we don't have any concerns they will have enough to meet demand," says Jobin. "However, with some small-volume service stations, there may be some issues at the beginning."

Enginemakers stress that any spec other

than 15 ppm is not to be used in the new '07 engines. "We're designing the engines to run on ULSD, and the operators manual will make it clear that the engines are designed to run only on ULSD," says Dr. Steve Charlton, Cummins' executive director of heavy-duty engineering. "It's a compliance issue. We cannot meet the particulate standards with any level of sulfur above 15 ppm."

However, there's no denying that some truckers may attempt to pump 500 ppm into their new '07 truck models either by choice or necessity. In fact, admits Jobin, with 500 ppm being downgraded and unmarketable, it may start appearing on the 'grey' market at bargain-basement prices. "For us, we will ensure at retail sites the fuel will be on-spec," he says. "But 500 ppm will have to be disposed of, and some guys may want to stockpile it because it's cheap. Yes that could happen."

So what happens if you fill up new engines with non-compliant fuel? Other



than risking your warranty, enginemakers agree there are likely no serious adverse effects. “The goal is to stabilize sulfur, so we demand ULSD,” says Tim Shick of International’s Big Bore Engine division. “As for emergencies? We don’t believe that’s going to cause any problems beyond possibly more frequent regeneration events of the diesel particulate filter (DPF).”

ULSD will be backwards compatible with older engines too. In fact, in some regions where limited suppliers only want to market one type of fuel, it may be truckers’ only choice no matter what age their engines are. That means lubricity issues associated with the lack of sulfur in the fuel may be even more apparent. “When you’re taking out the sulfur, you’re taking out some of the naturally occurring lubricating agents and reducing the natural lubricity of the fuel,” says Charlie Lund.

Fuel companies say additives in ULSD should compensate for any loss of lubricity, but Jobin warns buyers to be careful experimenting with additive cocktails in the aftermarket. “ULSD will have less affinity for moisture. If you start adding too many additives—maybe high molecular weight, stability improver, extra anti-oxidants—you could create an environment that attracts moisture,” he says.

There’s little doubt—like with any new product—some of the uncertainty with ULSD can only be eased after the fuel has been trialed—and perhaps erred—in the market. While it’s common knowledge that because of reduced energy density, ULSD carries a 2-3 percent fuel penalty (the good news is the fuel economy of the actual engines are said to be at par with current models)—the cost of the fuel still remains the biggest mystery.

At a recent conference, Caterpillar general manager of On-Highway Engines Jim McReynolds said that fleets currently testing the fuel with new engines indicate that ULSD costs about \$1.50 a gallon on top of the current price at the pumps. Although that increase is extreme—mainly because ULSD is still a non-commercial boutique fuel—Cat’s Jason Phelps couldn’t say at this point where the price would eventually settle. “Like any new technology, the costs will eventually come around.”

Meanwhile, the pot this hand keeps getting bigger. ▲

## REFINING IS EASY, DISTRIBUTION IS TOUGH

NEW FUEL HYPERSENSITIVE TO CONTAMINANTS

**T**he challenge of making ultra-low sulfur diesel fuel at the Irving Oil refinery in Saint John, N.B. is not a small one, and the price tag is big—more than \$200 million, according to Rob Gardner, director of Irving’s wholesale industrial energy service.

“To make 15ppm diesel is quite a different proposition than making 500ppm diesel,” he told his audience during a session at the recent Atlantic Provinces Trucking Association Truck Technology & Maintenance Conference held in his company’s home town.

But the bigger challenge, at an additional cost not much different from that of the refining, is in modifying the extensive distribution system that will bring ULSD fuel to a truck’s saddle tanks, Gardner said. By June, the company will make only ULSD fuel and heating oil (at 3,000 ppm), and they absolutely can’t be mixed.

“ULSD is pretty sensitive to contamination,” he explained, which means substantial renovation or outright replacement of the various distribution system elements. Those elements include the refinery itself, storage tanks, ships, marine terminals, and trucks. Which isn’t to mention a carrier’s own underground storage tanks.

Gardner noted that fleets will have to establish a way to swing over their own tanks from one fuel to the other by the time ULSD is being shipped later this year.

He says Irving will have no difficulty being ready to meet the ULSD deadlines — 15ppm at the refinery by June of this year, and 15ppm in the customer’s trucks by October 15. But it has meant buying some new ships that can be washed out, for example. As for the company’s own tanker trucks, Gardner said they’re reviewing three options: using dedicated trailers; modifying trailers to create dedicated compartments; or installing ‘drain dry’ and flush capability at terminals. It will take at least four complete ‘turns’ to make the entire system 100 percent safe for ULSD.

In fact, as other refiners will likely do, Irving is actually going to refine diesel fuel at 8ppm to ensure that its sulfur content is no worse than 15 ppm by the time it reaches the customer. — ROLF LOCKWOOD



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# TECHSAPPEAL

BY DEBORAH LOCKRIDGE  
& PETER CARTER

**A**sk anybody in trucking what the biggest issue facing this industry is, and they're liable to cite either diesel prices or the driver shortage. What they probably won't mention is the imminent shortage of diesel technicians.

If current trends continue, Canada will be looking at a shortfall of at least 30,000 technicians by 2010. That statistic includes auto mechanics as well as diesel techs, but it's also, according to the Canadian Automotive Repair and Service Council, a conservative estimate. And if there's nobody around to fix the trucks when they're out of service, your iron won't be the only thing that's broke.

So if you know what's good for you, you'll do your utmost to a: hang on to the technicians you've got and, b: make your shop attractive so you'll be able to hire new staff.

And that means investing in good high-tech tools.

Says Rick Rosenberg, the president of TMT Technology, "Just like people are buying the nicest, newest tractors to help with the driver shortage, the same thing goes for the mechanic shortage."

Adds Bradley Kelly, director of Mercury Associates information technology consulting services, "Progressive fleet operations are increasing their technicians' access to various resources, both internal and via the Internet." That means less frustration on the shop floor as techs get easy access to everything they need to work: repair manuals, recall notices, downloaded information from the truck engines, service history and



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available parts and Internet resources.

Having access to all the information right at their fingertips, including repair history, helps technicians determine if there's a chronic problem that may need a closer look. "So they're not just swapping parts," says Rosenberg. "They're addressing the disease instead of the symptom."

The familiar yellow trucks at Ryder System have been virtual miner's canaries in this field.

"We've had some type of computer for almost 15 years now," says Larry Hibler, group manager of maintenance information and vehicle diagnostics. "So from the earliest days of Microsoft Windows, we've had some sort of handheld, tablet or laptop device in the maintenance facility to use around trucks."

Ryder has worked with electronics companies to custom-create the computer tools used by its technicians. It calls the newest iteration the Service Bay Tool II.

"We have what we believe is one of the most sophisticated laptop devices used for engine and chassis diagnostics, and it also acts as an electronic service information library," Hibler says. "Once they connect to the truck, they don't really have to leave or do anything other than repair the truck."

At the same time technicians are connected to the truck, they have full access to an electronic library of repair procedures. If what they need isn't in that

### Another consideration? Ruggedized and semi-rugged laptops are available, for a premium.

library, they have access to specific Internet websites that can provide extra information about the vehicle they're working on.

Typically, the laptop fits into a docking station on a specially designed cart with a full-sized monitor, keyboard and Internet connections. The laptop easily comes out so it can be taken along on service calls.

Another thing Ryder does is use VMRS codes extensively. The coding system has been integrated into just about everything they do. For instance, if a technician is trying to find electronic information about brakes, he'll use the 013 VMRS code. If he creates a work order that is brake-system related, it's also coded 013. The coding is also

used in the reporting system that Ryder uses to analyze the fleet's performance. "So we have this standard language that our technicians speak," Hibler says. "That really helps them be more consistent in what they do and how they find information."

"Our strategy has been, let's not invest in dozens of tools," Hibler says, "let's invest in as few as possible that give the most value in return. It also keeps the training curve a lot easier to manage when they only have to use one tool versus a dozen different types."

These systems can also track a technician's time much more efficiently. With TMT's Transman software, for instance, a technician can hit "pause" on a job if he has to, say, run out into the yard for something. When he comes back, with one push of a button, he's back on the original repair order.

Another consideration? Regular laptops aren't designed for the shop environment, where computers are liable to have diesel dripped on them or be dropped on the floor. Ruggedized and semi-rugged laptops are available, for a premium.

For instance, Diagnostic Innovations uses a Panasonic Toughbook 18 as part of its Digital Diagnostic Assistant. The Toughbook 18 is rugged, lightweight and wireless, and about half the weight and size of a regular laptop computer.

While ruggedized laptops may cost anywhere from 20 percent more than a standard laptop to \$2,000 more, the extra investment is well worth it.

PDA's (Personal Digital Assistant) offer portability and affordability, and can offer real-time wireless connectivity, but may not offer as much information as a touch-screen or laptop system.

Furthermore, as TMT Technology's Rosenberg emphasizes, for PDA's or similar handheld tools to be valuable, they need to connect real-time to the network—otherwise it's just a data collector.

No matter what type of system you choose, how you implement it is important. Too often, Arsenault says, fleet management simply expects technicians to take the system and run with it, without proper training. And there's nothing like on-the-job frustration to make a tech go looking for work somewhere else. ▲

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# LASTING impressions

**DRIVER** retention strategies for the long haul.

**BY STEPHEN PETIT**

**I**n February, the Canadian Trucking Human Resources Council issued a statement that approximately 20,000 truck drivers will leave the industry for a different occupation, highlighting the paradox almost every trucking company has to confront. A strong economic climate beefs up the demand for trucking services. But the lure of manufacturing or construction jobs with better pay and more certain schedules siphons drivers out of the trucking labor pool.

“We are looking at the potential loss of 3,000 drivers per month,” including drivers who are retiring, laments Roy Craigen, chairman of the CTHRC, an Ottawa group that promotes professional standards in the industry through training programs, products, and information. “We are losing drivers with 30 and 40 years of driving experience and replacing them with indi-

viduals with one and two years of experience, who may not have been trained to professional standards.”

Almost every fleet distinguishes between new-driver and senior-driver turnover. Senior drivers are any drivers with more than two years of experience driving for you, and replacing one is almost never a one-for-one swap. Roughly 35 percent of drivers who quit their job do so within 90 days of being hired, and another 35 percent are gone before they’ve worked two years for their employer.

That means every time the average carrier in Canada loses a driver with two or more years’ seniority, it has to hire three other drivers before it can find a stable replacement.

Turnover among senior drivers ranges from 10 to 20 percent for most carriers, comparable to other blue-collar jobs, says Dave Goodson, who is president of Class 8 Solutions, a consulting firm that specializes in driver retention. In 1999, he began teaching a driver retention seminar that forms the basis of a book called “How to Recruit and Retain Drivers.”

An “unexpected exodus” of senior drivers can escalate modest turnover into the triple digits, Goodson explains. Say you’re a truckload carrier with 100 drivers. You expect to lose 10 senior drivers this year. If you have to hire three drivers in order to find one that stays with you for a year, you’ll need to recruit 30 new drivers to





replace the 10 who left. If change at the company prompts 25 senior drivers to leave, your turnover will skyrocket, says Goodson. Disgruntled senior drivers will influence the attitude of the new hires, he explains, and the need to hire more drivers can quickly lead to a lowering of the quality of the driver coming in the door.

It's hard to figure what that scenario actually would cost you. Fleet managers typically peg the cost to replace one driver at anywhere from \$500 to \$10,000, but few examine the issue closely enough to know for sure. Some costs are unavoidable, like fees for a background check, drug screen-

ing, and physical exam. When a driver leaves your company, most carriers expect to lose at least one week's utilization of the tractor while it's repositioned and cleaned up. Unless you have a ready source of drivers, you have to advertise and recruit. You'll tie up a person to teach orientation, and may owe a sign-on or referral bonus. Workers' comp premiums for new drivers can be higher too. There are softer costs, like lost production and costs associated with the increased risk of drivers in unfamiliar equipment.

How can you keep these costs in check? Here are three ideas.

**1 PUT A QUALIFIED PERSON IN CHARGE.** CTHRC executive director Linda Gauthier says when her organization recently surveyed 600 people responsible for hiring at truck fleets, it counted 150 different job titles.

"We spoke with safety managers, operations supervisors, owners, trainers, recruiters, but very few people who could stand up with confidence and say they are qualified, professional human resources managers," she says. "Most of the people doing the hiring seem to be wearing other hats as well."

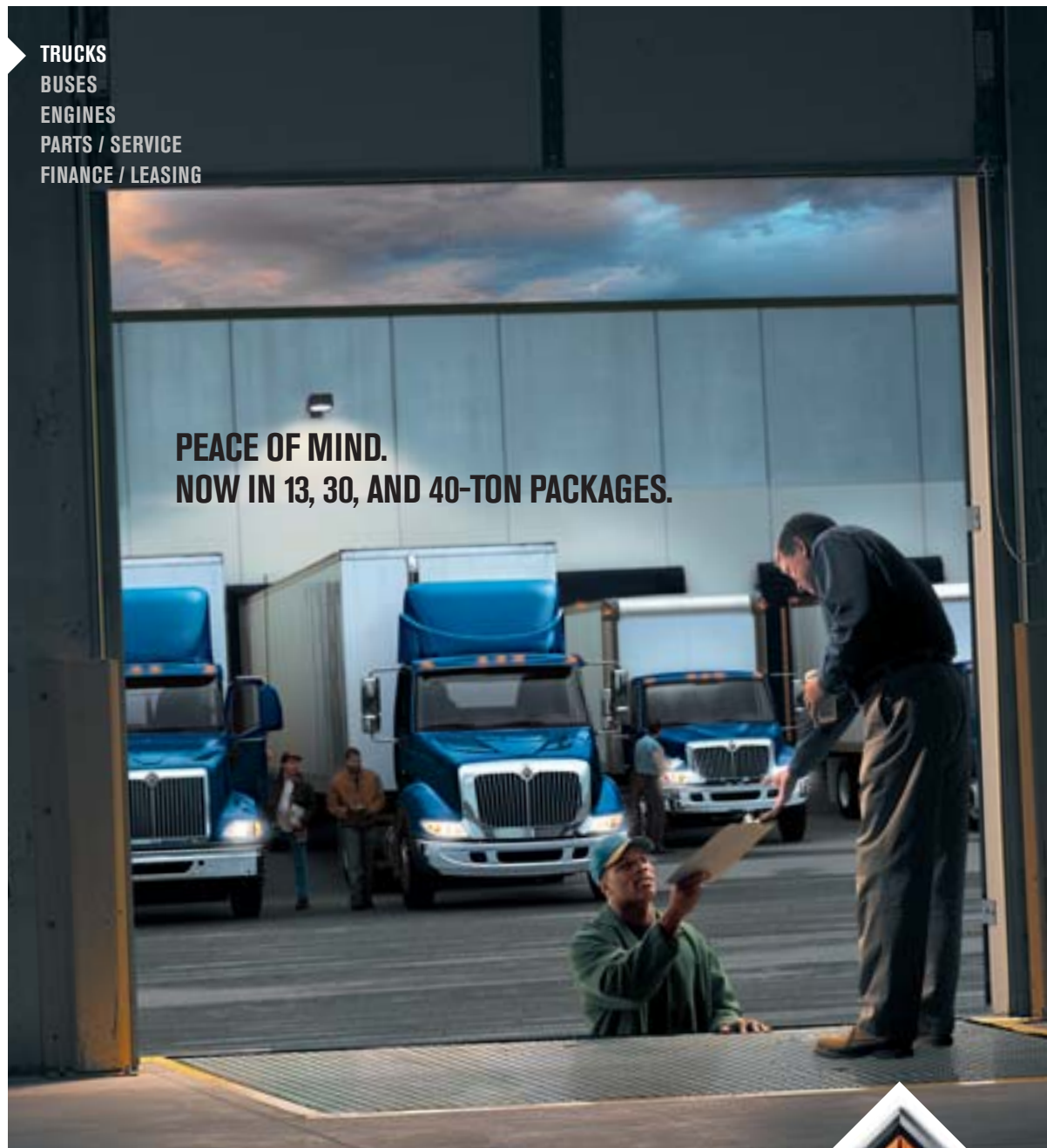
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The device is called PrePass and a recent survey of drivers in the U.S. showed that being outfitted with PrePass rated as a valued job perk among linehaul drivers.

The man who conducted the survey, economist Gorden Klemp of The National Survey of Driver Wages, based in Kansas City, Mo., spent the past 20 years studying truckers and says he wasn't too surprised by the results.

"Drivers just don't like the inconvenience, not to mention the stress that comes with having to pull into scales all the time," Klemp says. Anything that makes a driver's life on the road easier will be appreciated.

A transponder-based technology, PrePass enables qualified trucks to comply electronically with state weight, safety and credential requirements "while traveling at highway speeds."

As the truck carrying the transponder approaches the PrePass-equipped inspection facility, the DOT computer reads data from the truck and a green light and audible alarm on the PrePass unit signal to the driver that he doesn't have to stop—95 percent of the time.

For safety reasons, five percent of PrePass holders will get checked.

Still, the PrePass pays for itself quickly. According to PrePass-issued statistics, the average Class 8 truck saves 0.5 gallons of fuel by not stopping at a weigh scale.

One fleet says that its 10 PrePass-

equipped trucks bypassed 406 scales in one month in 2005. The estimated fuel saving was about \$511.56 US.

However, the company also estimated that the real saving in one month was more like \$1,450 if you factor in lost time, administrative costs, insurance, and driver's wages. Still, the PrePass units cost only \$396 for the month. The ROI was simple to discern.

The fleets (or owner-operators) who buy into PrePass don't pay transponder or upfront fees. And they have to apply and re-qualify for the right to bypass the inspection stations. Non-compliant fleets, or fleets with bad records, need not apply, say PrePass officials.

So far, about 250 US coops in 25 states are equipped with the necessary technology that allows trucks to use PrePass, and more than 365,000 trucks have the transponders. No Canadian weigh stations are equipped yet but several Canadian carriers have signed on.

PrePass regularly audits customers to ensure they are running compliant, but the units are not used for time-stamping and all PrePass information is kept confidential.

The transponders are manufactured by Mark IV Transportation Technologies of Mississauga, Ont.

### PREPASS' OTHER PRODUCTS INCLUDE:

PrePass Plus, which lets you use your PrePass Transponder for electronic toll collection at selected toll booths throughout many northern and northeastern states.

GatePass, a yard-management system that controls and manages terminal access using; AgPass; so non-agricultural haulers in the State of Florida no longer have to stop at agricultural inspection facilities. — PETER CARTER



not qualify as an HR manager, Gauthier says. If you're an owner or general manager, the next hire you make should be the last one you ever handle yourself—a qualified HR person who can rightfully take over the job.

It may be your biggest recruiting challenge. One reason is because, unlike truck drivers and terminal managers, you'll compete for qualified personnel managers with companies in a broad spectrum of industries. Trucking companies have to work extra hard to get promising non-operations people in the door.

Recognize that good people move for opportunity—in many cases, to be an integral part of the management team and help solve the industry's most vexing problem. "An ambitious HR professional is going to relish the opportunity to rein in turnover costs or build an in-house retention program," says Gauthier.

Good people also expect fair compensation. Cerno Research is a Toronto firm that surveys compensation and benefits at manufacturing operations and trucking companies. Controllers, HR staff, payroll administrators—their salary levels are not only higher across the board at manufacturing operations, they come out farther ahead on the benefits they receive. For example, 50.6 percent of salaried employees in manufacturing are eligible for a pension plan. In trucking, only 22.1 percent are in the same situation.

**2 DEVELOP A CAREER PATH.** In May 1993, the Upper Great Plains Transportation Institute at North Dakota State University published a survey of more than 4,000 drivers to see what they liked and disliked about their jobs. Called Job Satisfaction of U.S. Commercial Drivers, the study shows that drivers with eight to 20 years of experience—the senior drivers fleets covet most—begin to value their independence less and their paychecks more. Unfortunately, service or merit-based pay hikes are rare, compared with the chance to earn bonuses for safety, fuel economy or productivity. The bottom line, says Julie Rodriguez, one of the authors of the study: in less than five years, most truck drivers are at the top of their earning potential. Just when a driver is a more productive, professional worker, his desire for more pay can take him outside the profession.



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“Driver pay has gone up some since the study was published, but not dramatically so,” she says.

Rather than throwing money at the problem in the form of merit increases or service bonuses, Rodriguez says fleets should develop a structured career path for drivers based on experience, training and performance. Her suggested plan has five levels: apprentice, certified, advanced, senior and master driver. Entry-level drivers would start as apprentices and advance to the next level after logging a certain number of accident-free miles and after demonstrating a command of specific skills.

Subsequent promotions would be based on driving performance but, at the “senior” level, drivers would also have the opportunity for training in driving-related areas such as customer-service and safety supervision.

“Drivers cited ‘doesn’t pay enough’ and ‘no advancement possible’ as the top two reasons they leave the industry,”

Rodriguez says. “Drivers want career advancement that keeps them inside the truck, and few carriers have devised ways to make that happen.”

**3** FOCUS ON “30 MORE DAYS.” You can reduce driver turnover by 25 to 50 percent if you can encourage new drivers to stay 30 days longer than they otherwise would have, Dave Goodson explains. The longer new drivers stay, they more they begin to understand your freight patterns and company policies. They feel more in control over where they go and when they get home. A driver who stays longer eases the pressure on you to fill trucks; your recruiters and personnel staff can also be more selective in hiring.

The key is to make the driver’s first 30 days a success. The longer new drivers go before they have a problem, the more likely they are to be comfortable with your operation and freight patterns. The more comfortable they are, the more likely they are to stay with your company.

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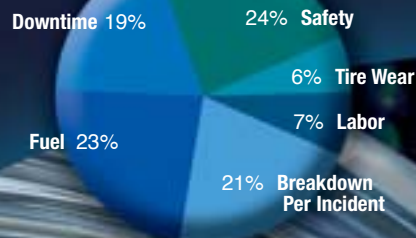
Money is important, but bosses should consider home and family issues too if they want to keep new drivers around.

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Goodson offers the following ideas to help you cement a long healthy working relationship:

- Call the driver's spouse or family and introduce yourself. Explain where to call if there's an emergency, make sure the family has the paperwork they need for health benefits, and answer as many questions as you can. One carrier sends flowers to the spouse at home after the driver completes orientation with a note inviting her to visit at any time, Goodson says. The carrier also sends company hats in child sizes for any kids at home.
- The person teaching orientation should go through dispatch procedures with the driver. Encourage dispatchers to take the time to explain load assignments. Some carriers assign all new drivers to a special dispatcher for the first few weeks.
- Provide a map and written directions for likely routes and any other helpful information.
- Is the assigned truck ready? This is where your new driver will live. Make

cleanup the responsibility of the recruiter, not the maintenance shop.

- A good orientation program gets drivers out of the classroom. Teach them to operate the satellite system by getting them in a tractor and sending test messages. Have them sit with their dispatchers so they can become acquainted and see how the information they send is used. Some carriers have converted tractors with five seats so they can teach orientation while on a short road trip.
- Don't leave "home" time to chance. Appoint one person to monitor how new drivers are dispatched and make sure a realistic plan is in place to get them home on schedule, without fail, even if it means deadhead miles. Make sure the driver gets home during the first 30 days. It is money well spent because it demonstrates your willingness to follow through on promises made during the recruiting process and builds goodwill for the day when you fail to meet your commitment. That's bound to happen. Just make sure it

doesn't happen in the first 30 days.

- Often drivers leave within the first 90 days when the promises made during recruitment don't pan out. Dispatchers treat them rudely; payroll doesn't live up to expectations; and safety and operations aren't on the same page. Whatever the problems, fix them.

**You can reduce driver turnover by 25 to 50 percent if you can encourage new drivers to stay 30 days longer than they otherwise would have.**

- Look for ways that family members can support the drivers—and benefit the company at the same time. If you have a monthly newsletter, let them contribute, even if it's a gripe column. Explore ways spouses and kids can learn about the trucking industry or the company. Not many people are supportive of things they don't understand. Perhaps you can help a spouse or a driver's kid earn a commercial licence, and possibly pick up a new co-driver in the end. ▲

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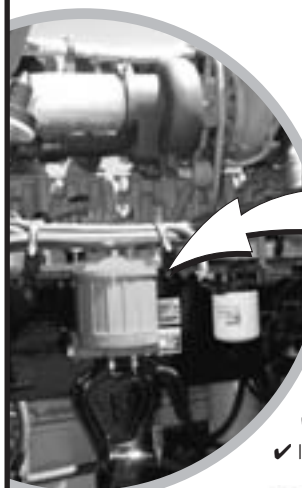


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# Fuelproof YOUR Fleet

**MONEY** and **TIME-SAVING** diesel-management techniques. **BY DUFF McCUTCHEON**

**R**ECENT RECORD-SETTING FUEL PRICES UNDERSCORE THE NEED TO IMPLEMENT SOME KIND OF FUEL-MANAGEMENT PROGRAM TO TRACK PRICES AND LOOK FOR SAVINGS. AND FLEETS THAT HAVE SUCCESSFULLY IMPLEMENTED THESE PROGRAMS HAVE BEEN REWARDED WITH BIG SAVINGS—UP TO SEVEN FIGURES IN SOME CASES. *TODAY'S TRUCKING* OFFERS A FEW THINGS TO CONSIDER BEFORE STARTING A FUEL MANAGEMENT PROGRAM.

## APPOINT A FUEL MANAGER

There are human resources managers, maintenance managers, dispatch managers, yet few fleets have a dedicated fuel manager—surprising considering fuel is usually the second highest operating cost behind labor.

“The first thing a fleet should do is appoint a fuel manager, either a full-time or a part-time position depending on fleet size,” says Charles Campbell, president of the North American Technology Company, a fuel-management services provider and author of the *Fuel Purchase Management Handbook*. “Someone who can help form and shepherd a fuel-management plan along, act as a go-to person for staff and drivers needing fuel-purchase information, as well as act as the contact between the fleet and outside fuel suppliers.”

Mario Tetrault is Group Robert's fuel-purchase manager and every morning he finds himself scanning the business pages

so he can plan his daily fuel purchases.

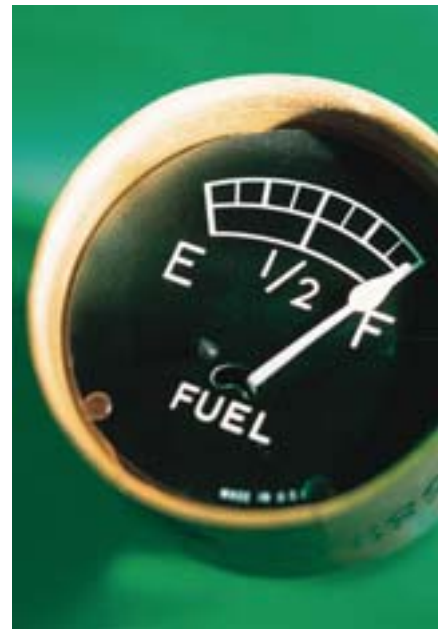
“I check the fuel pricing each morning before I schedule my [fuel] loads for the day. If I see the price of heating oil futures going down, I reschedule my load so I can buy tomorrow instead.” He usually buys around two to three truckloads a day to keep the 100,000-liter Boucherville yard tanks topped up with diesel.

He says by monitoring prices from day to day, and rescheduling fuel deliveries accordingly, he helps save the company more than \$100,000 a year.

## SET UP A NETWORK

Another job for the fuel manager and an integral part of a successful fuel purchase program is to set up a limited network of truck stops and fueling stations in a company's operating area and ensure drivers stick to it.

“Fleets need to look at where they're operating, their lanes, and then select



stops that are cheap, or relatively cheap, day in, day out and establish a network,” says Campbell. How many stops you need will depend on your operation. If you're maxed out on weight and can't take on more than 50 gallons at a time, then obviously you need more stops—maybe every 100 miles to be safe. Others might need only 85 stops—400 miles apart.

And beware of creating a network based on price alone. If the fuel prices are great, but the amenities are dismal, you're

## Fuel

going to have some disgruntled drivers. Similarly, if the stop is 15 miles off the highway, the cut-rate diesel might not be worth it if your driver has to go cross-country to get to it.

Jon Sigurdson, former fuel manager at Winnipeg's Bison Transport, says his company took a rational approach when they created their fuel network. They split up the entire continent into regions, looked at the composition of the fleet, the size of fuel tanks and how far a driver could go between fueling stops, and managed to cut down their network of 150 stations to around 30 across Canada.

"We increased our tank sizes from 200 gallons to 300. And we spent a lot of time educating our drivers, explaining the benefits of a more closed network. We send out regular updates to our drivers about where they should be fueling and why."

The upshot? "It's garnered seven-figure savings. You see it in your fuel cost per liter and comparing that against a published national average—that's what we do. And the more you beat that by, the better you're doing."



**NETWORKED NOZZLES:** Cut back on the number of fueling stations in your fuel network and watch the savings grow.

### EX-TAX PRICING

Ex-tax pricing—taking all taxes out of the pump price to get the true cost of fuel—is the only way to properly evaluate and compare diesel prices.

Is 98-cent-a-liter diesel in Alberta a better buy than \$1-a-liter diesel in Saskatchewan? It certainly seems like it on its face. The reality? Saskatchewan's the better buy.

"If you look at the actual cost of fuel, minus the tax, it's actually cheaper in Saskatchewan because in Alberta only nine cents of that fuel price is tax, so 98 cents per liter actually translates into a

true cost of 89 cents per liter; whereas in Saskatchewan, where there's 15 cents in tax per liter, the true cost would be 85 cents per liter," says Sandy Johnson, a partner with Calgary's Total Trucking Management Ltd.

### FOLLOW UP

Once you've got a fuel-purchasing program set up, you have to go back and review things, usually on a quarterly basis, says Campbell. Things to review include market conditions, changes in fuel taxes, and truck stop pricing shifts. And be sure to get feedback from your drivers—are they satisfied

**EFFICIENCY  
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with the network? Are the stops clean, do they have showers, friendly staff, etc?

“We don’t recommend changing your network more than once every six months, and even then you don’t want to make any wholesale changes,” says Campbell. “It’s probably best to do it yearly, though you have to be able to take action if you discover a problem—say, a pricing problem at a particular location—and then try to renegotiate, or even move the stop if need be.”

And most importantly, you have to continually market the program—especially in an industry where every year you have 30 to 40 percent of your drivers new to the company.

“We market it in our monthly newsletter, we market it through our orientation program, and we have a macro dedicated to it that highlights the benchmarks that we’re trying to hit,” says Sigurdson. “We also give quarterly updates to each driver that shows how they did. Did they reach the incentive? If they didn’t we provide tips on how to improve fuel economy.”

There are a lot of factors to go into a successful fuel-management program, but

considering that diesel is literally the lifeblood driving your business—and expensive lifeblood at that—it’s definitely worth the effort. You’ll see the savings in the longhaul.

### SAVINGS R US

We know getting at the true cost of fuel involves taking the government’s share out of the equation, but apparently there’s more to it than that—up to six cents a liter, if you factor in the 20 minutes or so it takes to fuel your vehicle, the time it takes to pull off the road to the diesel pump, and your drivers’ wages while refueling.

That’s the pitch from Langley, B.C.-based 4Refuel (formerly Mini-Tankers Canada), a fuel-management company that will come fuel your fleet when your trucks are idle. With franchises in most major cities across Canada, 4Refuel targets regional and P&D delivery operations, charging \$5 to \$30 a month per truck, depending on fleet size, to keep the diesel tanks topped up.

It also offers fuel management technology and expertise—using wi-fi readers

installed on the trucks to track refueling information, as well as an individual truck’s fuel consumption data, gathering information on a truck’s idling time, over-revving, speeding, and odometer readings.

“We put all that information in the data warehouse and we’ve created a whole bunch of exception reports, according to the clients’ own fuel management benchmarks,” says Jack Lee, CEO, 4Refuel. “For example, with idling time—30 percent idling time is standard with stoplights, etc, so they benchmark that number and input that number into their own 4Refuel fuel management page over the Internet.

“Every time they pick up fuel, or pass by wi-fi gates going into the yard, any truck over that 30 percent figure will automatically send an email to the designated person. People deal with the reds on their emails and they deal with whatever truck is generating the exceptions. Then you can drill down to the detail of that particular truck. You achieve 30 percent? Set the benchmarks lower and see what happens. It’s trend management as opposed to micromangement.” ▲

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# In Gear

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



Detroit Diesel's D-Level test engines were mated to the trucks on the assembly line, not in the lab. The substantial design differences have all been worked out.

## Full Speed Ahead

**road test** Detroit Diesel rolls out '07-ready Series 60 engines.

By Jim Park

**T**ry to imagine the challenge in affecting change on the magnitude of 90 percent in whatever it is you do. It's enough to make you roll over and go back to sleep.

But that's what was required of engine makers to meet EPA's '07 emissions reduction mandates—and that's on top of the 80-percent reduction in emissions already achieved since the mid-1980s. Detroit Diesel Corporation (DDC), in February, invited journalists to Freightliner headquarters in Portland, Ore. for an '07 progress update, and to sample first hand the progress engineers are making on the Series 60 engine.

I'm here to tell you they're coming right along.

With more than five million test miles

logged on 58 trucks, and thousands of test-cell hours clocked before that, DDC is into the final phase of testing; a.k.a., the D-level phase of reliability growth vehicle testing. They've ironed out the final kinks in the design, and they're preparing for full-scale in-service customer testing—set to begin in April.

All the engines have been running 15-ppm ultra low-sulfur diesel fuel, and prototype CJ4-category engine oils, just like they will in real life.

DDC has replaced its troublesome swinging vane turbo with an electronically controlled, water-cooled, variable geometry [VGT] Holset turbocharger. The boost pressure from this unit runs about 45 psi, down from the 52 psi of the '02 version. The ECM-controlled electronic actuator on the

turbo permits very precise airflow management—the heart of the exhaust gas recirculation NOx-reduction concept.

The cooling package for the 455-hp engines has grown by nearly 300 sq in. Freightliner is using a rad that's 10-in wider and about an inch taller. The wider rad rests in a pair of side extenders bolted to the front of the frame rails. The rad is actually mounted solely to the engine in order to achieve closer fan-to-shroud clearances for optimum cooling.

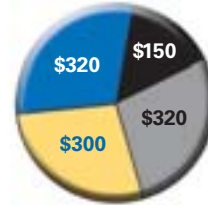
The water pump has been optimized for '07, providing a higher rate of coolant flow at lower engine speed. On our short trip—even when pulling a two-mile, eight-percent grade, the coolant temp never went above 205 F.

Out back, of course, is the diesel particulate filter (DPF)—a new fixture on all EPA '07-compliant engines [See accompanying story on DPFs on page 45 of this issue]. Freightliner says it'll be using a frame-mounted horizontal DPF on all sleeper cabs, and cab-mounted vertical DPFs on short-wheelbase day-cabs.

# The Hidden Costs of Underinflated Tires Are Staggering.

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## A CASUAL OBSERVER'S GUIDE TO SERIES 60'S NEW FACE FOR 2007

**T**he block and most of the internal components of the 2007 version of Detroit Diesel's Series 60 engine remain the same as the previous model. Customers will see a larger EGR cooler on the right side of the engine, along with a new turbocharger—a water-cooled Holset variable geometry turbo (VGT) with an electronically controlled actuator. On the left side, there's a new intake-air throttling valve, and a larger EGR valve.

The coolant surge tank has been relocated to the top of the rad, the power steering reservoir is lower on the block, and the steering box has been moved back a little. Clutter in the engine compartment could still be an issue for technicians, given the scarcity of real estate under the raked hoods of the Century and Columbia models. Still, getting a hand and a wrench in close to the block appears possible from most positions.



"All in all," says Al Pearson, Freightliner Test Engineering's director of vehicle testing, "the EPA '07 requirements have added about 250 lb to the weight of the Series 60 engine, including the DPF."

Along with the external changes, the Series 60 sounds and runs different too.

The multiple injection events change the sound of the engine a little, but it still has the characteristic metallic knock unique to the big-block Detroit. The Holset VGT is responsible for a much livelier throttle

pedal, and the torque curves have been flattened considerably compared to previous models. Together, these changes render the engine a real pleasure to drive.

### GETTING THE JOB DONE

Three-hours of stick time isn't much as far as reliability testing is concerned, but I got a good taste of how DDC is progressing with the new product. The 140-mile trip took us west from Freightliner HQ in Portland to a restaurant called Camp 18 in Seaside, Ore. The route was mostly hilly and twisty two-lane following U.S. Rte. 30 and U.S. Rte. 26, along with about 20 miles of freeway driving getting in and out of Portland.

I was lucky enough to drive two trucks while in Portland, one with nearly 180,000 miles on the clock; the other with a mere 4,500 miles showing. The older was of the C-level generation, the first of the on-road test engines. The second—a D-level engine—will be running in a customer's fleet by the time this issue



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Slightly larger and slightly heavier than a traditional muffler, the DPF on most over-the-road tractors will be frame mounted like this one. The ceramic substrate in DDC's DPF will be manufactured by Corning; Johnson Matthey Inc. will supply the precious metal catalyst; and ArvinMeritor will package it all in a stainless steel canister.

## AVAILABLE RATINGS FOR 2007

### DETROIT DIESEL SERIES 60

14-LITER DISPLACEMENT  
 DRY WEIGHT: 2557 LB (1273 KG)

425HP	1,450 LBFT
435HP	1,450 LBFT
445HP	1,450 LBFT
515HP	1,450 LBFT
445HP	1,550 LBFT
455HP	1,550 LBFT
490HP	1,550 LBFT
515HP	1,550 LBFT
470HP	1,650 LBFT
490HP	1,650 LBFT
415HP	1,650 LBFT

comes off the press. The differences between the two weren't significant.

Both engines felt pretty much the same, suggesting engines didn't need much tweaking between design generations. There were a couple of software glitches on the older engine, but nothing on the newer one. I had the pleasure of Al

Pearson's company over in the right seat—one of the top dogs in the test engineering group—to talk me through the changes DDC made going into '07.

Optimum engine speed is between 1,400-1,500 rpm. Peak torque of 1,550 lb ft lies at 1,150 rpm, leaving the driver a fair bit of lugging room before needing a downshift. Pearson told me the Series 60's torque curves have been flattened a bit, which gives the engine a different pulling personality.

The Holset VGT makes the throttle pedal really sensitive in the low gears. That might take a bit of getting used to, especially for drivers who prefer to make their shifts at low rpm. If you can make the shift before the turbo kicks in, you'll make smoother take-offs. This characteristic works more to the driver's advantage in the top side of the gearbox: after an upshift, it takes only the slightest touch on the pedal to get the boost pressure back up to premium again.

On the way back from Seaside to Portland, we ran the truck through an active regeneration cycle—to remove the accumulated soot from the DPF. Normally the "regen" event would happen on its own accord, requiring little more than the push of a button by the driver to acknowledge the event was about to occur. We also had

the benefit of a laptop computer sitting on the dash to monitor the progress of the cycle. It took about 20 minutes to complete the cycle, and if I weren't watching it on the computer, I'd have never known the difference.

### OPERATING COSTS

These active regen events require fuel, but very little of it in the grand scheme. Tim Tindall, DDC's program director for EPA '07, told us that users could expect—on average—to burn about one liter of fuel per 1,000 miles for active regen events.

Tindall says fuel economy is proving to be the same or slightly better than previous versions of the engine. "We actually showed some gains when running 500-ppm diesel," he says. "But the ULSD fuel knocked us back a little. It looks like we'll be doing about the same as we are now."

Oil drain intervals are not going to change.

Freightliner and DDC remain tight-lipped about the price, but what I can tell you is that driving the Series 60 won't be any chore at all. The new torque curves and the snappy throttle response make the engine feel bigger than it is. While nobody is looking forward to 2007, Detroit Diesel fans, at least, won't be rolling over and pulling the covers back over their heads. ▲

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# Way Forward Thinking

**safety** *From hands-free trailer coupling to automated panic stops, here's some fascinating technology from DaimlerChrysler.*

By Rolf Lockwood

**D**riving a truck could get a lot easier and highways less dangerous if the driver-support and active safety technologies recently demonstrated by DaimlerChrysler's Commercial Vehicles Division actually come to market. Many of them will, possibly all. The automatic Emergency Braking System, for instance, is optional on the Mercedes-Benz Actros tractor in Europe as of this month.

Accident-free driving is the company's stated goal, and the spectre of ever growing traffic density, in Europe and North America alike, is a key part of the challenge, according to Andreas Renschler, the division's chief and member of the DaimlerChrysler AG Board of Management.

"All in all, 70 to 80 percent of all present-day accidents can be avoided with the support systems offered by DaimlerChrysler," Renschler told members of the international press at the company's spectacular test track near Papenburg, Germany.

"The most frequent accident types are rear-end collisions and vehicles swerving off the road," he said.

Mercedes-Benz engineers Jürgen Trost and Ingo Scherhauser have been studying truck accidents for years. Rear-end collisions account for 30 percent of accidents caused by trucks in Germany, they say, which makes them the single most common type. A crucial point here is that in 39 percent of these accidents, the trucks collide with the stopped vehicles without braking at all. What's more, in another 20 percent the truck drivers don't brake hard enough.

Scherhauser and Trost began to develop a solution to rear-enders five years ago and were soon led to the idea of automatic emergency braking. The team has since completed countless runs on test tracks and driven many thousands

of kilometers in actual traffic.

"The main problem isn't automatically triggering an emergency stop," explains Scherhauser. "The real challenge is to prevent the system from braking when it's not supposed to."

The main ingredients used to keep that from happening are located behind the grille of the Actros and in the onboard electronics, the key component being a 77-GHz radar sensor that can detect a vehicle in front at a distance of up to 150 meters. Sophisticated software can identify which

receives a visual warning—a red triangle symbol lights up—followed by an audible warning. If the collision risk increases, partial braking (30 percent of braking power) is initiated to give the driver a further warning. If the driver doesn't react, the system automatically applies full braking power. A fully automated panic stop, in other words.

This is an extended version of what we've been calling "active cruise control" on this side of the Atlantic. The Eaton Vorad radar system, for instance, can link obstacle detection with cruise control and the engine brake, and will drop engine speed automatically to maintain a pre-set following distance. In some setups it can order a downshift, but not braking action.

An enhanced version of the Mercedes-Benz system is already undergoing tests, and it will take into account the road sur-



**SKID ROW:** The Proximity Control system will hit the brakes if the driver doesn't.

rear-end crash situations are so critical that only an emergency braking action can prevent the worst.

The foundation system, called Proximity Control, uses three radar beams to detect moving obstacles ahead of the truck and continuously calculates the difference in speed between the two vehicles. If an accident appears possible, the driver first

face's coefficient of friction. A microphone in the wheel area records the tire noise and passes this information on to a computer that, in turn, determines the level of road grip. It can distinguish between five levels of friction coefficient, from dry surfaces to wet surfaces and from snow to black ice, and can calculate stopping distance accordingly.



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Freightliner is also working on an advanced cruise control system called Predictive Cruise Control, or PCC. It reacts to information stored on a three-dimensional road map and uses this data to create a predictive driving strategy. It sets the speed selected by the driver, taking into account fuel consumption and driving time.

Thanks to its GPS receiver, PCC always knows the precise location of the truck. It accounts for the weight of the vehicle, detects dangerous downhill stretches at an early stage, and decelerates in good time before descents in order to save fuel. The result should be a tangible fuel saving and less potential for danger, while the driving time remains the same. Vehicles with PCC are already undergoing tests. During the Papenburg demonstration, PCC was showcased in a Freightliner Century Class. The system could be in production by the year 2010.

### FUSS-FREE COUPLING

And how about an automated fifth wheel? With this Mercedes-Benz technology, the driver can stay in the cab while hitching and unhitching his trailer. A green indicator light in the cab tells him that the trailer

has been hitched up successfully, while a red signal light beams in the event of error. The coupling is locked automatically, of course, and a single button push will unlock and release the fifth wheel.

The automatically extending and retracting trailer legs are also linked to the clutch. For safety reasons, they can only be lowered when the parking brake is applied. An additional mechanical lock prevents the trailer supports from being extended or retracted unintentionally.

### STRAIGHT & NARROW

Already introduced as an option, the Lane Assistant is based on a camera system that detects the painted lines on the road and warns drivers if they're veering outside their lane.

In an enhanced "active" version, not yet on the market, an electronic steering system intervenes, a technology called Road Departure Avoidance. If the truck starts to approach the side lane markings, the driver will feel a tugging on the steering wheel, allowing him to intuitively steer



**CURVE ASSIST:** (above) This gizmo scans an upcoming curve, calculates a safe speed, and warns you if it thinks you're approaching too fast.

**LANE ASSIST:** (below) This technology warns drivers if they're veering out of their lane.



back into the lane before the system's warning signal sounds. The torque felt on the steering wheel increases gradually as the truck gets closer to the edge of the lane.

After emitting a warning signal, the system guides the truck back into its lane by applying precise braking pressure at one of the truck wheels. The driver remains in ultimate control of the situation, since the system is deactivated automatically whenever he applies the brakes or turns the steering wheel.

### SEE AROUND CORNERS

DaimlerChrysler's Predictive Curve Assistant can help when a driver underestimates the radius of the turn at an offramp, doesn't see all of a bend in the highway, or perhaps misjudges the dynamics of a laden trailer.

Using GPS navigation system data, the computer constructs a model of the road ahead of the truck. It then defines a safe maximum speed for the vehicle and continuously compares it with actual road speed, the shape of the bend, and the truck's side tilt. If the actual speed of the vehicle starts to approach the critical level before a bend, the driver receives two warnings well in advance of the danger zone.

# Limiting Truck Speeds to a Maximum of 105 kph

## Speed Limiters are good for the trucking industry say CEOs who are former drivers ...

**Jim Thomson, President & CEO, Thomson Terminals Limited** - "We cannot continue on the path with a cavalier regard toward speed or the consequences of the same. Our goal has been to provide the best working conditions for our employees.....our drivers want to see their families and their families want to see them and speed has no place in the process."

**Rob Penner, Vice President Operations, Bison Transport** - "The decision about whether or not to adopt speed limiters in Ontario is really a decision about whether or not we continue to allow a minority of truck drivers and a minority of unscrupulous carriers free rein on our public roadways."

**Kirk Zavitz, President, Zavcor Trucking** - "After you get used to driving slower...it's much more relaxing. The economic benefits to trucks at slower speeds are enormous and accidents are avoided."

**Allan N. Robison, President & CEO, Reimer Express Lines** - "I remember well when drivers were considered knights of the road and were looked upon as friends to anyone on the highway. Today we have a public that fears the bigger trucks because of the speed that they drive and we have lost in many cases a very valuable public asset when we exceed the speed limit."

**John Cyopeck, President & CEO, Canpar Transport** - "It is very simple here at Canpar. We have had a 90 km speed limit for line haul trucks for over 22 years. We travel the 401 from Windsor to Montreal nightly and we have never had anyone run into us from behind in all that time. I am convinced the reduction in fuel consumption, maintenance costs, and most importantly accidents has paid off year after year."

**Brian Taylor, President, Liberty Linehaul** - "There are a lot of carriers that already limit their trucks at OTA's proposed speed limit or even lower and they all meet tight scheduling requirements of their customers. The drivers for these companies make a good living operating within the legal limit. Good drivers are vital to this industry. We need to take care of the ones we already employ and attract more people to this industry."

**Ron Martin, President, Bridgeland Terminals** - "Our company already has a speed policy identical to that which OTA proposes. Over the years we have had an extremely low turnover of drivers, we have never been run into because of our speed, and above all it has been an important part of the safe operation of our fleet, as well as very cost effective."

**Paul Hammond, President, Muskoka Transport** - "Using speed limiters, our company reduced its speed limit to 100 km per hour in 1991. The benefits realized from this action have been substantial. We have experienced increased fuel mileage, improved tire wear and less stress for our company drivers. This industry has to improve its image ... I fully support the use of speed limiters."

For more information  
about speed limiters visit  
[www.ontruck.org](http://www.ontruck.org)



Ontario  
Trucking  
Association

## for road safety.....

### Insurance Bureau of Canada -

"The OTA proposal would help reduce serious accidents...." - **Mark Yakabuski Vice President, Federal Affairs & Ontario**

### Traffic Injury Research Foundation -

"...speed limitation and lane discipline should have safety benefits in terms of fewer deaths and injuries." - **Herb Simpson, PhD., President and CEO**

**Ontario Safety League** - "... 'crash risk increases with increased speed,' is a concept that should be universally understood."

- **Brian J. Patterson, President & General Manager**

**SMATRISK** - "We believe that mandating speed limiters will reduce motor vehicle crashes and save lives ...." - **Dr. Robert Conn, President & CEO**

**Canada Safety Council** - "...the end result being a reduction in the number of road collisions across Ontario with an accompanying reduction in greenhouse gases ...." - **Emile-J. Therien, President**

## for health and the environment .....

**The Lung Association** - "... reducing speed of vehicles is one way to reduce emissions."

- **Manu Malkani, President & CEO**

**Pollution Probe** - "... a significant step forward in taking actions to reduce emissions of greenhouse gases and other air pollutants from the transportation sector."

- **Dr. Quentin Chiotti, Air Programme Director and Senior Scientist**

### Transportation Health & Safety

**Association** - "OTA's speed limiter policy is consistent with our principles to enhance road safety ...." - **Michael J. Burke, President & CEO**

**Read more about OTA's speed limiter proposal on page 105**

# Speed limiters - the right thing to do!



**PAPENBURG TRACK:** Some of the trucking world's most innovative technology is tested here first.

behind the truck. If the obstacles get too close, red warning lights come on and a warning signal sounds to alert the driver of an imminent crunch. Ultrasonic sensors at the rear of a trailer can be installed to ensure smoother docking.

But it gets better. Designed to help drivers of tractor-trailer combinations, the Reversing Assistant consists of a camera at the rear of the trailer, which sends an image to a monitor in the driver's cab. The driver guides the vehicle using a joystick mounted on the armrest of the driver's seat rather than by turning the steering wheel. Commands are sent

**GO AHEAD, BACK UP**

Precise maneuvering of a heavy truck when space is tight is an art in itself, requiring a great deal of feel and experience on the part of the driver. And repairing minor fender damage is one of the largest costs for truck fleets.

The DaimlerChrysler Truck Parking System with ultrasonic sensors at the front and rear makes maneuvering easier and helps prevent costly minor damage. Yellow warning lights progressively warn the driver of the distance to obstacles immediately in front of or

electronically to the steering system and the vehicle's actual position is shown on the monitor. The driver can back around a 90-degree corner without looking at his mirrors and without touching the steering wheel. It's certainly not on the market yet, but it could be coming.



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### WHERE'S THE VALUE?

Andreas Renschler acknowledges that there's not much point to all this safety technology if the truck operator doesn't see some tangible change to his bottom line. He says one of the company's "...core challenges is to develop commercial vehicles which bring both commercial and general economic advantages. We need to make this plausible to our customers."

To that end, a sizeable field test is now underway on European roads. The project has 500 Actros tractor-trailer units equipped with a high-tech safety package including Proximity Control, Lane Assistant, and Stability Control. Charterway, a DaimlerChrysler subsidiary, has been operating these vehicles since March 2005. For the last year, the frequency and severity of accidents in the CSR fleet has been compared with a comparable fleet of vehicles without the safety package.

The project has been co-ordinated with leading truck insurance companies, and



the results will be analyzed to determine if using such systems is worthwhile from a cost perspective. If so, Renschler says it ought to have a positive impact on insurance rates, and he says he'll press to make that happen.

**RENSCHLER:** Expect to see more cross-brand engineering in the DCX commercial vehicle family.

The researchers expect to see almost a 40 percent reduction in the number of serious accidents and more than 10 percent fewer incidences of minor damage.

So how much of this technology will we see in North America? Some of it will never cross the ocean, and for that matter some of it probably won't make it to market in Europe either. But Renschler offers a clue as to DaimlerChrysler's thinking when he describes one aspect of their increasingly common cross-brand engineering practices. What he calls the "common radar front end" refers to the radar technology that's essential for the Emergency Braking and Proximity Control systems, and he says that as of 2007 it will be in use in all new truck concepts by Mercedes-Benz, Freightliner, and Mitsubishi Fuso.

The world grows smaller. ▲

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when there's an anomaly.

But the code that someone writes for you to produce an invoice or an EDI report or compliance information that helps you file tax returns, that's the grease that makes the whole works run smoothly.

For example, say you decide to add another field to your trip sheet. Whoever wrote the code may have to be called back in to accommodate this new piece of information you want to retain. What's it going to cost to get that guy back in? Could someone else do the job?

When you talk to communication companies and the software developers they recommend, ask about their track record in trucking. And not just in trucking, but LTL, TL, bulk, aggregates, warehousing—whatever relates to your need. Ask the developer what impact his software can have on those everyday problems and to explain it in simple terms. Ask for references that are similar to your line of work and follow up on them. A reputable company will supply them without question.

Below are three solutions to three different trucking needs.

### COOKING UP CUSTOMER SERVICE

**TYPE OF FLEET:** Bakery supplies, delivering frozen, refrigerated, and dry goods

**AREA OF OPERATION:** Lower Mainland, B.C.

**VEHICLES:** 18 straight trucks, two vans. In-town. Every vehicle has a reefer on it. Average value of the load: \$8,000.

**ROUTING:** Regular schedule, with set delivery days (customers are aware of the shipping days). The company shuns current mapping and route optimization software, saying it's too expensive and not a priority for its operation.

**PREVIOUS SYSTEMS:** "We were using an onboard trip logger to monitor the vehicle. The data had to be off-loaded manually, and sometimes that wouldn't happen. It was a problem because not only did we not get current information, the logger would overwrite itself after three days."

**INITIAL NEED:** "To see geographically where the trucks are. When a customer wanted to know where his goods were, we'd have to page the driver, the driver would have to stop and call us, and we would phone the customer. Now, we can say at the click of a button that the driver

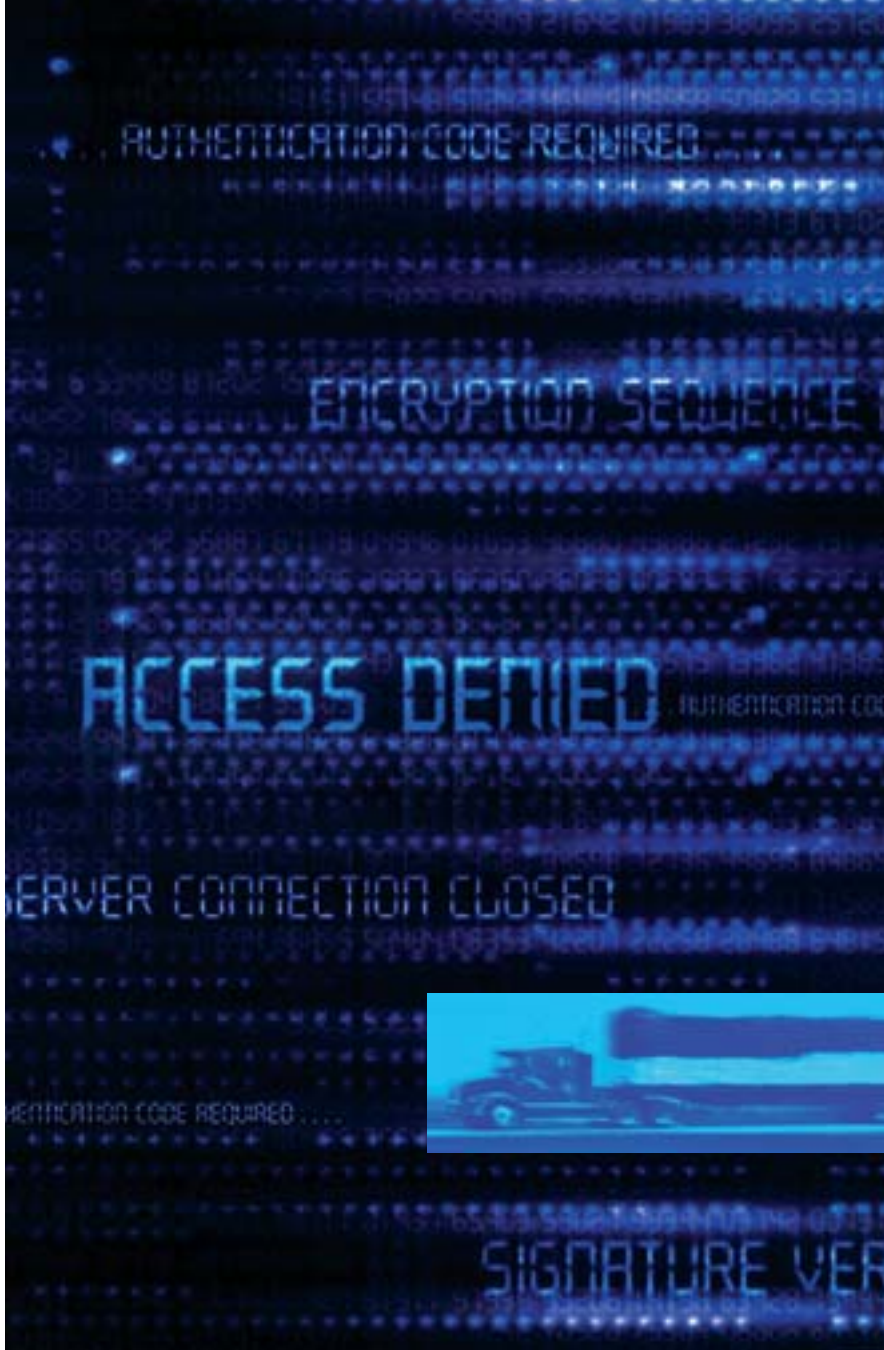
## Roll Modeling

**communications** *How to measure your needs before spending on communications gear. By Stephen Petit*

**T**hinking about buying communications software? The very fact that you're in business probably means you have a hook or niche, and you're successful because you're unique. Your back-office software—your dispatch, accounting, and payroll systems—is going to be a little different than the next guy's. Whoever comes in to help you move data from your trucks into these systems has to

be able to marry his system up to your "uniqueness," probably by writing some software code.

New hardware and software are in development all the time. Cellular coverage is improving. Satellite communication companies are using more capable equipment. And down the road, you'll be looking at software that will not only track your finances but will signal you





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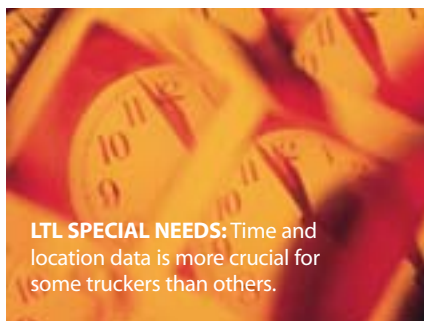
is close; he'll be there within the hour."

**KEY NEED NOW:** Temperature monitoring. The cargo compartment on each truck has two doors: one at the rear, one on the side. The fleet manager wanted sensors to monitor doors opening and relate it to temperature loss. "We want to make sure the drivers aren't leaving doors open for an extraordinary amount of time."

**PURCHASING DECISION:** The bakery supplier uses a GPS receiver, a trip computer, and a cellular modem. "We were testing our vehicle tracking system and coincidentally had a customer call and comment that his frozen goods, more than \$500 worth, had thawed out on him. Using the temperature history, I was able to prove that the temperature did not exceed zero degrees Celsius and that the goods were delivered at the proper time and temperature."

**RECOUPING LOST TIME**

**TYPE OF FLEET:** Less-than-truckload freight  
**AREA OF OPERATION:** Ontario, 11 states in the Midwest and South.  
**VEHICLES:** 12 straight trucks, 35 company



**LTL SPECIAL NEEDS:** Time and location data is more crucial for some truckers than others.

tractors, more than 65 trailers.  
**ROUTING:** 85 percent scheduled deliveries, occasional rush service.

**INITIAL NEED:** Reliable, cost-effective driver communication. "We might have a truck in the field that we know has 12 feet of space left on it. If we get a last-minute call about a load that will fit on that unit, and the pickup is anywhere close by, we want to immediately contact the driver and route him there." The company's long-distance trucks run the bulk of their miles in the United States, "and roaming charges on cell phones would kill us."

**KEY NEED NOW:** Route optimization. "We charge LTL freight based on weight and

distance, not on time or labor, so we try to reduce delays or recoup our time. Using time and location data is the best way we know of to justify charges for detentions and other inefficiencies in the supply chain. The reports help us collect detention charges or border wait times, but they also help change shipper behavior."

**PURCHASING DECISION:** Two-way satellite communications integrated with the company's dispatch system. "Our pickup and delivery guys are frequently in places where cell coverage conks out for a bit. When that happens, and we can't talk to the driver or send a message, we risk missing out on a load."

**ALL ROADS LEAD TO ROAMING CHARGES**

**TYPE OF FLEET:** Full-load contract carrier hauling hazardous goods.  
**AREA OF OPERATION:** Quebec, New England.  
**VEHICLES:** 52 tractors, 60 van trailers.  
**INITIAL NEED:** An onboard computer to replace mechanical tachographs. "We wanted to lower our fuel costs by reducing



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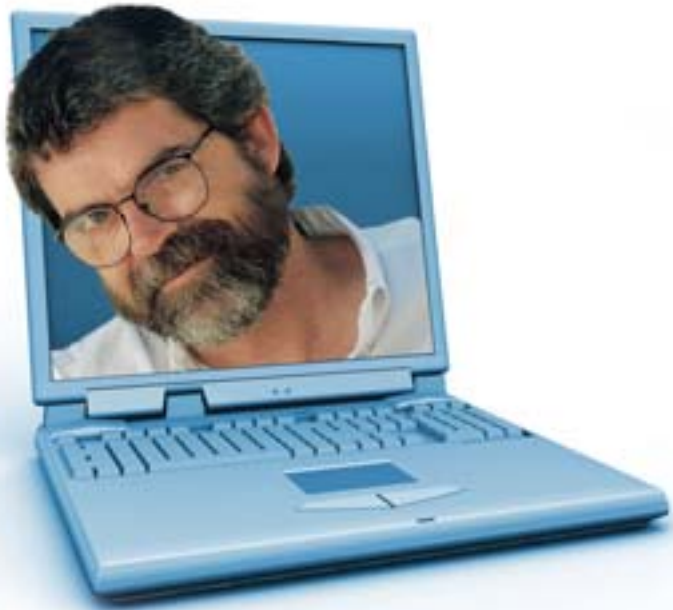


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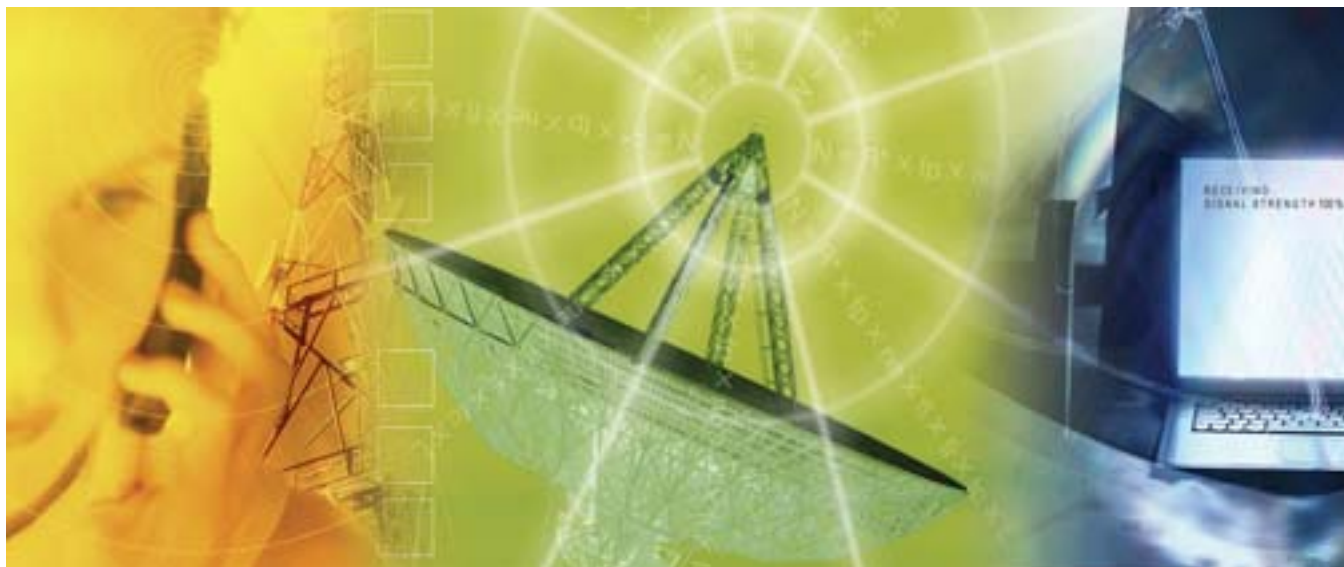


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**IDLING CHATTER:** Onboard computers can help minimize fuel wastage.

our idling. With the computer, we cut idling time on a typical run to an average of three percent of engine running time. Within 14 months, the system had paid for itself. Our average miles per gallon increased from 4.8 mpg to 6.3 mpg almost immediately, just from shutting the trucks off.”

**KEY NEED NOW:** Anticipating security

requirements for moving hazardous materials in the United States. The company wants the ability to send exception-based alerts for unauthorized stops, route deviations, and other suspicious actions, including the failure to report to dispatch in keeping with set parameters.

**PURCHASING DECISION:** Two-way satellite communication.

**WHAT CLINCHED THE DEAL:** Price and widespread, uninterrupted coverage. The com-

pany’s trucks run the bulk of their miles in the United States, “and roaming charges on a pure cellular system put it out of reach.”

**WHAT’S NEXT:** Tracking of untethered trailers. “From an asset utilization standpoint, and from a security standpoint, untethered trailer tracking is going to provide a lot of value to carriers, particularly those with high value cargo or hazardous materials cargo. We’re watching the costs come down.” ▲



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# Lance's Magic Wands

**image** Lowther's paintbrushes bring truck-company histories to life. By Peter Carter

**L**ance Lowther is the Stompin' Tom Connors of painting. He's toured this country, made friends everywhere and then painted amazing oil-on-canvas stories of the folks he knows. And he specializes in truck companies.

A self-taught artist from Parry Sound, Ont., Lowther has been commissioned by almost 70 truck entrepreneurs to capture their family business stories in his vibrant paintings which hang on company walls in all parts of Canada.

One hallmark of a Lowther work is his astounding way of telescoping time.

It's not uncommon for Lowther to include the founders of a company behind the wheel of a modern-day rig. Or, for instance, in a painting for Forbes-Hewlett founder George Stott, Lowther painted George and his wife Tina in the cab of a decked out Peterbilt 379 while outside, beside Stott's beloved '31 Ford Roadster, stands George's late mother Ida while his kids Thai, who is now 27 and Nicholas, 16, sit astride his prized '48 Harley. And the whole scene unfolds at the Nebraska Truck Plaza where George and Tina met each other. Not the literal truth, but evocative and artful? You bet.

"I think the idea was to see if he could

bring me to tears when he unveiled it in my office here," says Stott.

Did it work?

"It came," Stott says, "pretty close."

After he gets the commission, Lowther and his wife Esther visit the company and

draw the stories out of the owners and collect memorabilia or photos.

"Most company stories start the same," says Lowther. "Everybody starts with no money and a rusted truck."

Most companies, he says, don't have appropriate visual records of their early days because they're too busy working to worry about such things. Once the next generation is at the helm, they look back and wish that somebody had been there, during those early days, with a camera. And that's where Lowther comes in.



**IRONIC IRON:** Lowther's depiction of two familiar truckers—Forbes Hewlett and Mullen.

Each Lowther work takes about three months to paint. And when you look closely at one of them, you'll understand why. "There are 82 bars on a Peterbilt grille, and they're all there. I don't wing anything," Lowther says.

And the closer you look at one of his works, the more details you'll see. In a depiction of two Vitran tractor-trailers passing each other on an international bridge, you'll see the northbound truck reflected ever so subtly in its counterpart's trailer.

If you want to know more about Lowther, phone or fax him at 1-519-439-5366. ▲





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**S**terling Truck Corporation says its new low cabover medium-duty truck—the 360—offers leading fuel economy as well as easy entry and egress, a big cab, outstanding maneuverability and visibility, and a body builder-preferred design. Class 4 and 5 models will be rolled out this spring 2006 and Class 3 trucks in mid-2007.

Developed jointly with Mitsubishi Fuso, also a DaimlerChrysler subsidiary, the truck is available with all the necessary configurations for popular body options like dry van, reefer, and stake applications.

The key specs and options:

- 4.9L turbo diesel engine with 175 hp at 2,700 rpm and 391 lb ft of torque at 1,600 rpm;
- ABS and an electronic brake-pad wear sensor;
- standard engine brake;
- six-speed automatic transmission with final gear ratio of 5.285;

- GVWRs of 14,050, 14,500, and 17,995 lb;
- wheelbase and body-length combinations of 115 in. and 12 ft; 134 in. and 14 ft; 152 in. and 16 ft; 164 in. (at 14,500 and 17,995 GVWR only) and 18 ft; and 176 in. and 20 ft (17,995 GVWR only).

Standard features also include air conditioning, power steering, telescoping steering column, power door locks, back-up alarm, cold weather starting aid, power take-off opening and drive gear, oil check button in cab, and a Panasonic AM/FM radio with CD player.

Sterling says tests conducted at an independent third-party testing facility, Ohio's Transportation Research Center, showed the 360 to have leading fuel economy amongst low cabovers. Testing

assumed a P&D dry van doing 20,000 miles a year on average with diesel fuel at \$2.50 per gallon. Under these circumstances, Sterling claims a fuel-cost saving of \$600 a year or more compared to competitive models.

The new truck is said to feature a door width one inch wider than the market leader, a larger and more ergonomic step position, and a 73-degree door pivot, all of which makes for easier ingress/egress. That's helped by an 11.75-in. distance from step to cab, which is said to be up to 4.25 in. less than competitive designs.



Comfortably seating three, the truck features a dash-mounted gearshift lever allowing easy mobility inside the cab. The back of both passenger seats can be used

# CamExpo

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as a bench space, and the passenger seats have a fully adjustable seatback angle. The driver's seat has a height-adjustable armrest and a wide range of seatback angles.

For easy upfitting, the truck's shorter cab-to-body clearance of 4.5 in. allows for longer bodies with more load-carrying capacity and a greater range of body mount positions for optimum weight distribution and reduced wind resistance. As opposed to a tapered frame, the Sterling 360 is built with straight rails made of 51,2000-psi steel, and the parallel top and bottom flanges make it easier to mount bodies. That straight frame also makes wheelbase changes simpler because all components can easily be slid to a new location. Plus, the fuel tanks, batteries, fuel lines, exhaust systems, crossmembers, and wiring are all efficiently tucked away and routed for easy maintenance.

See your dealer or visit the 360-dedicated website at [www.betterallaroundtruck.com](http://www.betterallaroundtruck.com). See also [www.sterlingtrucks.com](http://www.sterlingtrucks.com).

## VOLVO UNVEILS 2007 ENGINE LINEUP

NEW D11 AND D13 PLUS REVISED D16 STAY WITH EGR

Volvo's 2007 engine family will include the new 10.8-liter D11, the 12.8-liter D13 (a stroked D12), and the updated 16.1-liter D16. The company says they'll deliver fuel economy equivalent to current engines. Cummins ISX engines will also be available in Volvo VT and VNL trucks next year through at least 2010.

While there are many detail changes compared to the current D12 and D16 motors, all three Volvo engines will continue to use cooled exhaust gas recirculation (EGR) technology with the addition of diesel particulate filters (DPF) made by Fleetguard, a Cummins subsidiary.

A key difference will be the price—at a

press conference during the annual meeting of the Technology & Maintenance Council in Tampa, Fla., Volvo said that the price increase for its trucks next year will be US\$7,500 to cover



Volvo's D16 Engine

the massive amount of work that's been done to meet the '07 requirements, including new technology for the engines, exhaust aftertreatment systems, cooling system enhancements, and changes to electronic engine controls.

- ★ 100% Air Operated
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# Today's Trucking

April 2006

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SIGNATURE (MUST)

\_\_\_\_\_  
DATE

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

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

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

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

**A. New vehicles & components**

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

**B. Replacement Components, Parts & Supplies**

- 07 Replacement parts (filters, electrical, engine parts, brakes, suspensions, exhaust)
- 08 Major replacement components (engine, transmissions, exhaust)
- 09 Oils, Additives & Lubricants
- 10 Shop equipment and tools

**C. Fleet Products & Services**

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

D.  15 None of the above

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

TRUCKS \_\_\_\_\_ TRUCK TRACTORS \_\_\_\_\_  
 TRAILERS \_\_\_\_\_ BUSES \_\_\_\_\_  
 OFF ROAD VEHICLES \_\_\_\_\_

**2 ARE ANY OF THESE VEHICLES ...**

- A. In any of the following Gross Vehicle Weight Classes?**
- Class 8: 33,001 lbs. GVW & Over  Yes  No
  - Class 7: 26,001 to 33,000 GVW  Yes  No
  - Class 6: 19,501 to 26,000 GVW  Yes  No
  - Class 3,4, or 5: 10,001 to 19,500 GVW  Yes  No
  - Class 1 or 2: Under 10,000 lbs. GVW  Yes  No
- B. Refrigerated**  Yes  No

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

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

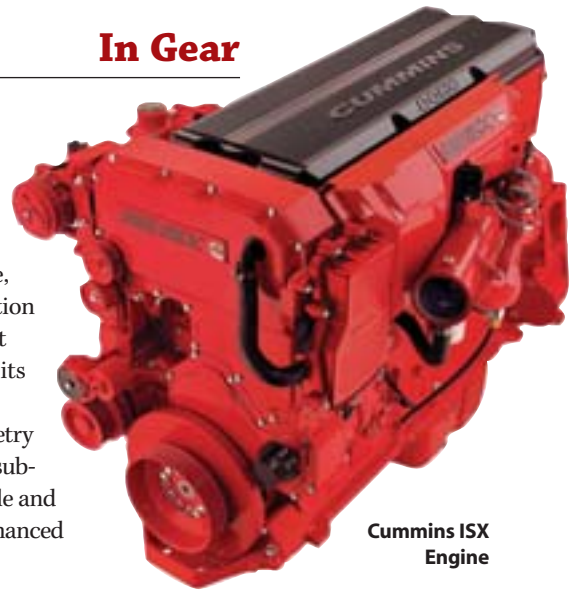
- (A)  For-hire (Common & Contract Trucking)
- (B)  Lease-Rental
- (C)  Food & Beverage Production/Distribution
- (D)  Farming
- (E)  Government (Fed., Prov., Local)
- (F)  Public Utility (electric, gas, telephone)
- (G)  Construction/Mining/Sand & Gravel
- (H)  Petroleum/Dry Bulk/Chemicals/Tank
- (I)  Manufacturing/Processing
- (J)  Retail/Wholesale/Delivery
- (K)  Logging/Lumber
- (L)  Bus Transportation
- (M)  Moving & Storage
- (N)  Waste Management
- (O)  Other

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

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

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





**Cummins ISX Engine**

The D11 will be available in the Volvo VNM (medium hood length) and Volvo VNL (long hood) models, rated from 325 to 405 hp with torque from 1,250 to 1,450 lb ft. At just 2,175 lb, it will suit weight-sensitive applications and local/regional haulers.

The D13, a re-worked D12, is for VNM and VNL tractors, as well as the VHD vocational machine, with 335 to 485 hp and torque levels from 1,350 to 1,650 lb ft. It weighs 2,550 lb. The big D16, first introduced here in 2005, has been updated to the new emissions standards. The D16 will again be available in the Volvo VNL and Volvo VT but its top 625-hp rating has been dropped. For 2007, it will be available with 450 to 600 hp, and torque from 1,650 to 2,050 lb ft. The D16 weighs 3,070 pounds.

Oil-drain intervals for the new engines are, depending on duty cycle: up to 30,000 miles for the D11; up to 45,000 miles for the D13; and, up to 50,000 miles for the D16.

On the serviceability front, the '07 particulate filters will need to be removed and cleaned at 150,000 miles or better, a job that will take about 90 minutes, Volvo says. The new EPA demand for crankcase ventilation is met by a centrifuge 'filter' that will need no maintenance.

Other features include:

- Ultra-high fuel injection pressure, with maximum pressures raised 20 percent over the Volvo D12 to 35,000 psi. The

higher pressures improves fuel atomization and dispersal in the cylinder for more efficient combustion and lower emissions.

- Precise injection control by multiple fuel injections per stroke, utilizing a new proprietary actuation strategy for the dual-solenoid unit fuel injector Volvo introduced on its 2002 Volvo D12.
- A new single-stage, variable-geometry turbocharger (made by Cummins subsidiary Holset), with a sliding nozzle and electronic actuation. It delivers enhanced engine response and driveability.

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

### CUMMINS READY FOR 2007

LITTLE CHANGE FROM PRESENT ENGINES The **Cummins** product line for 2007 features an emissions approach that's little changed from 2002/04. It will continue to use its proven cooled EGR technology and variable-geometry turbocharger, the only additions being exhaust aftertreatment by way of a Fleetguard particulate filter and a crankcase ventilation system with its own filter. This is consistent on all Cummins on-highway diesel engines for North America, including the heavy-duty ISX and ISM, as well as the mid-range ISL, ISC and ISB engines. Ratings will be essentially the same, with none removed for '07.

A small change, though an important one, is the replacement and relocation of the existing EGR valve. As with all other engine makers, these valves proved to be the single most troublesome component in the first EGR systems. Now moved out of heat's way, with a new design and manufacturer, that problem should be solved.

Cummins says it has some 300,000 EGR engines on the road, and they've racked up more than 30 billion miles of experience. Its 2007 field testing is said to be well ahead of schedule, having started last May, and that even includes having '07 engines installed in customer trucks on a normal assembly-line basis. Field testing has been extensive, including revenue service in at least two Canadian fleets, and limited production is slated to begin in the fourth quarter of this year.

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"We, along with our valued sponsors, Freightliner Trucks, ArvinMeritor, Espar Heater Systems, Caterpillar, Chevron, Michelin, SelecTrucks, and OBAC, believe that owner-operators are a 'driving' force behind Canada's trucking industry. An under-appreciated force at that. So once again we honor one of these dedicated, professional truckers with our 2006 highwaySTAR of the Year Award."

Jim Park, *Editor highwaySTAR*

The entire line features a single electronic control module that controls both engine and aftertreatment. All engines will use the patented Holset variable-geometry turbocharger, which features an electric actuator for 2007 with faster response and improved precision in adjusting air flow to the engine.

The particulate filter burns off soot automatically, invisible to the driver, though a manual 'regeneration' can also be done by simply idling the engine for 15 to 40 minutes, depending on ambient temperature. The filter will have to be removed and cleaned of ash—by a special machine—every 200,000 miles or so, a process that will take about half an hour. Oil-drain intervals will not change for 2007, and fuel economy should stay the same too, Cummins says.

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

## REAL-TIME TIRE MONITORING

### DANA EXPANDS TIRE-MANAGEMENT PORTFOLIO

Real-time tire pressure monitoring is now available with the SmartWave TPMS system just launched by **Dana Corporation's Commercial Vehicle Systems** group, with improvements in tire wear and fuel economy among the many benefits. It results from last year's marketing agreement between Dana and



SmartTire Systems Inc. of Vancouver. The TPMS system lays the foundation for a host of wireless sensing and vehicle communication system solutions, says Dana.

Real-time pressure monitoring means the system works on the road, not just when a truck or trailer is passing through a stationary gate-reader or when someone is using a hand-held device. The SmartWave system 'speaks' to

off-board communication systems, sending real-time pressure and temperature data to provide proactive maintenance scheduling as required. A record-keeping function provides convenient access to tire-pressure events.

Temperature fluctuations have a direct impact on proper operating tire pressures, but the system automatically compensates, ensuring proper inflation

regardless of tire temperature. It's a feature that will take on greater importance, says Steve Slesinski, director of product planning for Dana's Commercial Vehicle Systems, as new 2007 exhaust treatment systems are expected to add significant heat discharge under the vehicle.

The SmartWave TPMS system alerts the driver via a warning lamp if a tire deviates from the tire maker's recommended



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## In Gear

pressure settings. Each tire's condition can be graphically indicated on a dash display unit, allowing the driver to see the current pressure of each tire, as well as a warning when one is low. Call 1-800-826-4357 or visit [www.roadranger.com](http://www.roadranger.com).

### COOLANT FOR LIFE?

CHEVRON SETS NEW STANDARD FOR EXTENDED-LIFE COOLANTS

An engine coolant that never needs replacing, for all intents and purposes,



**Chevron engine coolants**

has been introduced by **Chevron Products**. The enhanced formulation of Delo Extended Life Coolant and Texaco Extended Life Coolant is good for 750,000 on-highway miles, 8 years, or 15,000 hours in off-road vehicles without

the use of chemical additives or extenders. It needs only normal topping up.

In fact, if a Chevron chemical extender is added at 500,000 miles/10,000 hours/4 years, the cooling system will be protected for a whopping one million miles or 20,000 hours/8 years. These dramatic increases over current ELC products will result in measurable cost reductions—over \$500 per vehicle annually—for truck operators.

By comparison, current extended-life coolants have a life expectancy of 400,000 miles, at most without extender, and 600,000 if extenders are used at 300,000 miles/12,000 hours.

As engine technologies advance, higher operating temperatures will become the norm. In order to protect newer engines, Chevron's new ELC formula has been engineered to provide exceptional heat transfer capabilities, the company says, along with reduced electrical conductivity and improved corrosion protection.

The new formula meets the new heavy-duty coolant spec ASTM D6210 and exceeds most major coolant specifications, including Caterpillar EC-1.

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



### DIESEL/ELECTRIC REEFER UNIT

CARRIER'S NEW VECTOR CAN RUN ON ELECTRIC STANDBY POWER

Designed for multi-temperature trailer applications, the new Vector 1800MT refrigeration unit from **Carrier Corp.** is the first to use hybrid diesel electric technology. Patented Deltek technology is said to offer superior reliability and performance, plus an estimated 30 percent reduction in maintenance costs. The

# The Automated Transmission



**The UltraShift® LHP can handle high GCWs. Its 2-pedal operation helps attract, train, and retain drivers (Model RTLO/M-16913L-DM3).**

## The Fuller® UltraShift® LHP Makes It Easy to Attract, Train, and Retain Drivers.

Eaton's new Fuller UltraShift LHP (Linehaul High Performance) 2-pedal automated transmission handles steep grades, grueling city traffic, and GCWs up to 110,000 lbs. (50,000 kg). UltraShift LHP also lets you access a larger, more diverse pool of potential drivers and get them behind the wheel faster with less training.

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

“ We tested 5 UltraShift® LHP transmissions and had such great results that we ordered 45 more. Our drivers like the performance, and the LHPs are as reliable as our manual transmissions. ”

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



Vector 1800MT is the first multi-temp system to use Carrier's Advance micro-processor control, which delivers precise refrigeration control, driver set-up ease, and exclusive fuel-optimization options, the company says.

By expanded use of electronics and maintenance-free electrical components, the Vector eliminates two-thirds of the serviceable mechanical components found in conventional systems—such as idler pulleys, vibrasorbers, most belts, fan shafts, the compressor shaft seal and clutch—while using only half the refrigerant charge compared to conventional systems.

Other features: built-in electric standby capability for fuel savings, emissions and noise reduction, and regulatory compliance at the loading dock; 100 percent electric heat, instead of hot gas for constant heating capacity independent of ambient temperature; and less noise thanks to the elimination of many mechanical components and optional 'Stealth' components.

The unit employs a direct-injection Kubota diesel engine along with an aircraft-quality, high-performance electric generator and an electrically driven sealed compressor.

## WEBB WHEEL CHANGES BRAKE DRUM

**W**EBB WHEEL'S popular 66864 rear 16.5-x-7 brake drum now has a different look. The company has added external rest pads and removed valve stem slots from this widely used brake drum. Webb customers are advised that all application specifications remain identical between the 66864

The system lends itself well to electric standby, Carrier says, which is why the 1800MT comes with 460-volt plug-in capability. Especially important in urban distribution, facilities can tap into standby power for emissions and noise abatement as well as fuel savings.

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

## COMPOSITE TRAILER SPRING

MERITOR'S SIMILAIR DELIVERS  
SMOOTH RIDE

The new SimilAir composite trailer spring for linehaul and general service applications has been introduced by

## spec Sheet

drums shipped before March 1, 2006 and product shipped after that date with the new appearance. The Webb logo and part number will be plainly visible on the new product as well.

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

**ArvinMeritor's Commercial Vehicle Systems (CVS)** business. It's a mechanical spring that delivers ride quality close to that of an air suspension, the maker says, with much lower initial and life cycle costs.

The composite spring assembly is more durable and provides significant weight and cost savings, ArvinMeritor says. Suspensions equipped with this new composite spring are said to weigh as much as 240 lb less than the lightest air suspensions, and over 100 lb less than popular mechanical suspensions. It also offers less maintenance than air suspensions, and is more resistant to corrosion than steel springs.

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**... because down-time is money lost.**

# THAT'S ABOMINABLE SNOW, MAN

## THE YETI TRUCK CLEANER'S NO FLAKY INNOVATION

**S**pring's here, so it's time to think about next winter. After all, this is Canada. And a man from St. Ephrem-de-Beauce, Que., wants you to plan for how you're going to sweep the ice and snow from your trailers.

Michel Couture is president of Couture Transport and Mire Equipment, the manufacturer of the Yeti—an automatic snow-removal system designed specifically for the trucking industry.

Couture says he has long been interested in developing a "proper snow remover." Flying snow and ice is not only a hazard for passing motorists and pedestrians, truckers are responsible for the material that falls from their iron. Even if no damage is done or lawsuits launched, a company's reputation suffers every time a passerby sees ice or snow flying off the trailer.

Couture also recognizes that the traditional recipe for removal—ladders, shovels, safety gear and reluctant drivers—is inadequate, demoralizing, time-consuming, and dangerous.

According to Couture's best calculations, it can cost a truck



company up to \$40 in materials and labor to clean one van roof. And that doesn't include the costs that might result from a fall or injury. So if you have a bad snowfall and you have to clean 200 trailers some morning, that's an \$8,000-bill to pay before any freight gets moved. Do that eight times a year, and you've more than spent the \$54,000 it would cost you to own a Yeti. The Yeti also only takes 1.5 minutes per trailer. And it will work at 4:00 a.m., a time most drivers

would prefer not to be up on the trailer roof.

With a Yeti, the snow is pulled in from both sides to the centre and then blown 20 feet to the passenger side, either into a pile or a waiting dump truck or even a melting device.

The triple-action head removes any accumulation of ice. The metal auger which remains one inch from the roof breaks any density of frozen material while the rubber auger, which touches the roof, cracks smaller amounts of ice or snow, and finally, the snow resistant brush removes even the fine powder. *For more information, contact David Russell, at Securitrim 2002, 888-666-4961.*

ArvinMeritor says a suspension using SimilAir composite springs offers these advantages: no air springs, shock absorbers or leveling valves (vs. air); drive-home capability that greatly reduces potential for roadside maintenance; mechanical suspension performance at the dock (i.e. no dock walk); plus reduced vibration and noise compared to steel springs.

Meritor SimilAir is a joint effort between ArvinMeritor and Liteflex LLC. The two companies recently announced a long-term agreement granting ArvinMeritor exclusive distributorship of Liteflex truck, trailer, and specialty vehicle composite mechanical springs for

North America and several other key global markets. Liteflex, located in Ohio, has supplied composite technology to General Motors for some 25 years. *See your dealer or visit [www.liteflexllc.com](http://www.liteflexllc.com) and [www.arvinmeritor.com](http://www.arvinmeritor.com).*

## TRUCKMATE READY FOR ACE

CERTIFIED BY U.S. CUSTOMS AND BORDER PROTECTION

**Maddocks Systems**, the Canadian developer of TruckMate for Windows trucking management software, has become a certified solution provider for the ACE e-Manifest program. Maddocks says it's worked closely with the U.S.

Customs and Border Protection (CBP) agency on intensive compliance testing to reach this level of certification.

It allows Maddocks clients to send the required e-Manifest data directly from the TruckMate software package. By seamlessly transmitting the shipment information required by ACE, time-consuming data entry will be eliminated and accuracy will be ensured prior to transmission.

Under ACE, before reaching the border, trucks are required to submit an e-Manifest through the web-based ACE secure data portal or through a CBP-approved electronic data interchange. An e-Release, the electronic process by which CBP authorizes the release of goods from the carrier or warehouse to an importer, will be required for shipments heading into the U.S.

Using the detailed shipment information already captured in TruckMate, Maddocks clients will be able to submit all the information required through a customized e-Manifest program within the TruckMate software. Submitting the manifest early allows border security

ArvinMeritor SimilAir trailer spring



## Retail Diesel Price Watch

Find out how Espar Heaters can SAVE YOU MONEY.



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### WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of March 14, 2006 • Updated prices at [www.mjervin.com](http://www.mjervin.com)

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	101.7	0.5	83.8
VANCOUVER *	99.8	1.4	68.2
VICTORIA	101.4	2.8	73.3
PRINCE GEORGE	92.9	1.3	67.8
KAMLOOPS	95.8	2.1	70.6
KELOWNA	95.2	1.0	70.0
YELLOWKNIFE	102.9		83.1
CALGARY *	85.7	2.1	67.1
RED DEER	87.5	-0.3	68.7
EDMONTON	85.3	0.6	66.7
LETHBRIDGE	89.6	0.7	70.7
REGINA *	91.1	3.8	66.1
SASKATOON	91.5	0.5	66.5
PRINCE ALBERT	93.2	-0.4	68.1
WINNIPEG *	91.5	2.0	70.0
BRANDON	90.4	1.5	69.0
TORONTO *	91.4	-0.5	67.1
OTTAWA	90.9	2.8	66.7
WINDSOR	89.1	-0.5	65.0
LONDON	89.9	3.4	65.7
SUDBURY	92.1	-1.4	67.8
SAULT STE MARIE	94.2	-1.0	69.8
THUNDER BAY	91.9		67.6
NORTH BAY	92.4	0.9	68.1
TIMMINS	94.6	-0.1	70.1
HAMILTON	91.1	-0.7	66.8
ST. CATHARINES	88.2	-2.5	64.1
MONTREAL *	104.0	3.4	70.2
QUÉBEC	99.9	-0.3	66.7
SHERBROOKE	99.9		66.7
GASPÉ	98.4	-1.5	65.3
CHICOUTIMI	99.0	0.8	65.9
SAINT JOHN *	104.4	0.5	69.9
FREDERICTON	104.9	-0.6	70.3
MONCTON	101.7	-0.3	67.6
BATHURST	101.9	-1.5	67.7
EDMUNDSTON	99.7	-2.0	65.8
MIRAMICHI	102.7	0.6	68.4
HALIFAX *	96.9	0.2	64.9
SYDNEY	100.9	1.0	68.4
YARMOUTH	100.9	1.0	68.3
TRURO	99.9		67.5
CHARLOTTETOWN *	98.3		68.1
ST. JOHNS *	105.5		71.2
GANDER	107.2		72.7
CORNER BROOK	103.6		69.6
<b>CANADA AVERAGE (V)</b>	<b>94.2</b>	<b>1.4</b>	<b>67.8</b>

V-Volume Weighted

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

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

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

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



## In Gear

agencies to pre-screen the manifest through multiple checks before the truck arrives. Call 800-663-0626 or visit [www.maddocksystems.com](http://www.maddocksystems.com).

## TRAILER SUSPENSIONS

HENDRICKSON BROCHURES COVER INTRAAX, VANTRAAX

Recently updated brochures from **Hendrickson** highlight Intraax and Vantraax integrated primary and slider air-ride trailer suspension systems featuring AXT (Advanced Axle/Beam



Technology). AXT teams tapered-beam and large-diameter axle technologies. The traditional 5-inch axle diameter is increased by three quarters of an inch, reducing weight while increasing strength, the maker says. Standard features include Tri-Functional bushings, short S-cams for responsive braking, and extensive choices for long-life wheel ends. See your trailer dealer or visit [www.hendrickson-intl.com](http://www.hendrickson-intl.com).

## AUXILIARY AIR CONDITIONER

SMALL AC UNIT RUNS ON 12 VOLTS

**Dometic Corporation** recently introduced a patented auxiliary air-conditioning system that can be operated on a 12-volt DC power source without idling the truck's engine or running an auxiliary power generator unit. The system consists of a compact, efficient, self-contained 7,000-BTU air-conditioning unit, packaged with a 2,500-watt inverter/charger unit and separate dedicated battery bank. A shore-power plug is also included, so the system can run on external AC power when hookups are available. The HVAC batteries automatically recharge whenever the main engine is running or shore power is hooked up.

The truck's starting batteries are automatically isolated from those of the HVAC system. The low-profile unit can be installed under a seat or bunk when space is limited, and it has a self-contained refrigerant loop pre-charged at the factory. It's not necessary to add or adjust the refrigerant at installation. Dometic offers a turnkey package that includes all ducts, wiring, grills and thermostat control. Using the inverter-battery combination, the system can provide several hours of air conditioning before it's necessary to recharge the batteries. See [www.dometicenviro.com](http://www.dometicenviro.com).

## MOBIL DELVAC ELC

EXTENDED-LIFE COOLANT FROM EXXONMOBIL

**ExxonMobil** has announced an addition to its Mobil Delvac family of premium lubricants and greases—Mobil Delvac Extended Life Coolant/Antifreeze. The company says it's designed to provide exceptional corrosion protection for all cooling system metals and to help extend coolant drain intervals for any diesel-, gasoline- or natural gas-powered engine.

Formulated with patented organic corrosion inhibitors and stabilizers, as well as contamination tolerant additives (CTAs), the new extended life coolant is compatible with all coolant technologies, and can help reduce the formation of harmful acids that impede cooling system protection, especially important for engines that feature exhaust gas recirculation technology. The maker says the new coolant can provide up to 600,000 miles of on-highway use, or six years, or 12,000 hours of off-highway use.



Mobil Delvac Extended Life Coolant/Antifreeze meets or exceeds all major OEM and industry coolant specifications, including CAT EC-1; Cummins 14603; Detroit Diesel 7SE298; MTU 5048; and Mercedes DBL 7700. Call 1-800-662-4525 or visit [www.mobildelvac.com](http://www.mobildelvac.com).



# Limiting Truck Speeds to a Maximum of 105 kph

The Ontario Trucking Association is asking the Ontario Government to require all trucks built after 1995 and operating into, out of and within Ontario, regardless of domicile, to have their electronic engine speed limiters (sometimes called governors) activated and to set the maximum speed that a truck could attain to no more than 105 kph.

OTA has been concerned about increasing speeds of cars and trucks on Ontario highways for several years. While truck drivers are the least likely to be excessively speeding, there has always been a group of truck drivers that do speed and unscrupulous trucking companies that do not try to control this behaviour. As there are more truck drivers now than ever before, it appears that there are more trucks speeding now than previously.

## MYTHS VS REALITY

**Myth: Getting trucks to operate at a responsible speed will reduce productivity and could harm our economy.**

**Fact:** Over 50% of the trucks operating in Ontario today and 74% in the United States are already governed without harming their ability to service their customers and compete effectively. In fact, because of the money they save by slowing down, they are more productive and competitive.

**Myth: Truck drivers' pay will be affected by speed limiters set to a max 105 kph.**

**Fact:** No. Many carriers already govern their fleets at or below 105 kph and their drivers are paid no differently than those that don't. Most truck drivers are already driving at a maximum speed close to 105 kph. It is not reasonable to suggest that in order to make money a driver has to operate at excessive or unsafe speeds. A driver's take home pay will not be impacted by mandating a maximum travel speed of 105 kph.

**Myth: Owner-operator's pay will be affected by speed limiters set to a maximum speed of 105 kph.**

**Fact:** No. Owner-operators who understand the fuel efficiency implications already drive at a maximum speed close to 105 kph. It is not reasonable to suggest that in order to make money an owner-operator has to operate at excessive or unsafe speeds. The reality is owner-operators who speed are reducing their profits by increasing their fuel costs.

**Myth: Mandating a maximum speed of no more than 105 kph will have an effect on driver alertness and/or fatigue.**

**Fact:** Drivers whose trucks are already governed say removing the pressure to speed actually reduces their overall the stress levels which contribute to fatigue.

**Myth: It will take truckers longer to arrive at their destination.**

**Fact:** The effect on trip times is marginal and manageable. See table below for estimated impact on trip time resulting from traveling at 105kph instead of 110 kph.

### Minimal Impact on Travel Time

Starting Point	Trip Destination	Impact on Travel Time
Toronto	Windsor	10 minutes
Toronto	Montreal	15 minutes
Toronto	Chicago	20 minutes
Toronto	Halifax	45 minutes
Toronto	Vancouver	2 hours

**Myth: Speed limiters set at no more than 105 kph will lead to an increase in car-truck rear-end collisions.**

**Fact:** No. Independent research shows the minimal increase that may result is more than offset by the overall safety gains.

## BENEFITS

- ✓ **Fuel Savings** - Of up to 10,500 litres of diesel fuel per truck per year. At current diesel prices, this would equal an annual savings of about \$8,400 per year per truck.
- ✓ **Greenhouse Gas Reductions** - The elimination of over 140 kilotonnes of GHG emissions per year.
- ✓ **Reduced Risk of Severe Crashes** - It is a fact that there is a direct correlation between speed and risk and severity of crashes.

## BROAD-BASED SUPPORT

- Pollution Probe
- The Lung Association
- Canada Safety Council
- Traffic Injury Research Foundation
- The Insurance Bureau of Canada
- SMARTRISK
- RoadWatch
- Markel Insurance Company of Canada
- Old Republic Insurance Company of Canada
- Transportation Health & Safety Association of Ontario
- The Ontario Safety League
- Canadian Transportation Equipment Association
- CAA Ontario
- All Canadian provincial trucking associations and the Canadian Trucking Alliance
- And over 70% of the public, according to a recent poll



Read more about OTA's speed limiter proposal on page 78

For more information about speed limiters visit [www.ontruck.org](http://www.ontruck.org)

<b>Alliance Parts</b>	14	<b>HighwaySTAR of the Year</b>	98	<b>TruckWeight</b>	71
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## TURNKEY DRIVER TRAINING

THIRD EDITION OF THOMSON LEARNING HANDBOOK

The publication of 'Trucking: Tractor-Trailer Driver Handbook/Workbook, 3rd Edition' has been announced by

**Thomson Learning Career and Professional Group.** It's said to provide

a comprehensive, turnkey curriculum for driver training. This new edition was written in co-operation with the Professional Truck Driver Institute (PTDI). Coverage focuses on safe standards in all aspects of professional driving, from securing loads to handling hazardous materials. Updated coverage includes hours-of-service information and current transportation security requirements. Driver tips are included in each chapter, along with warnings that help drivers anticipate and avoid common problems on the road (ISBN 1-4180-1262-9, US\$49.95 list). See [www.trainingbay.com/truck](http://www.trainingbay.com/truck).

## WEATHERPROOF POWER

VOLVO OFFERS XANTREX INVERTER/CHARGER

**Xantrex Technology** says its new RM1012 AL Inverter/Charger is available for Volvo VN and Volvo VT 880 highway trucks. It has the unique advantage of being externally-mounted and fully weatherproof, and is claimed to be the most advanced inverter/charger in the heavy-duty market. It converts DC



(battery) power into 120-volt AC (household) power in the vehicle cab to operate devices such as TVs, microwaves and computers, thus eliminating the need to buy special 12-volt appliances or an auxiliary combustion generator. Xantrex says the new inverter has had rigorous road testing by truck drivers. The Xantrex auxiliary power unit weighs 40

lb, along with approximately 35 lb of required harnesses, brackets and cables. Xantrex is based in Vancouver. See your Volvo dealer or [www.xantrex.com](http://www.xantrex.com).

## ELECTRIC PRESSURE WASHER

KÄRCHER'S DIESEL-HEATED WASHER IN 11 MODELS

**Kärcher** has introduced a new line of electric-powered, diesel-heated hot-water pressure washers as part of its Liberty Series. There are 11 models in the line featuring a unique hand truck design and tubed pneumatic tires for maneuvering around a wash facility. The models feature electric motors from 1.5

to 7.5 hp and have cleaning power ranging from 2.0 to 3.9 gpm and from 1,000 to 3,000 psi. Models come in many electrical configurations, including 120, 230 and 460 volts. All models feature a low-maintenance, tri-plunger high-pressure pump. All are made of 1-1/4-inch steel tubing and painted with an epoxy powder coat finish for all-weather protection.

See [www.karchercommercial.com](http://www.karchercommercial.com). ▲





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**TA-300U**

~ **Lee Babcock**  
General Manager  
Scona Trailer Manufacturing



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By Peter Carter

## Lion At The Wheel

Sometimes, the heroes are the guys you least expect.

**O**n one hand, you have the Mullens, Bedards and other wheeling dealers in this industry. But every so often, I'm reminded that often the truly inspirational characters are hard-slogging guys behind the wheels. People you never otherwise hear about. Like Swarun Singh Bal.

Every week, Swarun Singh Bal takes a trip from Toronto to the Mexican border for an outfit called Cal Vinson Trucking. In fact, he's Vinson's go-to guy. The day I phoned to meet Swarun, he'd been called in on his day off to help some other driver.

He has a spotless record and his supervisors describe him glowingly. One gentleman, Al Sobottka, who managed Bal for more than a decade, says he wishes all drivers were as reliable.

Swarun learned to drive in Northern India on mountain paths where mules barely fit. I've actually been to the area and can attest to the extreme conditions. In that part of the world, you need a special licence to drive the hills.

Swarun had one, and after several decades of driving, he was named—get this—the best commercial driver in India. In all of India, for goodness' sake! The prize: a new car and 80,000 Rupees.

The year: 1967. Did I mention that he is, in his words, "76 or 77"?

Swarun was born poor. He didn't own shoes until he was 11. When he was in "about the third or fourth grade," Swarun had to quit school and go to the city to work. A man from his village ran a restaurant and young Swarun was hired on to wash dishes. At 16 he found himself upping with the British Army and preparing to fight in Kashmir. That's where he learned mountain driving.

These days, the licence plate on his aging car reads "25 May 71." That's the date he and his family arrived in Montreal. "Canada," he asserts, "is definitely the best country in the world."

For 15 years, he delivered meat around Montreal. Only when his son moved to Toronto as a licenced pilot with his own Beechcraft did the family migrate to the Ontario capital. Here, he signed on with Magnum and drove linehaul for almost 20 years.

Of course, in the meantime came 911. If you look and dress like Swarun Singh Bal, that date takes on special significance.

Swarun says he is stopped and searched with far greater frequency on trips through the States, but, he says, "I don't blame them. They have a job to do to keep their country secure."

For a man who hasn't been past grade three, he can recite Indian and Sikh history as if he had a doctoral degree. A good Sikh, he says, must be disciplined enough to move with the times.



**SWARUN'S LICENCE PLATE:** Represents a very special day in his family history—the date they entered Canada.

So although he knows strict adherence to his religious beliefs, including carrying the ceremonial dagger known as the Kirpan, he leaves it at home when he travels.

"If it's snowing out, you have to adapt to the weather. If one cannot carry the Kirpan, one cannot."

The same applies to a hard hat, he says. "If you want to maintain the discipline of wearing your turban and your employer has rules that say you cannot, you should find other work."


On the road, Swarun eschews satellite radio or CBs. He says he prefers to while away the hours marveling at "God's miracles of nature. When you constantly think about everything around us, all the places you go and how every little thing in the world has its purpose, you will never get bored."

When he's not driving his '95 Mack, he's at home tending to his frail and mostly bedridden wife Surinder Kaur who was robbed of her vision a few years ago by diabetes. Fortunately, he has a live-in nurse on hand to help out when he's away—but he has to pay her salary out of what he takes home from Cal Vinson trips.

But gripe? Like his former manager Sobottka says, "Swarun never complains about anything."

Before I met Swarun, I didn't realize that "Singh" means lion. Now I know why. ▲

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