

EMISSIONS: Is SmartWay actually the smarter way? PG. 21



Fuel-saving evangelist
Yves Provencher

Today's Trucking

The Business Magazine of Canada's Trucking Industry

February 2011
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Our new-gear guru
ROLF LOCKWOOD
highlights the year's
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Canada



**Kenneth R. Wilson
Award Winner**

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It's payday payback time

Since deregulation there has been a significant drop in wages for over-the-road drivers. At the time of deregulation we earned as much or more than skilled-trades workers here in Canada.

We are now \$30,000 to \$40,000 a year behind these trades people. I believe the way we are paid borders on violating human rights laws as well as labor laws.

It's time for drivers to fight back. I'm looking for drivers who are willing to circulate a national petition on the issue.

It would be great if our employers supported it too.

It would be to their benefit as well. If such a petition fails, I think we should consider a class-action lawsuit to force a solution to the problem. At the very least, a pay-equity study should be done in the transportation industry to determine a fair and equitable pay system.

Feel free to contact me at ghammond2008@rogers.com.

Glen W. J. Hammond,
Brantford, Ont.

Churning the other cheek

Re: "Paved New World," by Peter Carter, Jan. 2011.

There is NO driver shortage and I highly doubt there ever will be. If there was, freight would be piled up on docks like cordwood for the stove.

How many times has a GTA based shipper ever had to say "I have a truckload paying \$1,500 to NYC and can't find a truck"?

I'll bet my net worth zero!

This is just another of the Ontario Trucking Association's (OTA) ploys to keep open the immigration flood gates and import cheap and unskilled labor. What the Liberty Linehails (I'm not picking on them specifically but your article tells me Liberty Linehaul President Brian Taylor is the new Chairman of the OTA) of the world suffer

from is a term referred to as "driver churn" which I am sure needs no description.

If the OTA membership could figure out how to stop churn, their alleged driver shortage would end. Instead of looking at and repairing their HR woes, cheap labor from across the pond appears to them to be their savior.

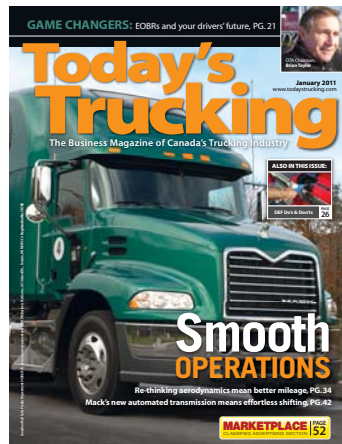
I say BS to this. If the industry paid a respectable wage and treated their driving staff with the respect they deserve, they wouldn't suffer the woes that they allege.

I find it amazing how the OTA membership can attend meetings and seminars and be civil to each other and the moment they are out

the door be knifing each other with below-the-belt business practices. The driver is the one that appears to suffer the most in all of this as everyone else in the industry gets raises.

Why not ask them what pay increases their shop staffs have seen over the years in comparison to the driving staffs. Because there is a demand for mechanics they have seen steady increases and perks. Drivers have not seen the same increases because, well, you know the answer, so I have made my point.

Michael Gower,
Ayr, Ont.



CORRECTION

On page 27 in "DEF-inition," which appeared in the January, 2011, issue of *Today's Trucking*, we incorrectly stated that a "13-liter DEF tank should be good to go for about 3,000 to 3,600 miles per fill up." The story should have stated "a 13-gallon DEF tank." We apologize for any confusion or inconvenience the error might have caused.



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Mobil Delvac
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By Rolf Lockwood



Getting Your Clock Cleaned

So how long should drivers drive? Don't ask Washington. They don't know.

Wacky is the only way to describe the hours-of-service schmozzle in the U.S. We have a wholly unnecessary set of new rules to replace a regime that was really still wet behind the ears. We have the revised regs—sort of—because of some ugly politicking and an American federal government that caved to a pair of lobby groups.

See the sad details in Marco Beghetto's story—"Going back in Time" on page 28.

The U.S. Federal Motor Carrier Safety Administration (FMCSA) announced just before Christmas that it would cap the driving day at 11 hours as it is now. Or, it said, maybe we'll call it 10.

What? Are they serious? Incredible.

"Geez, we don't know," they said. "We can't quite decide. This is pretty tough, man. Just hold on, bear with us, we'll figure it out."

It took 10 years to come up with the previous regime, so why should we think mere months could deliver a new one? More to the point, I'd say, why on earth did anyone think a new set of rules was required?

Yeah, well, we didn't, even though I thought the old one sucked. But the Teamsters and a lobby group called Public Citizen won the day and convinced Washington to re-visit the hours-of-service issue for specious reasons that have more to do with power and politics than road safety or driver health. Infinitely more. If you think that's not the case, you've been duped.

The environment in which all this has been happening is toxic, to say the least, and it has a lot to do with a simple hatred of trucks mixed with misinformation, greed, opportunism, and the fact that Americans sue for millions—and win—when they spill coffee.

I saw a press release the other day, for example, from an American law firm that specializes in representing "truck accident victims and their families... in personal injury and wrongful death lawsuits." As if truck-involved accidents were rampant. They're clearly not.

And hey, that's a law firm that *specializes* in truck accidents! If that in itself isn't opportunism, I don't know what is.

"We need to make sure that when a driver gets behind the wheel of one of these mammoth rigs, that driver is rested and alert and won't put other motorists at risk," the release said. "We need tougher rules, and we need to make sure those rules are followed."

Pure fear-mongering, but add some radically misleading information out of the FMCSA about the extent of the fatigue problem, as claimed by the American Trucking Associations (ATA), and

you've got a situation that 'toxic' doesn't really begin to describe.

Trying to justify these latest HOS changes, says the ATA, the FMCSA is now inflating its own crash numbers to elevate the perceived risk of fatigue.

As recently as 2009, goes the claim, the FMCSA used a fatality reporting system that attributes only 1.4 percent of fatal truck-involved crashes to drivers being "drowsy, asleep or fatigued." Now the agency is using 13 percent, ignoring the real data, says the ATA.

I believe the trucking association, because I see how the Environmental Protection Agency also plays fast and loose with numbers to justify its own agenda in exactly the same way.

But what's really happening here? The mindless rule-makers are driving steering-wheel managers out of the business,

It has a lot to do with a simple hatred of trucks mixed with misinformation, greed, opportunism, and the fact that Americans sue for millions—and win—when they spill coffee.

Canadians included, that's what. And precipitating a driver shortage like we've never seen before. The people who drive truck might otherwise be doing a wide variety of other things to earn a crust, so why should we think they'll put up with this endless regulatory crap?

They're angry and frustrated and begging to be left alone, all the while earning less money than they did five years ago for the same work. And hey, why does a truck driver work 11-plus hours when everybody else—except me—makes a living with eight-hour shifts? Never been able to figure that one out.

You carriers are no happier, I know, which leads me once again to say that our industry needs to re-think its very foundations. The financial model we used for years and years began breaking down with deregulation in the late 1980s, early '90s, and it's just become progressively less useful over time. The way we pay drivers, the way we're paid by shippers, everything's wrong. And just wait until we have electronic on-board recorders mandated.

Get ready to wash the fan. ▲

Rolf Lockwood is vice-president, editorial, at Newcom Business Media. You can reach him at 416-614-5825 or rolf@todaystrucking.com.

Dispatch

BY MARCO BEGHETTO

Blown Off Course

Despite new signs that warn of high winds in Newfoundland's notorious "Wreckhouse," some drivers are still taking a chance... and paying the price.

Ongoing incidents of trucks being swept off the TransCanada highway by high winds near Cape Ray in Newfoundland have led local officials and residents to wonder if drivers are paying heed to the new digital warning signs erected late last year.

The \$100,000 signs—at both ends of the province's notorious "Wreckhouse" area—were intended to convey wind speeds in real time and give truckers warning to pull over when the crossing was considered unsafe.

But witnesses say drivers are still taking a chance even when winds are high.

In December, several trucks on their way to the ferry terminal at Port Aux Basques ended up in the "salt-side" ditch when they encountered gusts estimated to be in excess of 130 kilometers-per-hour.

"We've been trying to get a digital sign there for years," says local resident Wayne Osmond. "We finally got one but the truckers seem to be driving right by it. I think it's like all signs. Stop signs, yield signs—someone's going to ignore it."

The incidents were even more infuriating to transportation officials when it was learned that the trucks that blew off the road had passed scores of other large vehicles that were parked in waiting areas outside the Wreckhouse until it was deemed safe to proceed.

"There were dozens and dozens, probably between 50 and 100 vehicles on either side of those signs, that were waiting for the winds to abate," says Melvin Keeping, town manager in Port Aux Basques. "So it wasn't just a case of one vehicle that came through there inadvertently."



Ches



Some trucks that safely make it through the crossing only do so by working together, three abreast, with the heaviest truck on the wind side. It's a strategy that can work, but could cause traffic chaos.

Indeed, Newfoundland's

transportation minister, Tom Hedderson, has said truckers who ignore warnings not to pass through the Wreckhouse area in southwestern Newfoundland are "dangerously irresponsible."

Brodie Thomas, a reporter for The Gulf News, says the terrain near Cape Ray is flat and serves as a speed track for winds funneling through the valleys of the nearby Long Range Mountains.

"The signs were put up late last year after a lot of locals raised the alarm. They were seeing trucks go over and started asking why we can't alert them to this problem. There really was not a lot of warning when the winds were up," he says. "Unfortunately, in the first big windstorm after the signs were put up and turned on, at least two big trucks blew over."

Gord Peddle, past chair of the Atlantic Provinces Trucking Association (APTA), and president of Atlantic Diversified Transportation Systems (formerly DD Transport & Warren General Freight), accepts that the risk-taking can stem from ignorance of the area, or a rush to get to the ferry terminal.

"There's an element of that," he agrees. "But I'd argue there's an element of cockiness

PUTTING THE CAP BACK ON CAPACITY

Shippers and freight carriers are feeling pretty good about this year as truckload, LTL, and rail are all poised to operate at "suitable levels of capacity," says the latest 'Road & Rail' industry expectations survey conducted by Cormark Securities and the Canadian Institute of Traffic and Transportation.

That bodes particularly well for highway carriers who emerged from the downturn relatively healthy "given [how] overcapacity and difficult pricing significantly contributed to undermining profitability during the recession" in that sector.

However, shippers indicate that they expect rail to maintain its edge in pricing power given that many truckload fleets are still facing difficult conditions due to overcapacity in certain lanes and low barriers to entry.

"That said, truckload capacity can be adjusted quickly, while LTL capacity is sticky given it is far more terminal-intensive," the report stated.

Catalysts that could further tighten supply in trucking include the new CSA safety rating system and revised hours-of-service rules in the U.S, which could likely decrease allowable driving hours per day.

Most shippers, though, find trucks' service performance holding firm or increasing, "driven by trucks' efforts to recover lost business," and as a result they don't plan on shifting their transportation spending to other modes in 2011.

"The industry had become far more competitive last year, given the intensity of the downturn and growing uncertainty surrounding customer demand," the reports states. "The level of competition amongst providers appears to be moderating, given capacity has been reigned in and modest economic growth this year, aided by improved confidence, stimulus spending and strong import/export trade, especially with Asia."

Both carriers and shippers are confident they'll grow next year, but in a complete role reversal from the last annual survey, shippers this time indicated they're slightly less optimistic than service providers, which, the authors add, "is understandable given perhaps shippers' increasing concern regarding the pace of economic recovery."

As well, carrier respondents appeared confident about core pricing growth (excluding fuel surcharges), projecting a low single-digit increase in 2011 compared to their projection last year of flat rates.

WHAT A WRECK: "The conditions change so bloody fast that it catches the guys with their pants down."

— Gord Peddle



Dispatches

as well. Some truckers will think, 'I've been through there a hundred times before and I know the road. I think I can get through there again.'"

Then, there's the element of surprise.

"You've got to appreciate the area you're in. The conditions change so bloody fast that it catches the guys with their pants down. I've been there myself. I drove a truck. You've got reported winds of 50 or

60 kilometers an hour or even 80 kilometers an hour, which you feel is acceptable. But the wind can vary so quick, and all of a sudden it comes up on you and you've

got 160 km-h winds coming off those mountains."

His company, which boasts about 165 trucks, instructs its drivers to take the wind warnings very seriously.

"If we hear anything from the RCMP or the Highway Services that it is advised to stay off the road, our drivers stay off," he says. "I've sat dry vans at the dock or on the other side for two days waiting for the

winds to die down. Usually in those situations the boats are shut down too, though, so you've got something to tell the shipper. But if the shipper has a problem with

that, well, those kind of customers usually stop being my customers."

The signs were only installed prior to Christmas, so it's going to take a while for the bugs to be worked out of the sign itself, says Keeping. "But will there continue to be accidents and mishaps there? Yup, probably will be.

"The local people know what they can get away with, even if the winds are at 120 km-h," he continues. "They go at their own peril, but they have an idea if they can make it. When you've got someone coming off the ferry, with a boat in tow who's never been here before, they don't know what they're getting into."

— by Allan Janssen

Speed Limiters

American trucks to be capped at 68?

For once, regulatory winds from Canada are blowing south and the Americans are catching the chill.

One of the most contentious trucking topics in Ontario and Quebec these last five years, speed limiters now looks as if it's going to be the issue *du jour* in the United States as well.

In fact, it's possible that we'll see a national mandate on truck speed limiters stateside long before other provinces implement them across Canada.

In January, the National Highway Traffic Safety Administration (NHTSA) announced that it

The wind can vary so quick, and all of a sudden it comes up on you and you've got 160 km-h winds.



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would “agree to initiate a rulemaking” on the matter, specifically making it mandatory that heavy-duty trucks set their speed limiters at 68 mph.

The NHTSA says that this “does not mean that a final rule will be issued.” But really, based on the government’s appetite for regulation, who are we kidding? The agency is aiming at 2012 for a proposal.

The regulation is a reaction to petitions from, among others, the American Trucking Associations (which first filed a petition for speed limiters in 2006), Road Safe America, and nine of the biggest carriers in the U.S., namely Schneider National, C.R. England, H.O Wolding, ATS



NO NEED FOR SPEED: Expect the speed limiter debate to heat up south of the border too.

Intermodal, DART Transit, J.B.Hunt, US Xpress, Jet Express and Covenant Transport. Here, Ontario and Quebec—at the behest of their local carrier associations—were the first jurisdictions in North America to require engine speed be limited to 105 km/h.

And just as we saw in those two provinces, the backlash, predictably, has already begun. First out of the PR gates: The Owner-Operator Independent Driver Association (OOIDA), which quickly issued its protest. “Speed limiting a truck at 68 miles per hour, or at any other speed, will

not improve highway safety,” said Todd Spencer, executive vice president of OOIDA.

“All credible highway research shows that highways are safest when all vehicles travel at the same speed and that different speeds for cars and trucks actually increase the likelihood of accidents.” OOIDA also claims that big carriers who voluntarily cap speeds to save fuel want speed limiters foisted onto smaller carriers so they can better compete for drivers.

Another problem: There isn’t a truly tamper-proof speed limiter right now and to develop that into the engine would raise the price of equipment—something OOIDA says its independent



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on the Docket

KEEPING TRACK:

Port Metro Vancouver has accepted an industry recommendation on the use of onboard tracking systems before it considers imposing wholesale requirements on all tractors in its Truck Licensing System (TLS). A nine-month pilot project, scheduled for April 2011, was requested by the B.C. Trucking Association (BCTA). Before BCTA intervened, the port was ready to go live with its plan to require all trucks be equipped with an onboard unit tracking device, including RFID "smart tag" technology, and GPS and dashboard communication, by April 11, 2011.



B LABELS:

Fuel retailers in B.C. are now required to label the amount of bio content in fuel if it's more than five-percent (B5) biodiesel or 10-percent ethanol. The labeling requirement took effect January 1, with a six-month educational enforcement period. However, wide-scale labeling might not happen immediately. During this soft enforcement period carriers should continue to verify the biodiesel content with the retailer if there is any uncertainty about the B blend.

ROCKY ROADS:

The government of Manitoba changed its long combination vehicle policy to allow a maximum length of 35 m for so-called Rocky Mountain Doubles. The extra length allows the use of tractors with attached sleeper berths rather than a day cab and harmonizes LCV requirements with neighboring Saskatchewan. The 35-m truck combinations are allowed, by permit, on the same routes where Turnpike Doubles (TPDs) currently travel.

LCVs

Trailer trash talk

According to Google Maps, it'll take you all of 26 minutes to get from the Maersk Deltaport facility to its Robert Bank port, at Tilbury. It's a fairly straight trip, mostly along River Road.

Maersk, one of the world's most accomplished shipping companies, wants to launch a pilot project using LCVs to move freight containers between the two points—only under ideal weather conditions with the most experienced drivers of course—but, to no one's surprise, a few local politicians are mouthing opposition to the plan.

The provincial MLA for the riding of Delta South, Vicki Huntington, told the local media she's worried about having LCVs on the roads. "I don't like the concept of truck trains in urbanized areas," Huntington has said. "I'm very concerned about the safety aspect."

members can't bear. OOIDA, with the help of the Owner-Operators Business Association of Canada, has spent years trying to sell similar arguments in Ontario and Quebec in the hope of getting the speed limiter laws scrapped, but to no avail.

It's not as if the safety arguments are necessarily without merit, though. Renowned professor and transportation expert Barry Prentice of the University of Manitoba called the safety argument for speed limiters "weak." As well, a review of the available literature on the issue by Transport Canada echoed critics' main talking point that a greater differential in speed between cars and large trucks could result in more rear-end collisions and similar crashes. The same report, though, lent credibility to propo-

nents' point that speed limiters reduce the severity of truck-car crashes.

What we've mostly learned, though, is there isn't really that much we truly know about the real-world effects of speed limiters on

North American highways. NHTSA says it will make its decision after hearing more from interested parties—on top of the 4,000 comments it has already received (most of which, contends NHTSA, tend to support the plan).

HOPS' SCOTCH CHALLENGE:

In mid-January Cambridge, Ont.,-based Challenger Motor Freight managed the move of six giant beer vats from Hamilton Harbour to a Molson Coors brewery in Toronto. The stainless steel tanks, each of which measure 45 meters long and eight meters high, weigh more than 45 tonnes and can hold about 1.4 million bottles of beer. Despite extensive pre-planning, the motorcade faced a number of delays due to tight corners, unexpected obstacles, and weather challenges. Challenger kept the public informed of its progress through a Twitter feed.





Chris C. F. Hammond, Jr.

heard on the Street

Ironically, on her website homepage, Huntington boasts about the importance of transportation to her region. “Given our strategic location, transportation is extremely important in Delta South Highways and rail lines carry people and goods from the ferries and the Port of Vancouver facility at Deltaport to points throughout the province and beyond,” it says.

But never mind that.

She is joined in her protest by NDPer Guy Gentner, MLA for Delta North, who has arguably taken federal MP Deal Del Mastro’s misguided campaign to rid Ontario of trailer LCVs to the next level.

“It raises a whole lot of questions,” states Gentner. “I think this is just the beginning of the horror show on B.C. roads.”

Horror show? Man, the rhetoric knob is apparently turned all the way to “maximum” in Victoria.

Geltner has requested the double-containers be stopped from using the roads until the provincial government addresses safety concerns and sustainable transportation alternatives.

Maersk’s plan, meanwhile, has more level-headed support from other local community politicians, the police, as well as the British Columbia Trucking Association (BCTA).

Const. John Merryman, who works in the Delta police collision investigation unit, told media that he had initial misgivings but after learning more about LCVs, he’s satisfied that they’re safe.

Maersk is still working on obtaining all the necessary

■ Who says truckers aren’t chivalrous any more? **Paul Daigle**, a 15-year veteran with **LOBLAW ATLANTIC** with a half-a million safe clicks under his belt buckle, was presented with the Good Samaritan award by the Atlantic Provinces Trucking Association (APTA). Driving along New Brunswick’s Highway 1 last April, he noticed a Midland truck flipped over. Daigle stopped and provided first aid to his fellow driver until an ambulance arrived.

The APTA also honored **CLARKE ROAD TRANSPORT** driver **Jeff Wilkins**, who was named Driver of the Year; **ATLANTIC PACIFIC TRANSPORT’S Ian Oliver**, named Dispatcher of the Year; and **RST SUNBURY’S Terrence Howe**, who was presented with the Safety to Motor Transportation Award.

As well, the late **George Smallwood**—a longtime staff member of the APTA—was posthumously presented with the Service to Industry Award.

■ **Chris C. F. Hammond, Jr.**, a trailer industry pioneer and former president of **GREAT DANE TRAILERS** in Savannah, Ga. passed away peacefully at the age of 98.

Hammond made his mark in the truck

trailer industry in 1937 by starting as the first trailer salesman for The Steel Products Company in Florida, which later phased out the steel business and became Great Dane.

Hammond retired as chairman of Great Dane Trailers in 1984 but remained active as a consultant until his death.

■ **Ted Gorski Sr.** founder of Windsor, Ont.-area **GORSKI BULK TRANSPORT** passed away in late December. He was 88.

Also an active farmer, the long-time OTA member pioneered the introduction of anhydrous ammonia for farming to Ontario. “An active businessman throughout his life, he also had a kind heart for those in need and provided many people a start in business,” stated the OTA.

■ **KRISKA TRANSPORTATION**, a 375-truck carrier in Prescott, Ont. announced that it’s buying JMS Transportation, a 30-truck fleet and logistics provider operating out of Point Edward. Specializing in hauling petrochemicals and rubber, JMS also boasts a strategically-placed warehousing division near the Sarnia-Port Huron border. With the move, former owner Kevin Langford becomes regional director of Kriska.

permits before the six-month trial can begin.

BCTA President Paul Landry stated that he’s downright “grateful” for the Delta police’s rational perspective on the proposal, noting research that shows environmental benefits and the safety track record of LCVs wherever they’ve permitted.

“Unfortunately, MLAs Guy Gentner and Vicki Huntington have chosen to focus on fear-mongering over fact-finding, publicity-seeking rather than engaging in public dialogue and justifying their position simply by cloaking themselves

in the all-purpose, motherhood banner of ‘safety.’

He challenged either MLA to come up with contemporary research or other reliable data that contradicts the safety and environmental record of LCVs.

We patiently await.

Alternative Fuel LNG? Sure it’s good, but ...

... it ain’t going to sell itself. Or at least not anytime soon without government support.

That’s the message from the Canadian Trucking Alliance (CTA) in reaction to

a new study by Natural Resources Canada which highlights many of the environmental benefits from natural gas-powered commercial trucks.

The CTA says the report, entitled Natural Gas Use in Transportation Deployment Roadmap, is a good assessment of the potential benefits and the obstacles to liquefied LNG as a fuel along key corridors and for urban fleets in Canada, but without major incentives it will be difficult for carriers to justify the increased costs for this equipment.

It’s a familiar line, but one

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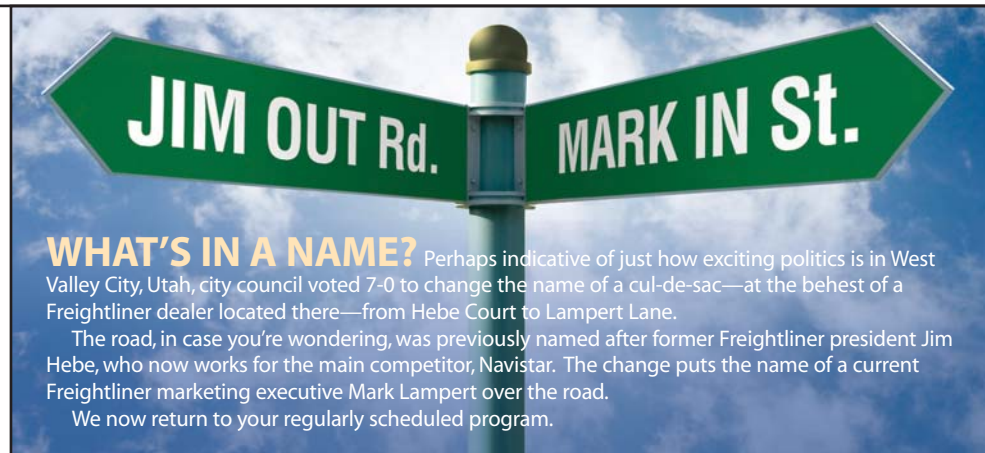
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that CTA isn't giving up on. The current premium for an LNG tractor is in the neighborhood of up to 100 percent or more over a conventional unit. As well, the distribution network is in an embryonic state and needs to be developed, says CTA.

"It will be of most interest to carriers with dedicated return-to-destination routes," says CTA chief David Bradley. "But as part of a broad, comprehensive strategy for reducing GHG emissions from trucking, it definitely has a role to play."

Though, investment on the part of the producers in the distribution infrastructure as well as significant tax incentives and price guarantees to encourage carriers to make the shift will be



required, he said.

The study makes note of much of that.

"Trucking fleets tend to be conservative in adopting new technology, and natural gas [particularly LNG] is unfamiliar and unavailable to most fleets," it states. "The uncertainty about fuel availability and prices, combined with the high incre-

mental vehicle prices, limited marketing and lack of financial incentives for natural gas trucks, explains the low level of uptake. The potential for market growth for natural gas vehicles will not be realized unless the attitudes, knowledge and key concerns of end-users are understood and addressed."

LNG, says Bradley, certainly has more potential benefit than biodiesel, which Ottawa is seriously considering mandating.

"We'd much rather that the federal government focused on these real solutions than trying to push things like biodiesel down the industry's throat," he says. ▲



INTRODUCING ANCRA'S REVOLUTIONARY NEW ERGO 360 WINCH BARS

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A HANDS DOWN SURE WINNER!

The Ergo 360 Bar is simply a better alternative to standard winch bars.

- Easily rotated to almost any angle
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- Reduces risk of slipping
- Standard mushroom tip keeps bar securely in winch cap
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- Overall Better

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3 STYLES OF ERGO BARS AVAILABLE



ANCRA'S New ERGO 360 Winch Bars with their unique shape offer features that make them the best, most versatile in the industry. Here's what drivers who have tried them are saying:

Unique Bend -
"The bar won't roll away when laying on high arched aluminum trailers"

Handle Design -
"The grip and bellowed end of the handle helps keep hands from sliding off the bar"

Mushroom Tip -
"Eliminates the risk of the bar slipping out of the winch cap"

More Stable -
"Eliminates the possibility of spinning out of position"

SITED ON THE WEB

Independent means independent: Judge

Just because a truck driver works pretty much full time for one carrier doesn't mean he's an employee. That was the gist of a recent landmark court ruling in the U.S., which struck a serious blow to the nation-wide efforts of unions trying to organize independent truck drivers. Experts interpret the ruling as strong legal backing for FedEx Ground and its business model, which is largely built on the use of about 15,000 owner-operators.

MORE @ <http://tinyurl.com/fedexruling>

Bridge boss put behind bars for defying court

Nelson Mandela he isn't, but the president of the Ambassador Bridge Co. remained defiant after being released from jail for refusing to abide a court order. A county judge was so fed up with the company's refusal to act on an order to dismantle certain facilities and redo construction work near the private bridge that he briefly jailed its president Dan Stamper for contempt of court. Stamper seemed less than humbled upon his release: "MDOT bureaucrats are doing everything they can to stop our successful 80-year-old private sector business from building our new bridge with our own money. They will lose."

MORE @ <http://tinyurl.com/bridgegonebad>

"What happens to the one-to-three-truck operations that can't afford the increased cost of fuel, can't afford higher wages, can't afford new equipment? What happens to them?"

— *Glen Kedzie*

MORE @ <http://tinyurl.com/Gkedzie>

TODAY'S TRUCKING on

twitter



twitter.com/todaystrucking

Hero Mill

Is the Yanke Group actually a Prairie freight carrier or is it the secret headquarters for a league of Canadian trucker superheroes?

It's a fair question after another pair of team drivers (and the fleet's third and fourth drivers in total) in as many years were named Highway Angels by the Virginia-based Truckload Carriers Association.

Last August, team drivers Dave Woodman and Tony Rheault were traveling along Highway 17 near Blind River, Ont., when Woodman watched as a Ford Explorer crossed the center line and collide with an oncoming tanker. The Explorer was crushed next to a guardrail.

Woodman pulled over and was the first on the scene. While he directed traffic and kept curious onlookers away, his driving partner Rheault ran to the passenger side of the crashed Ford and helped a blood-drenched woman get out from behind the airbag. The woman's 77-year-old husband, trapped behind the wheel, had suffered severe injuries. Rheault assisted a nurse who later arrived on the scene in treating the man.

Rheault and Woodman are the second pair of Yanke team drivers to be recognized by the TCA for their actions. In 2009, Jason Siddons and Paul Farrell, British-born team drivers hauling explosives, were commended by TCA for saving two brothers who were injured when their pickup truck swerved off the road. And a few weeks before that incident, Richard Rossnagel another driver with the same fleet, was also named a TCA Highway Angel.

MORE @ <http://tinyurl.com/yankeheroes>



From Marco Beghetto's Right Turn Blog

Hours of Silliness

So, after months of delays, the FMCSA finally handed down its decision (sort of) on changing the amount of hours drivers can be behind the wheel. The verdict? Well, we still don't know.

That's right. Even though it issued its proposal, the agency hasn't yet determined whether it'll keep the 11-hour driving limit or cut it to 10—although it clearly states it prefers the latter approach.

Some of the other six changes seem to come completely out of left field.

In an attempt to try and appease both industry and special interests, the FMCSA seems to have satisfied no one.

Predictably, critics of the current rule like the Teamsters and Public Citizen say it doesn't go far enough and they could choose to take aim at the agency in court again for, I suppose, the betrayal of not turning truckers into proverbial pumpkins at midnight. Meanwhile, the ATA insists (rightfully so) that the changes are unwarranted, unscientific and they too could launch their own lawsuit.

Truckers—who the Teamsters and Public Citizen insist need their protection—are, from what I can tell, overwhelmingly opposed to the changes.

Truckers are pissed off at being needlessly messed with—again. And they see through the political motives this time more than ever.

My personal feeling is that regulators were stuck between a rock and a hard place (and, no, I don't mean they're from Newfoundland).

The DOT spent years defending the current rule from Citizen et al. Then an Obama admin beholden to Big Labor passes down a mandate to 'toughen' up the rule and I'm not sure the department really knew what to do.

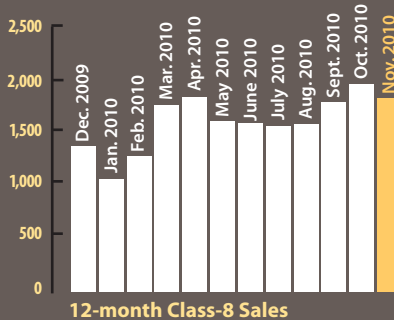
Just an outsiders' guess, but I bet this silliness we got is the result of that. After nearly two decades, the HOS conundrum is far from settled.

JOIN THE CONVERSATION @ <http://tinyurl.com/hosblog>

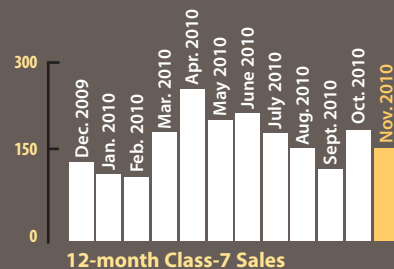
Canada: Truck Sales Index

November 2010

CLASS 8	This Month	YTD '10	YTD '09	Share
International	350	4266	3586	24.5%
Freightliner	488	3868	2439	22.2%
Kenworth	278	3352	1761	19.2%
Peterbilt	194	1926	1067	11.0%
Volvo	206	1762	1162	10.1%
Western Star	107	1067	820	6.1%
Mack	148	1062	916	6.1%
Sterling	0	133	765	0.8%
TOTAL	1771	17,436	12,516	100.0%



CLASS 7	This Month	YTD '10	YTD '09	Share
International	62	717	547	38.4%
Freightliner	21	340	186	18.2%
Kenworth	34	326	317	17.4%
Peterbilt	18	249	339	13.3%
Hino Canada	21	220	219	11.8%
Sterling	0	17	89	0.9%
TOTAL	156	1869	1697	100.0%



CLASS 6	This Month	YTD '10	YTD '09	Share
International	34	270	254	45.4%
Hino Canada	9	169	234	28.4%
Freightliner	23	110	55	18.5%
Peterbilt	0	34	21	5.7%
Sterling	0	12	34	2.0%
TOTAL	66	595	598	100.0%



CLASS 5	This Month	YTD '10	YTD '09	Share
Hino Canada	53	434	347	68.7%
International	7	125	156	19.8%
Kenworth	2	39	61	6.2%
Freightliner	0	13	5	2.1%
Sterling	0	12	312	1.9%
Peterbilt	1	9	16	1.4%
TOTAL	63	632	897	100.0%



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	34	47	8	4	132	92	19	5	1	8	350
Freightliner	23	28	12	45	252	92	16	17	0	3	488
Kenworth	24	115	10	4	61	49	15	0	0	0	278
Peterbilt	28	61	17	30	24	31	3	0	0	0	194
Volvo	10	19	13	11	76	64	13	0	0	0	206
Western Star	23	47	5	0	17	10	2	2	1	0	107
Mack	10	17	14	2	92	9	3	1	0	0	148
Sterling	0	0	0	0	0	0	0	0	0	0	0
TOTAL	152	334	79	96	654	347	71	25	2	11	1771
YTD 2010	1258	2918	773	943	6341	3740	859	442	21	141	17,436

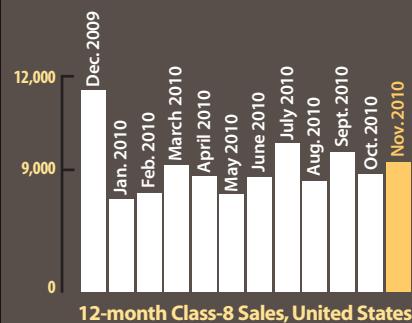
Sources: Canadian Vehicle Manufacturers Association and Ward's Communication.



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U.S.: Retail Truck Sales

CLASS 8	This Month	YTD '10
Freightliner	3259	31,294
International	1568	24,724
Peterbilt	1176	11,258
Kenworth	1182	10,124
Volvo	1133	8718
Mack	1047	7655
Western Star	143	1054
Sterling	0	466
Other	1	22
TOTAL	9509	95,315



\$15,000 IN CASH

That's what's up for grabs for the next highwaySTAR of the Year. The winner receives:

- ★ \$10,000 in cash
- ★ An Espar Heater System
- ★ Road-ready, trucker-friendly laptop from OBAC
- ★ Special-edition leather highwaySTAR jacket with winner's name and highwaySTAR of the Year logo
- ★ Travel and accommodations for two to Montreal during ExpoCam 2011

★ 2011 HIGHWAYSTAR OF THE YEAR ★

We're looking for one driver who embodies the term professional. A driver with that certain outlook on life and the industry that sets them apart from the rest. A driver who gives to the community, operates with the highest regard for other road users, and who generally sits tall in the saddle. In short, we're looking for a driver with STAR quality to be the 2011 highwaySTAR of the year.

The highwaySTAR of the Year award is open to ALL



drivers — company drivers and owner-operators alike.

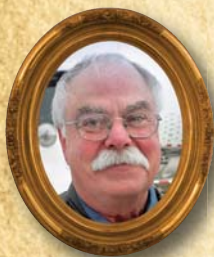
If you know someone worthy of such an honour, please submit your nomination as soon as you can.

We'll be presenting the award during ExpoCam 2011 in Montreal, Place Bonaventure, on Saturday April 9, 2011. Forms are available on-line at

www.highwaystar.ca, www.todaystrucking.com,

or use the form on the opposite page to tell us about your nominee.

★ THE HIGHWAYSTAR OF THE YEAR HALL OF FAME ★



Cliff Lammeren
Edmonton, AB



Bud Rush
Oakbank, MB



Dale Hadland
Beachville, ON



Jean-François Foy
Neuville, QC



Terry Smith
Miramichi, NB



René Robert
Calgary, AB

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A CHANCE FOR YOUR FLEET TO SHINE

Having a winning driver on your team pays huge dividends. There's free publicity. It's a morale boost, a proud flag to fly, and just entering somebody's name shows you care. The winning driver and his or her carrier are often used as expert sources in subsequent magazine stories. Nominate as many drivers as you want.



NOMINATING IS EASY!

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

Step 1: Who are you nominating?

Name: _____

Company driver Owner-operator

Current employer/contracted to: _____

Home Address: _____

City: _____ Province: _____

Postal Code: _____ Tel. home: _____

Bus: _____ Mobile: _____

Step 2: Who are you?

Name: _____

Relationship to nominee: family ; employer ; co-worker ; friend ; self

Address: _____

City: _____ Province: _____

Postal Code: _____ Tel. home: _____

Bus: _____ Mobile: _____

E-mail: _____

Step 3: Tell us about your nominee:

Send a written explanation of why he or she should be named the highwaySTAR of the Year. Be sure to cover:

- ★ Years of service
- ★ Safety record
- ★ Problem-solving skills
- ★ Business acumen
- ★ Ongoing training
- ★ Miles driven
- ★ Unique approach to work
- ★ Community involvement
- ★ Customer service
- ★ Hobbies and interests
- ★ Leadership
- ★ Positive attitude

Remember, we can only judge your nominee by what you tell us. Feel free to include supporting documentation with your nomination.

A detailed entry form can be downloaded from www.todaystrucking.com and www.highwaystarmagazine.com.

Send all supporting documents to highwaySTAR, 451 Attwell Drive, Toronto ON., or fax to 416 614-8861 or email to info@highwaystar.ca

Deadline for Entries is February 28, 2011

Description of selection criteria

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

All nominees will be awarded points based on the extent of their community and industry involvement, efforts to improve our industry's image, general outlook on life, safety record, and years of service.

Nominations will be reviewed by a panel of editors and contributors to highwaySTAR magazine.

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Yves & The PIT Crew

fuel-efficiency Meet the engineer bent on wringing 20 percent more fuel efficiency out of your trucks.

By Steve Bouchard and Peter Carter

Imagine tear-drop-shaped trailers that deliver a 20-percent fuel boost. Or how about a Fifth Wheel that moves closer to the back of your cab the faster you go, virtually eliminating the fuel-sucking gap?

Both are within-reach technologies. The only thing missing is the demand.

Now think about California, and the seemingly Draconian standards that tend to be emanating from the California Air Resources Board (CARB) on an hourly basis.

Do CARB standards actually make sense?

Does SmartWay—the big brotherish arm of the American Environmental Protection Agency (EPA)—know what it's talking about when it comes to recommending fuel-saving technologies like trailer skirts and eco-tires?

And are hybrid trucks simply pie-in-the sky?

Such are the concerns of one Yves Provencher, a Montreal-based engineer

whose international reputation as a fuel-efficiency expert in the transport industry is growing as fast as you can read this story. And a guy whose ideas will one day affect the way you spec, load and drive your trucks.

Fortunately, Provencher wants your opinion and expertise. He thinks that if people in trucking work together, the industry can make huge strides when it comes to saving fuel and upping profits.

Provencher is an engineer and director of business development at FPInnovations, a four-year-old non-profit research group dedicated to advancing Canada's forestry business through innovation and technology.

An earlier version of FPInnovations was a forestry group called FERIC, which operated the Star Trucks program. Under Provencher's stewardship, Star Trucks demonstrated how forestry companies could spec trucks for a marked increase in fuel efficiency.



Yves Provencher

The research showed that with an investment in add-ons such as tire-inflation monitors, onboard data loggers, aluminum cab protectors, smaller engines, and lighter-weight trailer frames, a truck owner could re-coup almost \$100,000 in revenue over the life cycle of a truck.

More recently, Provencher played a key role in FPInnovation's Energotests, which tested fuel-saving technologies in laboratory conditions. Some of the key participants were industry leaders Transport Robert and SLH.

Now comes Project Innovation Transport (PIT).

PIT, another non-profit, brings together private-sector and government-run fleets interested in reducing operating costs and emissions. So far, Provencher's "PIT crew" consists of about 25 fleets. Some of the players—Bison, Robert and Yanke—are familiar; others less so.

They share resources, drivers and ideas and the focus, Provencher says, is on "implementation" to provide real cost-saving solutions. As you read this, Provencher is rounding up members from across Canada, in the hopes of creating a broad base of R&D support from which everybody can draw information.

Here, according to Provencher's dog-and-pony show, is what PIT offers new members:

- Access to money for R&D;
- Exclusive access to PIT's team of experts for customized advice;
- Positive visibility in the eyes of your clients and employees;
- Scientifically sound data on technologies to base implementation decisions for maximum ROI.

Or, one might say, pie on the ground instead of in the sky. (Provencher also adds that FPInnovations and PIT can be hired consultants to paying clients, even if they're not members.)

His expertise is being tapped by such leaders as the Truck Maintenance Council of the American Trucking Associations

10,000 EXTRA PAIRS OF KNICKERS

In 2007, British retailer **MARKS & SPENCER** became the first company in the world to order new articulated trailers whose teardrop shape reduces CO2 emissions by 20 per cent and cuts about 11 percent off a fuel bill.

M&S is running more than 500 of the units, built by the British trailer designer Don-Bur, who reports that DHL Express is outfitting their fleet with the curved trailers as well.

The trailer can carry up to 16 percent more load—the equivalent of 10,560 more pairs of M&S knickers—than a standard trailer.

The roof has a specially designed full-length curve and corners are rounded off to improve air flow, while the gap between the truck and trailer is minimized to reduce turbulence. Skirts under the trailer further decrease drag.

In addition, the original box van trailer design has a multitude of variations including curtainsided trailers, double decks, curtainsided and box van rigid bodywork and a 4-meter tall version for height-sensitive areas such as Europe.



Simon Ratcliffe, General Merchandise Logistics Director at Marks & Spencer commented: "Don-Bur's revolutionary design has helped us not only reduce fuel usage and carbon emissions, but also allows us to carry more stock per trailer, cutting the number of journeys we need to make."

M&S has specified lightweight aluminum paneling, resulting in an unladen trailer weight of just 6,860 kgs; a saving of 640 kgs compared to their existing trailers.

Don-Bur's 20mm paneling comprises a strong aluminum structure foil honeycomb core, faced with aluminum sheeting, a product that has been used in the aircraft industry for many years.

It does not deteriorate (even when damaged), is easy to repair and gives a smooth engineered finish; ideal for livery application.

Richard Owens, the group marketing manager for Don-Bur, says the product would work well in North America. "A couple of years back, we were approached by Exel Canada on behalf of Walmart, looking at the feasibility of introducing the Teardrop shape in the U.S.

"Regrettably, at that time, we were unable to find a suitable manufacturer that had enough interest to carry the project through to fruition. I believe Walmart are still considering it."

When it comes to safety and compliance, WHY BE AVERAGE?

Safety & Compliance



Ontario-based Mackinnon Transport uses PeopleNet eDriverLogs, Automated Fuel Tax and Vehicle Management to maintain an impeccable safety record. (The Ministry of Transportation rates Mackinnon Transport's log books at 98.5%, the highest ever earned by an over-the-road company.) If you think that sounds above average, it is. PeopleNet customers perform 58.4% better than the national average across three major safety indices. They experience 43.8% fewer vehicle out of service events, 66.7% fewer driver out of service events and 64.8% fewer moving violations.* And when it comes to safety and compliance, being average can be very costly. To join Mackinnon Transport and other way-above-average PeopleNet customers, visit <http://peoplenetonline.ca>.

Cost Savings



Customer Service



and the prestigious Rocky Mountain Institute (RMI).

Finally, Provencher is the only Canadian director of the North American Council for Freight Efficiency (NACFE), a heavy-hitting group of carriers and freight handlers whose aim is “to accomplish some pretty big goals, chief among them the reinvention of the trucking industry so it can carry just as much freight on half the energy it currently consumes.”

Provencher has already participated in a few meetings and offered the following observation: The United States is far behind Canada in the matter.

“Over there [in the U.S.] they’re still wondering if aerodynamic skirts are important; if broad-based tires are worth something.”

However, he brings his real-world sensibility to the discussion: “In their defence, it must be said that we would probably do the same if our fuel was cheaper.”

“The Rocky Mountain Institute gave road trains as an example of measures available that can substantially increase energy efficiency,” Provencher says.

“Doubling the efficiency is probably very

optimistic. You have to go case-by-case: we cannot have trains and roads across all technologies that do not offer such an increase. But a 20-percent improvement is certainly feasible with today’s technologies.”

Hybrids are still, he says, prohibitively expensive, however certain aspects of hybrid technology are within reach.

“With the mechanical hybrid, the cup is still far from the lip,” he says. New trucks will probably have hybrid technology, but, he adds, “perhaps not exactly the way you think. “In Provencher’s crystal ball, he sees numerous components like fans and water pumps that could be powered by electricity instead of eating up valuable horsepower as they do now.

In short, the presence of electrical components will reduce the power demands of so-called “noise” or those not used to move the truck, but rather to operate accessories.

“I think that’s what we will refer when we talk about hybrid class 8 trucks,” predicts Provencher.

His work with FPInnovations has also convinced him of the efficiencies that come with aerodynamics. Provencher says he has

applied for government funding for a grant to research the type of rounded trailer that Don-Bur Trailers in England supplied to Marks&Spencer. (See “10,000 pairs of knickers” pg.22.)

He also maintains that the NACFE might develop its own environmental standards, distinct from those out of SmartWay because, he says, “shippers have begun to increasingly call into question SmartWay.”

“Some products that are probably marginal,” he says, “still manage to qualify for the SmartWay certification.

“As a result, carriers are beginning to wonder why they have a fleet of SmartWay [equipment] if it is not recognized by the shippers.”

Provencher says the program can no longer afford its ambitions. “It’s not just me who says it. It also extends to large U.S. fleets. The U.S. government’s priorities have changed. When you have to help people keep their homes, budgets are not allocated to the same places.”

(*Today’s Trucking* asked SmartWay to respond to Provencher’s criticisms but no response had been received by press time.) ▲



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Putting Wind In Your Sales

drivers *How to shanghai drivers on to your revenue-generating crew.*

By Tibor Shanto

“It is not,” we tell our kids, “about winning. It’s about how you play the game.”

To that time-honored cliché, I say we add, “How you play the game has a lot to do with whether you win or not.”

When it comes to sports or business, winning affects performance. The more you win, the more energetically you play. And the winningest winners—the dynasties—play as a team.

The Canadiens of the ’70s and the Bulls in the ’90s both had stars. But they played as teams, with individuals executing assigned roles and stepping up to lend a hand when needed.

In business there are definitely primary roles; i.e., sales and ops, but it need not be “sales vs. ops” any more than you’d see defence vs. offence on a hockey team.

In trucking, the obvious opportunity for increased teamwork is between drivers and sales. Other than the logo on your iron, the driver is your most visible day-to-day representative. It’s safe to say that in many instances, your drivers “touch” customers more frequently than do the sales rep who brought the clients on-board in the first place.

So how can you get drivers to be more active in sales? The answer will vary depending on your situation, but it’s safe to bet the situation can go far beyond where it is today.

First, drivers are in a great position to look for and observe specific things to

report back to the sales people, or better yet, sell and close business. Since the driver is already interacting, it does not take much to choreograph—yes, script. You might have to tell drivers precisely what to say in a conversation so it leads to more business.

A quick example that might not have occurred to you before: Drivers should be encouraged to observe customers closely and ask questions. Are there visible changes around a facility? Or new faces?

Say a driver notices new racking or recently created space in the warehouse. He or she can easily probe to find out what’s behind the change. It could mean the arrival of something new. What is it? Where or whom is it coming from? Or how about if the driver sees new personnel? The driver should ask what’s behind the change. What’s the impact? Is there an opportunity here?

Then the driver must be shown how to follow up and either inform the relevant sales person or even proceed with a sales call.

Not every driver will buy in. In fact, you will find it breaks into three groups. The first, about 20 percent, will be all over it and eager; 50 to 60 percent will have reservations, mostly due to being outside their comfort zone. This is where training and organizational support will help. Once

trained, this middle group will create a positive impact and that means not only incremental revenue growth, but an enhanced image for the company. As for the last group, they don’t want to play so don’t force them.

increasing it to 12 percent on shared deals; seven percent to the driver, five to the rep. Some reps will whine, but the better ones won’t because of their increased earnings. And the increased interaction between sales and the drivers



IN THE SAME BOAT: Sports teams don’t pit their players against one another; your crew should be pulling together, too.

One way to insure interest is to incent results. You can manage cost by tying rewards to increased revenues from a specific account.

If you have a means of accurately measuring, you can get more granular and look at increased revenue on a lane-by-lane basis. If a driver is actively involved in securing a new lane, why not reward him accordingly? You might split it between the driver and the rep owning the account. To avoid the some of the obvious challenges, you could consider a slightly higher total payout on this type of new revenue. For example, if your normal payout is 10 percent, you may think about

will pay other dividends in account coverage.

Beyond the money, the other way to get the middle 50 to 60 percent to buy in is by recognizing their contribution. Even for most successful sales people, money is not the number-one motivator, recognition is. So make sure their contribution is widely known. They get the stroke, others get curious, and more will want to get involved. ▲

Toronto-based business-to-business-sales pro Tibor Shanto is the Principal of Renbar Sales Solutions Inc., (www.SellBetter.ca) and author of “Harness The Trigger Events That Turn Prospects Into Customer.”

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Going Back in Time

Why—just when you think you’re making progress—do regulators feel a need to recalibrate your clocks, backwards? Here’s a need-to-know guide to the new HOS rules.

BY MARCO BEGHETTO

LEAVE US THE HELL ALONE. That was pretty much the consensus response (albeit less politely in some cases) from our Canadian and American readers when they found out about the U.S. DOT’s newest changes to the hours-of-service (HOS) rule.

“Why can’t the government just leave things be? Always changing things. We all just want to make a living, that’s all,” was one typical comment out of the many emails, website messages and interviews we had after first posting the news to our website todaystrucking.com.

Carriers and owner-operators who worried about the DOT’s plans to slash driving hours, among other changes, got a proverbial lump of coal from Uncle Sam just before Christmas, although the revisions don’t appear to be as radical as some truckers feared—or critics wanted, for that matter. There are, though, more than a few changes

that could significantly alter how trucking has operated these last seven years.

THE CHANGES

Some of the alterations (or lack thereof) were unexpected. And although the agency was in some way trying to balance two sets of polarized interests, a few other changes appear to come out of nowhere. The result, predictably, didn’t make anyone on either side of the debate very happy. And after two decades of wrangling, it appears as if the hours-of-service issue won’t be resolved anytime soon.

As expected, regulators proposed changes to the maximum amount of hours truckers can drive [sort of]. Officially, though, the agency hedged on whether to cut the allowable hours behind the wheel. While it specified it “favors a 10-hour limit,” the FMCSA curiously decided to wait for industry feedback (as



if it hasn’t received enough already) before it officially decides to turn back the clock or retain the current 11-hour limit.

Regulators also held off on altering the 60- and 70-hour workweeks, but unlike the current rules, restarts are restricted to one restart during that period.

And while they also avoided significantly tinkering with the 34-hour restart,

“DRIVERS WILL PAY THE PRICE”

THOSE WHO WANT TO CHANGE THE HOURS OF SERVICE RULE INSIST IT'S FOR TRUCKERS' OWN GOOD. JUDGING BY THE FEEDBACK WE RECEIVED, MANY DON'T SEEM TO AGREE:

“Well, it's going to be even tougher to make a living. It will be harder on the drivers. They'll pay the price.” — Oliver, Windsor, Ont.

“I like the rules as they are. If the U.S. changes the rules ... I hope we don't follow suit. But what are you going to do? The government is the government.” — Frank Antonelli, Toronto

“I liked the old system ... but I'll tell you, when they brought in the 14 and 10, I found I was sleeping a lot better and more.” — Charlie Roussel

“Why don't [they] leave these hard-working, UNDERPAID people alone!! If it wasn't for them busting their butts, we wouldn't get anything from one place to another!! Why don't [they] worry about their PAY!!”
— comment posted on TT.com

“Why don't they leave well enough alone? If anything, they need to change the rules on split logging, but leave the rest of the regulations as is.”
— comment posted on TT.com

“...Always changing things. Just let it work itself out. We all just want to make a living, that's all.” — comment posted on TT.com

technically intact, but now the workday clock stops at that point rather than have the current option of continuing on-duty but not driving. (The legal definition of on-duty time would include any time in the truck, except the sleeper berth).

As well, drivers must complete all on-duty work-related activities, including non-driving, within 13 hours to allow for at least a mandatory one-hour break. And, drivers won't be able to drive more than seven hours without taking at least a 30-minute break. How the agency actually enforces this somewhat flimsy provision—at least until EOBRs are the norm—and ensures the breaks aren't simply logged as off-duty while drivers proceed down the road is something to watch out for.

To offset some of the impact, another provision would extend a driver's daily shift to 16 hours twice a week to accommodate for lost time loading and unloading at terminals or ports.

Some more modest flexibility: The current rules include a parked trucked as on-

duty time, unless he's in the sleeper; but now, resting in a parked truck is considered off-duty.

There was some faint hope that the agency might have considered restoring the split sleeper-berth provision that allowed drivers to break up the two rest periods in blocks on their own choosing, but that won't be the case. The mandatory eight consecutive hours off remains.

Drivers who violate the proposed rule would face civil penalties of up to \$2,750 for each offence and carriers that allow their drivers to break the rules would face fines of up to \$11,000.

The long-awaited rewrite has been pending since last June and this working proposal was cleared in late December. That effectively means that there's just six months before the FMCSA's deadline of July 2011 to publish a final rule, which worries carriers that there may not be enough time for the agency to process and consider the loads of comments the new proposal is expected to incite.



the rules now requires two consecutive off-duty periods from midnight to 6:00 a.m., somewhere during that time. Drivers would be allowed to use this restart only once during a seven-day period. (For more detail on the thorniness of this provision, see “How a 34-hr reset can turn into 54 off-duty hours”, pg 30.)

The 14-hour workday window is also

HOW A 34-HR RESET CAN TURN INTO 54 OFF-DUTY HOURS:

The amendment to the 34-hour restart provision was glossed over by many at first as the possibility of cutting allowable driving hours garnered much of the attention. But it has several implications.

For one thing, the “midnight-to-6:00 a.m.” requirement could force more trucks on to congested corridors during the day.

The lack of available overnight resting real estate is another huge problem.

But one astute observer points out how requiring two downtime periods in the middle of the night is loaded with other pitfalls for some Canadian drivers, who could be forced to take up to 54 hours off to eliminate the previous eight days accumulated duty hours.

André Perret, who runs The Road-Scholar, a Hamilton-based fleet loss-prevention, safety and compliance services firm, explains it thusly:

Currently, if a Canadian driver takes a full, continuous and uninterrupted 36 hours off-duty, he can start a new cycle in Canada or accumulate a new block of 70 hrs/eight days in the U.S. “This means that if he, say, ends his week’s shift on a Saturday at 10:00 a.m., he could—legally in both countries—be back on the road for another week’s shift on Sunday at 10:00 p.m., 36 hours later.

The proposed reset revision, however, requires two consecutive “graveyard shift” rest-periods [midnight to 6:00 a.m.] within the 34-hr off-duty reset. “Using the same example as above, said driver ... could not return to duty until 6:00 a.m. on Monday to satisfy the two required ‘midnight to 6:00 a.m.’ requirements—a 44-hour break!

“And if he was [unlucky] enough to make it back to the terminal at, say, 1:00 a.m., that Saturday, he would require a 54-hour break to reset legally.” Perret points out that allowable resets with only the minimum 36-hours downtime required (or 34-hour, intra-US) would happen if a cross-border driver were to end his week’s shift around 6:00 p.m. of day one and begin a new week’s cycle at 6:00 a.m. of day 3.

“There are a number of carriers I know of whose scheduled lanes will be immensely screwed up with these requirements,” Perret tells us. “Talk about driver shortage.... you ain’t seen nothing yet.” [For more on HOS Compliance, checkout road-scholar.ca](#)

— Marco Beghetto

POLITICAL CHICKEN

It’s unclear how the agency came to these conclusions or to what degree, if at all, the changes improve safety like the agency insists.

Ironically, the groups the FMCSA was trying to appease with the changes—namely the Teamsters and special-interest watchdog Public Citizen—aren’t too impressed, saying the new rule doesn’t “eliminate anti-safety provisions that allow truck drivers to drive and work long hours, get less rest and drive while fatigued.”

In other words, it doesn’t crack the whip hard enough.

But even if the Teamsters and Public Citizen agree to keep their swords down, it’s likely that the FMCSA could be trading one long legal battle for the start of another—especially if the daily driving limit gets reduced to 10 hours.

The American Trucking Associations

(ATA) says the latest proposal is “overly complex, chock full of unnecessary restrictions on professional truck drivers and, at its core, would substantially reduce trucking’s productivity.”

ATA has already stated that it could launch its own lawsuit on the basis that the agency has little justification for undermining its own scientific research which supports the current rules as well as data that points to a significant reduction of truck involved crashes since the rules have been in place.

“ATA’s litigator is fully engaged in this process and is already preparing the ‘litigation file’ for use, if necessary,” Dave Osiecki, ATA’s VP of Safety, Security & Operations, tells us.

Although the agency acknowledges ATA’s point that cutting driving by an hour would require more inexperienced, possibly less safe, drivers to be hired, the

FMCSA insists there is still “a reasonable argument for limiting driving time to 10 hours.” This despite, as the ATA aptly notes, FMCSA’s previous position that the risk of accidents is the greatest in the first hour of driving, not the 11th, where studies show the risk is neutral.

Hard-pressed to argue safety benefits, the Obama administration is trying to justify its proposed changes as needed to improve driver health, says Osiecki. “One big problem for the Obama folks though—the FMCSA has also consistently gone on record, with supporting data, stating the current HOS rules are having no negative effect on driver health.”

It’s the ATA’s view that the assault on HOS is organized labor’s effort to swell its ranks by forcing carriers to hire more drivers to haul the same amount of freight—drivers who the Teamsters “would hope some day to organize.”

“By further restricting truck driver productivity, the Obama administration is choosing politics over highway safety,” Osiecki adds.

ON THE NORTHERN FRONT

Like good Canadians, the Canadian Trucking Alliance (CTA) was arguably the most restrained in its response. CTA boss David Bradley said the decision to tweak the rule isn’t surprising—“the die was pretty much cast when the DOT and the anti-truck groups reached an agreement that saw the court challenges against the current rules dropped”—but at first glance, the proposal doesn’t appear to be as bad as expected.

Bradley points out that the rest-and-recovery provision (or reset) was originally a Canadian invention (it’s 36 hours here) and it was adopted because it provides adequate time for a driver to have two extended sleep periods. He says he’s glad its pillars generally remain intact.

But he does see a problem with stricter fixed working windows, such as the requirement that all on-duty work-related activities be completed in 13 hours. “The problem with mandating specific off-duty periods is that they can force drivers to stop when they do not feel like resting, which in turn may cause them not to take a nap when they’re tired,” he says. “Everyone is different in this regard. The more prescriptive you get, the more

potential problems this may cause.”

Meanwhile, Bradley doesn't expect Canadian regulators to catch HOS-reform fever.

“Things could change, but I don't sense the Canadian governments want to open the hours-of-service can of worms right now. There is no safety justification for doing so,” he says, adding that a couple of provinces have yet to fully mirror the 2007 federal regulations.

Still, the general feeling is that most carriers would grudgingly swallow the changes if they had to as long as the 11-hour limit remains as it is.

Kevin Johnson, director of Risk Management at B.C.-based Coastal Pacific Xpress says the possibility of 10 hours driving could definitely “contribute to the perfect storm to make the professional driver shortage worse.”

At 10 hours, he explains, “you might be able to do it with the same number of drivers at first but eventually things are going to slow down the system,” he says. “A one-hour difference for perishable products doesn't mean it'll get to the shelf one hour

later. If you have to go into reset you could be stopped for 10 hours and if you have to wait another cycle, products will start arriving later and later.”

CPX is widely considered one of the most driver-friendly fleets in North America, but Johnson doesn't think the changes will provide any quantifiable health improvement to drivers.

“If they really want to address driver fatigue they should focus on sleep disorders, awareness, fatigue risk management, and more rest areas for drivers.”

VIEW FROM THE ROAD

Critics of the current rule insist the changes will benefit drivers, but none of the half-dozen or so we spoke to at the Fifth Wheel Truck Stop in Grimbsy, Ont., thought the government or Public Citizen are doing them any favors.

While a shorter workday might be appealing to a few drivers, most recognize that you can't cover the same miles in less time. The change will cut back daily miles and, of course, the income produced. (In fact, Osiecki notes that when FMCSA pre-

viously evaluated the option of 10 hours, driver productivity was estimated to go down about seven percent).

“I think it's a joke,” says Bernie White, a company driver from Coopersville, Mich. “It's hard enough to make money as it is. They're going to lose a lot of drivers because they just won't be able to make any money unless they raise the wages ... and you know they're not going to do that. I've seen a lot of changes since 1974, and I can tell you, things don't get easier.”

A London, Ont., owner-op who asked his name not be published said that the lesser hours would take money from his pocket when he goes south of the border. “They may as well kick everybody in the nuts, because no one will be able to make any money. The government is just regulating everyone to death.”

Dave Harris, a liquid bulk hauler stopping in from Newark, Delaware, says the HOS revisions are another example of the Obama administration being overzealous.

“I'm no fan of Obama. I don't like his policies or the way he spends our money.” ▲

— with files from Allan Janssen

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THE TOP 10
NEW
PRODUCTS
FROM **2010**



BY ROLF LOCKWOOD

All right, the votes are in, the selections made. I'm the only voter, mind you, so here's what you get: a distinctly personal view of what was significant amongst the products introduced to the trucking market last year.

I'm not going to include trucks, though we certainly saw innovation there. Peterbilt's Model 587 and Kenworth's T700 spring readily to mind, both of them advancing the art. On the light-duty side, Nissan made its first North American foray into the commercial truck world with the all new 2011 NV van.

Engines really should take the prize, I suppose, but then everybody had a new one because emissions standards demanded it. We did see one entirely new engine, of course, the 12.9-litre MX from PACCAR. New on these shores anyway. Derived from a very successful motor first offered by the company's DAF subsidiary in The Netherlands three years back—meeting much international

acclaim—and then much massaged by engineers on both sides of the pond, it's now produced in Mississippi.

I'm going to give honorable mention to Mack's new mDrive automated manual transmission. Available on Pinnacle highway tractors, it gets just an honorable mention because it's a Mack'ized variation on Volvo's established iShift.

Elsewhere, a plethora of tires from just about every manufacturer under the sun, most of them crafted or re-crafted to get SmartWay approval. But there was a milestone last year that merits a word, as Michelin's X One wide-single tire hit the one-million-tires-produced mark since its launch in 2000.

You'll note that I didn't include anything from the vast array of fleet-management systems available. There are simply too many.

OK, here are my top 10 of 2010 in alphabetical order, unranked. Remember that: they're unranked.

ArvinMeritor: TRAILER SUSPENSION

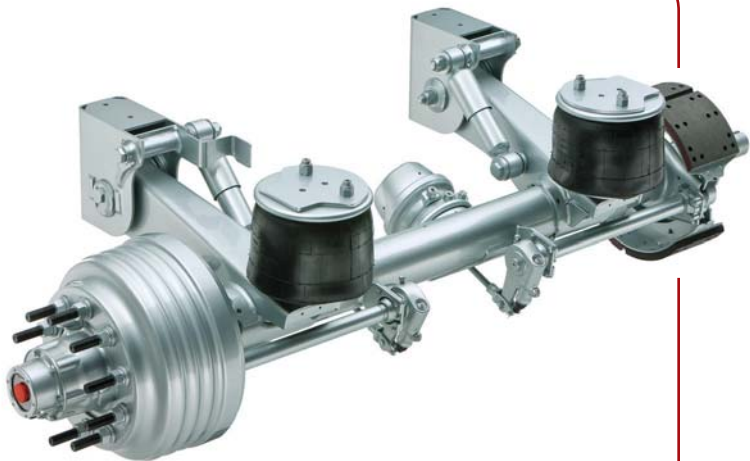
An all-new series of trailing-arm, air-ride trailer suspensions aimed at vocational markets, this new MTA group of top-mount and low-mount models completes the company's air lineup. ArvinMeritor describes three key advancements.

First is the patented pivot bushing, said to bring a softer ride, more cargo protection, reduced torsional stress, and better tire wear.

Larger, more robust shock absorbers are claimed to have three times the damping power of competing products.

The patent-pending axle wrap design is unique, offering a secure and durable axle connection while contributing to superior suspension durability.

See www.arvinmeritor.com



Bay-Lynx: SIDE LOADER

From Bay-Lynx Manufacturing comes the Wingliner side-loading/unloading truck or trailer body, new to Canada but proven in Europe. A curtain-side in terms of access but a van body when it comes to security and protection. In just 10 to 12 seconds, says the distributor, the hydraulic side walls fold themselves flat on the roof, allowing immediate all-around access to goods down the full length of the truck or trailer. With both sides exposed, goods can be unloaded quickly.

Features include automatically locking sides to prevent unauthorized entry; easy operation to make drivers happy; a fixed roof; seals that prevent "virtually all dust and moisture" from penetrating; and user-specified side length and loading height.

See www.bay-lynx.com



**Bose Corporation:
RIDE SYSTEM**

Bose, the Massachusetts maker of home and vehicle audio equipment, gets the nod for its very interesting truck seat. Its “Ride System” replaces a conventional air-ride truck seat with a sophisticated suspension base and an integrated, custom-designed seat top. The company claims it provides over-the-road truckers with “an unprecedented level of protection from road-induced shocks and vibration.”

I’ve tried it, not in a truck but a simulator that delivered a washboard road on which I could try both the Bose and an ordinary air-ride seat. The verdict? You likely wouldn’t spill a drop of Tim’s while sitting in the Bose.

It’s an offshoot of 30 years of Bose research into car suspensions, is said to install easily in about two hours in most trucks using existing bolts and air line, plus a 12-volt power line connected to the battery. At US\$5995 list, it ain’t cheap.

See www.bose.com

**Custom Trailer:
SPIF CONVERSION**

For Ontario aggregate haulers facing new size-and-weight regulations, Larry’s Custom Trailer Manufacturing offers the Phoenix Conversion System. It’s a self-steering axle that’s compatible with “practically all makes of semi-dump trailers,” allowing you to convert a non-SPIF trailer without having to modify the chassis or relocate crossmembers. You can also avoid the cost of a new SPIF-ready semi-trailer but get the same payload advantages—and the same five-year warranty on suspension and axles—while spending 75-percent less money.

The Phoenix conversion will see you gain 1500 kg payload over non-SPIF semi-trailers newer than 1996, and 4500 kg over non-SPIF trailers older than that. Your axle gross weight will be the equal of new, SPIF-compliant trailers.

It comes equipped with a Ridewell air-ride suspension.

See www.customtrailers.ca, www.phoenixconversions.ca and www.ridewellcorp.com

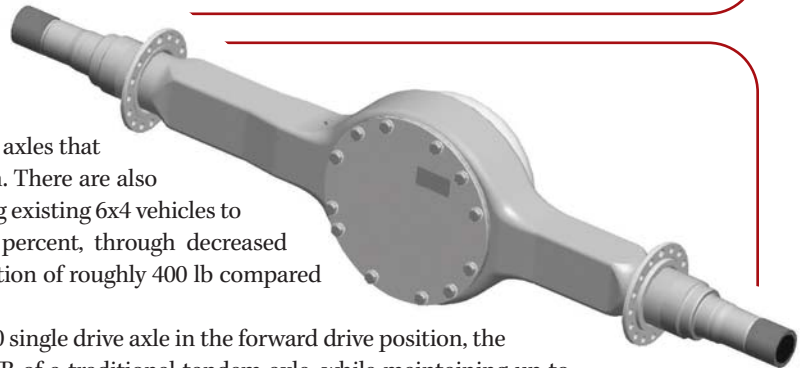


**Dana Spicer:
CONVERTIBLE TAG AXLE**

A new concept, Dana Spicer offers two convertible tag axles that make it easy to convert a 6x2 into a 6x4 configuration. There are also new conversion kits, providing the option of converting existing 6x4 vehicles to 6x2, bringing fuel economy improvements up to 3 percent, through decreased mechanical drivetrain losses and a total weight reduction of roughly 400 lb compared to a traditional 40,000-lb tandem.

When spec’d with either a Spicer S170 or Spicer S190 single drive axle in the forward drive position, the new tag axles also maintain the same 40,000-lb GAWR of a traditional tandem axle, while maintaining up to 100,000-lb GCWR.

See www.roadranger.com or www.dana.com



**Eaton Corporation:
NEW H-D CLUTCH**

Eaton says its new Advantage Series clutches sport numerous improvements that allow for new 50,000-mile service intervals—up from 25,000—and a new 2-year/unlimited mileage aftermarket warranty, up from one year. There are two 15.5-in. options, with the new manually adjusted Easy Pedal Advantage clutch replacing the Easy Pedal model, and the new self-adjusting Solo Advantage clutch replacing the Eaton Solo.

The enhanced release bearing design has a more robust bushing material and the new bearing housing has three grease fittings. Additional features include new composite slingers that better retain grease and keep out contamination.

See www.roadranger.com and www.eaton.com





ElcarGo: MOTORIZED TARP

Quebec's ElcarGo Fabrication has developed an electrically powered dump-body tarp system. The Multi Flip operates—and quickly—from front to back with aluminum arms on each side of the body, thus opening up the entire dump box and allowing conventional loading from either side or from behind.

The canvas, overlapping at least 30 cm on each side, also creates optimal protection against the elements. There's a claimed fuel-economy benefit up to 14.93 percent, the company says, over a tarpless dump.

See www.elcargocom.com

Mack Trucks: AXLE CARRIERS

Mack's new generation of rear axle carriers, the C150/151, offer improved ratios for highway and vocational applications—running from 3.11:1 to 5.66:1—and they're said to be lighter, stronger, and stiffer than previous designs. They retain Mack's traditional top-load, dual-reduction design and are compatible with all suspensions offered.

The top-loaded carrier—where the driveshaft connects to the carrier above the axle—results in near-zero driveline angles, says Mack, which minimizes noise, vibration and harmonics. Potential oil-leak paths are reduced since the carrier joint is on the horizontal plane, above the level of the oil reservoir. Dual reduction minimizes gear-face friction and related parasitic losses, component stress and excess heat.

See www.macktrucks.com



Maxon Lift: CANTILEVER LIFTGATE

Maxon Lift introduced what it calls the first North American-made cantilever-style liftgate. The GPC 22/33/44 is said to provide precision, stability, and control thanks to four separate cylinders for lift and tilt operations. You can easily level the load in any position, the company says, thus achieving simpler loading and unloading on uneven surfaces.

The GPC comes in a variety of platform sizes (both steel and aluminum) and can accommodate a wide range of bed-height requirements. It features stainless-steel pins, low-maintenance bushings and grease fittings on all pivot points, a heavy-duty motor with thermal protection, lock valves on all cylinders, optional dual cart stops, and simple bolt-on installation plates. The GPC uses standard Maxon parts.

See www.maxonlift.com

Michelin: SMARTPHONE TIRE APP

Michelin Americas Truck Tires rolled out a North American dealer-locator application for Blackberry smart phones early in the year, then added iPhone and Android versions just before year-end. Claimed to be the first truly mobile tire-related application in the trucking industry, it joins the existing Michelin ONCall emergency road service (ERS) and online dealer and service locator in the company's 'Wherever You Go' offering.

The new app provides the location of the nearest Michelin truck tire or service provider, as well as basic information about that location. Users can call Michelin's ERS directly from the app or search for a provider by category, including emergency road service, travel plazas, onsite tire service, or MRT retread providers.

See www.michelintruck.com



Let's **Re-TIRE** a few **Old Myths**

What you think you know about tires can hurt you. | **BY JIM PARK**

Prominent Canadian journalist and political columnist, Allan Fotheringham, offered the following bit of advice to aspiring journalists among his readership in a column some years ago: “If your mother tells you her age, check it out.” So it should go with tires. There’s no shortage of people with advice on prolonging the life of tires, or achieving better fuel mileage. Some believe they possess the key to fast and effective ways of checking inflation pressure. It’s clear from the advice they dispense that most of them don’t know tires from a hot rock.

Unfortunately, the myths persist. Some suggestions can wreck otherwise good tires, some are dangerous, and others are downright amusing. Tire expert and president of Tire Stamp, Peggy Fisher, told us of one owner-operator who swore up and down that inflating his tires to 140 psi—and that’s no typo—improved his fuel mileage dramatically.

“It would,” Fisher acknowledged, “But not for long. That’s well above the maximum pressure rating for both the tire and the wheel. And I’d guess he probably had some center-wear issues with his steer tires.”

Another good one comes to us from Clif Armstrong, director of marketing for Continental Tire North America, commercial vehicle tires. Green colored tire thumping sticks give you a better tire-pressure reading. Say what?

“Tire thumping sticks, regardless of color, won’t give you an air-pressure reading,” Armstrong stresses. “The only sure way to get an accurate reading is to use a certified and calibrated commercial air-pressure gauge, and checking pressure when the tire is cold.”

There are others, of course. A few of the more commonly held myth-perceptions follow. Tim Miller, Goodyear’s marketing communications manager, commercial tires, says the best way to find strategies that actually work is to consult a tire dealer or the dedicated tire salesperson who works your account.

“Don’t try something unless you’ve checked it out,” says Miller. “If you do, you might actually lower your tire performance, or even void your tire warranty.”

SHOP FLOOR MYTHS

Antifreeze is a good balancing material.

Pure engine antifreeze will freeze in the cold, and when it does, the frozen chunks will cut the inner liner to shreds. In addition, the slick properties of antifreeze can render the tire unrepairable—patches will not stick to the liner. And, undiluted antifreeze will corrode and eventually ruin both aluminum and steel wheels.

Valve caps are unnecessary; the valve core provides the seal.

Valve cores prevent air from escaping out through the valve stem, but they aren’t always airtight. They are also susceptible to dirt and ice blockage that can keep the valve core open. A tight, metal valve cap with a gasket provides a sure seal, and protects the valve core, too. Flow-through caps are recommended, since these make pressure checks easier.

Balance problems? Try golf balls.

Many believe that using balancing material inside a tire can reduce tire/wheel vibration, but golf balls? Golf balls tend to compress into a cube pattern, which can damage the tire inner liner. Use lead weights or a compound that will not damage or react with the inside of the tire. Save your old golf balls for tricky, water-protected greens.

Vehicle alignment has little effect on vehicle fuel economy.

Tires that aren’t running true to the direction of travel are literally being dragged sideways along the road surface the equivalent of a few feet for every mile of travel. This not only increases the rolling resistance of the tires, it wears the tires down faster. Incorrect toe-in settings generally have the greatest effect on truck tire wear and are probably the easiest to correct, but don’t stop there. Check camber, caster, and axle parallelism (the second leading cause of irregular wear, says TMC) regularly as well. Trailer misalignment can affect tire wear on the tractor, so keep trailer axles properly aligned too.



WITH RECAP IN HAND: Experienced tire casings are inspected and reconditioned before making two, three, or perhaps four journeys down the road of life.

MYTH #1: The guy with the impact wrench is your friend. If a tire installer uses only an impact wrench to tighten your lug nuts, he's breaking the law in many places, and he could break your truck. Always torque the nuts to specified values.

Tires do not need to be rotated.

Substantial improvements in life expectancy can result from rotating steer and drive tires. Lateral forces exerted on tires tend to wear right or left sides of the tread — especially in turns. Right hand turns tend to be sharp and taken at low speeds. Left turns tend to be sweeping, and are taken at higher speeds. Tires wear accordingly. Switching positions before wear becomes acute allows uneven tire wear to “equalize,” thus prolonging tread life.

TIRE SELECTION MYTHS

Retreads cannot be used on HazMat vehicles.

Retreads can be used on any type of vehicle, with *only one* exception. They cannot be used on the steer wheel positions of passenger carrying buses.

Deeper treads guarantee better tread wear.

Really deep treads, notably lug-type treads, compress and squirm under load, which can lead to faster and uneven wear. For every truck, application, and load-bearing requirement, a specific tread depth and design exists that provides optimum tire life and the lowest possible cost-per-mile. More is not always better.

High load-range tires are more durable than lower load-range tires.

Higher load range tires can hold more inflation pressure than lower range tires and can carry more load at these higher pressures, but they are no more durable or less susceptible to road hazards, punctures, cuts, or abrasion than any other tire.

Tire Myth-busting

Retreads are just new treads glued onto old tire casings.

New tread rubber is applied to experienced tires, that much is true, but only after the casing is inspected, reconditioned, and readied for its second, third, or perhaps fourth journey down the road of life. The new tread is vulcanized to the tire casing in *exactly* the same fashion as it is applied when a new tire is manufactured.

Examinations of road debris from dead tires show that most of the gators come from tires that have never been retreaded. Any tire will suffer a similar fate if proper inflation pressure is not maintained.

Buying cheap tires is the best way to reduce tire operating costs.

Lower acquisition costs do not necessarily translate into lower life-cycle costs. If the

low-cost tire doesn't perform as well as a premium tire or deliver the same retreadability, it could be costing you more money in the long run. The single most effective way of lowering tire-related operating costs is to maintain proper inflation pressure. Period.

OPERATIONAL MYTHS

It's okay to limp home empty on a flat tire.

Running any tire flat, regardless of the weight on board, is a bad idea. Soft or underinflated tires will suffer sidewall damage, and if the tire has broken away from the rim, the bead could be damaged. Both will render a tire unusable and unreparable in a short time.

Letting air out of steer tires improves ride quality.

With today's steer axle weights, proper inflation pressure is mandatory. Loads of 11,000 to 13,000 lb are the norm now, and demand pressures of 110 psi or more. Follow Tire and Rim Association pressure recommendations for your load.



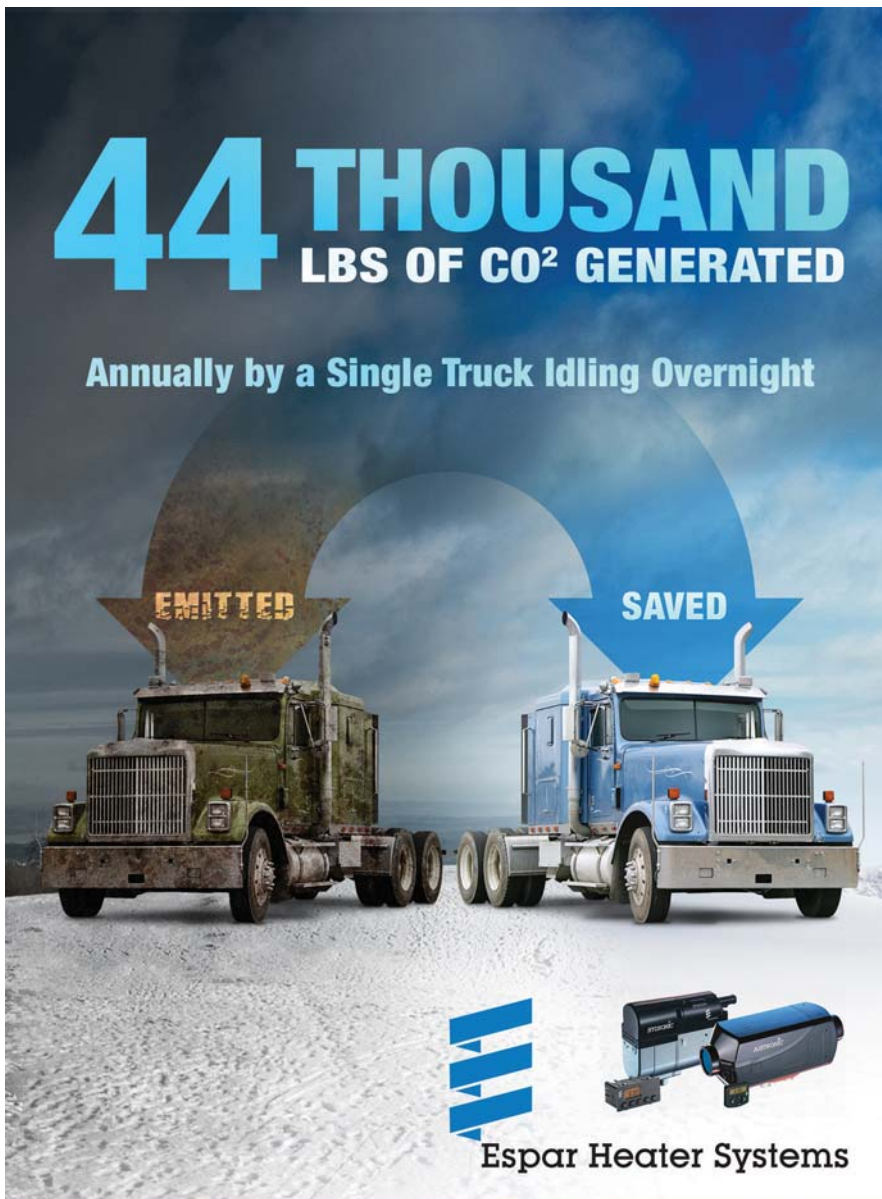
SEAL-HUNTING: Metal valve caps with gaskets provide a sure seal, and protect the valve core. Flow-through caps are recommended; they make pressure checks easier.

Over-inflating tires allows heavier loads without reducing speed.

Tires are designed to run at specific inflation pressures. Over-inflation changes the tire's footprint, placing more weight on the centerline of the tire. This not only reduces tread life, it compromises traction, stability, and safety.

Tires are not affected by speed.

As speeds increase, the load carrying capacity of many tires actually decreases. Tires that were able to carry a given load at or below 65 mph may require more pressure at higher speed and/or a reduction in load. Spec your tires for the speeds you plan to travel.



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THUMPING vs. PUMPING

If this issue ever resolves itself, it'll put trucking journalists who report on tires out of work. But that wouldn't be so bad; we'd find something else to harp on. Solving inflation problems would save the industry millions. Underinflated tires are the single biggest reason—and by a large margin—on-road breakdowns.

Underinflation causes rapid degradation in tire life expectancy, and it can create a



very dangerous sidewall failure called a zipper rupture. If trucking could solve its inflation issues ...

Much of the problem stems from the mistaken perception that thumping or kicking a tire is a reasonable method of determining inflation pressure. If it thumps, it's ready for work, right?

Thumping a tire will, at best, only tell you if the tire is totally flat or not. If it is flat, the tire will wobble on the wheel. If it has five or more pounds of air, it will just respond with a "thump." Due to various constructions and tread depths of tires, the thump will sound different from tire to tire — even in tires with the same amount of air. Tests have proven that no pointy-toed cowboy boot, ball-peen hammer, or tire billy can accurately tell you how much pressure is in a tire. Only a calibrated air pressure gauge can do that.

And this is only a portion of the misconceptions we managed to uncover. So like Mr. Fotheringham suggests, if you get a hot tip on over-inflating your tires to save fuel—check it out. If you have tire questions, consult someone who knows tires, like a tire dealer or manufacturer. Truckstop lawyers are a dime-a-dozen, and their advice is usually worth the price.

The writer gratefully acknowledges

contributions from the real tire experts in this business: Continental Tire North America, Bridgestone Bandag Tire Solutions, Goodyear Tire and Rubber Co., Michelin Tire North America, Yokohama Tire, the Technology and Maintenance Council (TMC), the Tire Retread & Repair Information Bureau (TRIB), and the Tire and Rim Association. No truckstop lawyers were consulted in the preparation of this story. ▲

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In Gear

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



greasing at 15,000 miles. “That’s not outside the range of a decent grease today,” Betner says.

DE-ICING AGENTS

Another trend that affects grease is the use of more corrosive de-icers on highways. If the grease gives out in your U-joints, for example, not only can you get water inside, but that water can be carrying magnesium chloride or calcium chloride. The resulting corrosion can literally wipe out the needle bearings, Betner says.

Fifth-wheel repair or replacement, having to readjust the jaws of a fifth wheel every 100,000 miles, kingpin and U-joint replacement—these are all possible signs that your grease isn’t working as well as it should, he says.

STORAGE

“Grease is to be stored upright, not lying flat,” explains Chuck Hamilton, technical service specialist for CHS, which makes Cenex brand lubricants. If they are stored lying on their side, air pockets can be introduced into the grease gun. This may be the problem if you think the grease tube wasn’t filled right.

GRADES

This NLGI system ranks greases from 000 (“triple-aught”), which has the consistency of cooking oil, all the way up to 6, which is very hard brick grease, the consistency of cheddar cheese.

For most trucking applications, you’ll use NLGI No. 1 or No. 2. NLGI 1 is often used in cold-weather applications, especially where maintenance may not be done in a heated shop.

“A lot of people try to use No. 2 grease in some winter applications where they ought to be using No. 1 or aught [zero] grade grease because of the consistency of the grease,” says Chuck Hamilton. “If they want to get the grease pumped out of the cartridge at 20 below, they ought to be using

Your Guide To Grease

tech tips *What’s new and what’s crucial when it comes to keeping your trucks lubed. By Deborah Lockridge and Peter Carter*

Kirk Altrichter, vice president of maintenance at Gordon Trucking, one of the largest for-hire fleets on the continent, uses three different types of grease: one for chassis items such as slack adjusters and ball joints; a synthetic grease for the differential and wheel ends; and another grease for fifth wheel top plates.

His team has spent six or seven years experimenting with different greases to see what works best on which components.

He has also developed a six-page slideshow for technicians to teach them the proper way to apply grease to the fifth wheel. (Yes, you read that right. Six pages on greasing fifth wheels. You might get the idea that proper lubing is important to a guy running 1,700 tractors every day.)

“One of the things we’ve done is to get away from using so much grease on the fifth wheel,” Altrichter says. “As soon as

you hook to a trailer, it just pushes it off the fifth wheel onto the drivetrain or the ground. We went to just applying it to the lower third of the fifth wheel, so it then pushes it across the rest of the fifth wheel” when coupling the trailer.

“We use a trowel to spread it, like you’re putting glue on the back of tile. We’re not tracking grease through the building, nor are we wasting as much grease.”

Point being, Altrichter knows the importance of good greasing. And he knows it’s important to stay on top of the latest trends in this vital corner of your operations.

DRAIN INTERVALS

Some fleets today are up to 30,000-mile engine-oil change intervals, says Mark Betner, Citgo heavy-duty lubricants manager. If fleets do their “dry” maintenance at the halfway point, that means they’re

In Gear

a No. 1 grease, because the pumpability is a lot better.”

Indeed, pumpability of grease can be a “bugaboo,” Betner says. “Your technicians will complain and you’ll lose faith in the grease because it didn’t pump well. There are products, especially synthetic greases, that will pump beautifully and you’ll be happy with your grease.”

Automatic lubrication systems might get down into the aught grades, such as 0 or 00. NLGI also classifies greases with the terms LB for chassis and GC for wheel bearing. If you want a grease that can be used for both, look for a GC-LB designation.

DROPPING POINT

The Technology and Maintenance Council of the American Trucking Associations (TMC) says too much tackiness is a detriment to fuel economy. Too-tacky grease offers too much resistance to movement. “You want to look at the dropping point and what grease consistency you want in that operation and for the temperatures,” Hamilton says.



Dropping point is the point at which the grease turns to a liquid, usually due to heat. You want a higher dropping point for higher-heat operations.

SYNTHETICS OR REAL?

Synthetic greases offer advantages in some applications, but they do have a higher up-front price.

Excellent performance at both high and low temperatures is the primary benefit to using synthetic grease, often translating into longer life for components. “You’ve

really got to look at the componentry and see if there’s a benefit,” says Dan Arcy, Shell OEM technical manager.

For instance, he says, if you have an automatic lubrication system on the truck, there are some benefits because of better flow at cold temperatures.

In addition to pumpability in cold-weather applications, synthetic or semi-synthetic greases can help fleets meet needs for more extended maintenance intervals. Chevron’s Badal cautions that just because a grease is synthetic doesn’t necessarily mean

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LUBE IT OR LEAVE IT

JIM RIDDLE, the director of Maintenance at William Day Construction Ltd., in Sudbury was named the **2010 FLEET MAINTENANCE MANAGER OF YEAR**.

He offers the following grease tips:

- Use different greases for different jobs. Some greases are definitely job specific. Grades are very important.
- Additives count but they're not as critical on a "fleet" application.
- Whether you go with synthetics or not is up to the user. Higher tech is not always the answer. The key to the value of any lubricant is whether or not it gets to where it is needed.
- Manual greasing (using a gun) is by far the best defence of any unit. The technician applying the grease has the opportunity to view any potential operational problems that may not be viewed during post- and pre-trip inspections.
- Grease fittings should be cleaned prior to putting the nozzle on to avoid forced-in contamination. Make sure that grease actually flows through the fitting. Resistance to removing the nozzle is the first sign of a plugged fitting.
- Auto-lube systems are good but are not "maintenance free." Ensure that reservoirs are full, and full of grease with the right viscosity for weather conditions.
- It is imperative for the success of any system that it be cycled and thoroughly inspected at all points during a scheduled unit service, looking for dry areas, broken lines etc.



it will automatically perform "better."

"Grease thickener technology can provide performance advantages in premium greases that may not have synthetic base oils," he explains. "As with any application, it's important for the operator to understand their application and conditions and determine if there is a benefit that the synthetic grease is providing that offsets its much higher cost over a 'premium' based grease option."

COMPATIBILITY

The most common thickener used in trucking grease is lithium or lithium complex, but it may not be compatible with other types of thickeners. The most common result is substantial softening, according to Hamilton. Lithium grease, however, sometimes hardens.

Even if the thickeners are generally compatible, two greases may still contain clashing base oil or additive formulations.

There is a lot of focus on providing customers with a "one-grease" application to all parts of the truck, including wheel bearings, chassis, kingpins and fifth wheels, with extended service performance in various climates and operating conditions, says Chevron's Badal.

"For most on-road and off-road trucks,

typically a customer can utilize one or two greases to cover all greasing applications," Badal says. "However, depending on the type of operation, maintenance program, and age of the equipment, operators should look to utilize premium greases to help reduce operating costs." For instance, he says, Chevron offers a Delo Synthetic SF grease for trailer wheel bearings.

AND A FEW MORE FIFTH-WHEEL TIPS

Fifth wheels experience a lot of water spray—water which in the winter can contain a lot of salt and chemical de-icers. So fifth-wheel greases are designed to better resist water wash-out.

For instance, Shell's Retinax Fifth Wheel Grease is made with a thick base oil and large amounts of moly and graphite so it will stay in place longer.

"From a fifth-wheel perspective, which is generally the hardest place to keep grease, [we look at] how much grit it's going to pick up and retain, how well does it lubricate, how well does it stay on the fifth wheel," says Gordon Trucking's Altrichter.

For now, he has settled on an "extreme pressure" grease that has high adhesive properties, even where wet, muddy, and dusty conditions exist. ▲



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It's The Little Things That Count

fleets *Tips on building a model fleet, from a model-fleet builder. By Peter Carter*

He has moved the astronaut Julie Payette; he hauled furniture for former prime ministers Pierre Trudeau and Jean Chretien; and more than one hockey playing Ottawa Senator has trusted Ron Pridmore with his worldly goods.

Of course you would too, if you knew how much the guy loved his job.

Pridmore's been driving since the '70s. These days you'll find him behind the wheel of a very elegantly turned out 2010 LoneStar, hauling for Campbell Van Lines, which is part of the United Van Lines (UVL) family. He's been with UVL for more than 30 years and still loves it.

And when he's not driving truck, you'll find Pridmore at home in Carleton Place, Ont. painting little trucks. Scores of them. He modeled his first at age eight and he says he's done too many to remember.

When he started driving 30-some years ago he figured it would be temporary. He was more interested in photography.

As he proves with these photos of the diesel-powered mini-me's that he has styled over the years, you can mix your business with pleasure. When we caught up with Pridmore recently so he could show us a few of his favorite trucks, we asked him for advice for fleets who might be steeling their HR departments in the hopes of hiring guys like him.

Here then, are a few of Pridmore's model trucks and some words of advice on how to hire and keep model drivers. ▲



REAL MINI VANS: Pridmore's job takes him from coast to coast; his models take him from the sublime to the, well, ridiculous. **Above**, a Freightliner he detailed for his friend Roger Parker who owns Nanaimo Minute Man on Vancouver Island.

Below that, a refurbished Tonka—and whose first truck wasn't a Tonka?—repainted and decaled to resemble a United Van Lines rig, circa 1953-57.

Below that, a truck Pridmore built and dedicated to "the girls in our log department." Get it? Log department?



PRIDMORE'S PHILOSOPHY

"Companies have to promote themselves to new prospects by showing how well managed their companies are."

"Employers should have reliable, presentable, and safe equipment to offer potential drivers."

"Drivers who are treated well by their employers are more likely to be better employees and assets to their company."

"Carriers should prove that they have a friendly work environment with an open-door policy so all comments and suggestions are listened to."

"Drivers should be able to expect a good competitive pay rate to start, with a chance of quick advancement to a higher pay rate."

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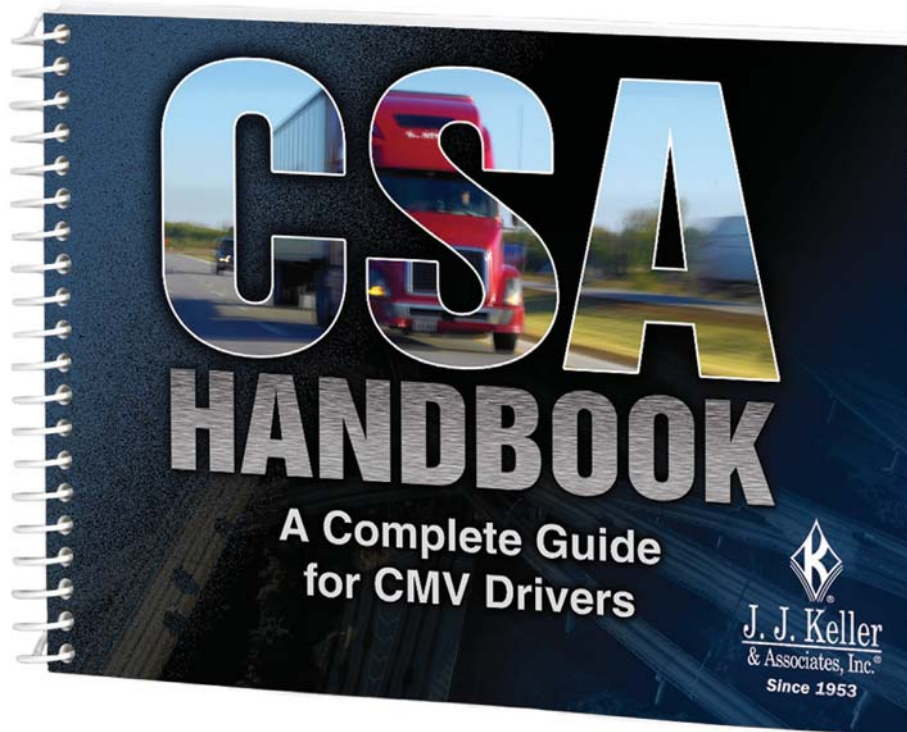
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J.J. KELLER INTRODUCES AN ON-THE-ROAD CSA REFERENCE FOR DRIVERS

To help drivers with the new CSA 2010 enforcement regime, **J.J. KELLER** offers its 'CSA Handbook: A Complete Guide for CMV Drivers'.

The handbook helps commercial truck drivers understand how their activities have an impact on both themselves and their carrier, and what they must do to ensure the impact is positive, says Keller.

It's an in-cab resource for the most critical CSA information: the seven basics, what not to do, driver rights during an inspection, and steps to take afterward.

The handbook is affordable at US\$7.59 for single copies, less for bulk fleet purchases.

See sample pages at www.jjkeller.com/33272.

ROAD MAP TO CSA 2010

COMTECH LAUNCHES INTELLITRUCK FLEET-MANAGEMENT SYSTEM

Comtech says IntelliTruck is an affordable telecommunications system for fleets and individual vehicles, and the company's first foray into commercial vehicle tracking. Its communication technologies underpin the U.S. Army's two major mobile tracking programs used by its combat armament groups. In both cases, Comtech provides worldwide satellite coverage for secure data communication.

IntelliTruck is said to streamline the reporting requirements imposed on truck owners and drivers by the Comprehensive Safety Analysis 2010 (CSA 2010), but it goes beyond compliance.

IntelliTruck's web-based back-office application generates multiple reports around driver safety, behaviour, fuel consumption and vehicle condition. By

exploiting the new information, truck operators can adapt and prioritize tractor and trailer usage and maintenance on a real-time basis, Comtech says.

Priced to make such sophisticated technology "accessible to all fleet owners," IntelliTruck's Electronic Onboard Data Recorder is fully compliant with new FMCSA requirements.

Cost-saving benefits are said to include the ability to read all available vehicle databus types, reducing the time and errors associated with manual recording of driver logs and other information. As well, communications paths include cellular, WiFi, Bluetooth and satellite, with the system continuously evaluating and automatically choosing the best path for communications to reduce operational expense.

The system's open, applications-friendly

Comtech IntelliTruck
fleet-management
system



design is said to mean that it can host different applications and receive software upgrades over the air, enabling fleet managers to run applications remotely without having to haul in their vehicles.

The official release of the system will be in early 2011, though in the short term fleet owners may be interested in participating in a trial.

See www.comtechmobile.com

In Gear

WINTER DRIVE TIRE

HANKOOK OFFERS EXCLUSIVELY CANADIAN DRIVE TIRE

The studless DW02 from **Hankook Tire Canada Corp.** is only available in



Canada and features small block pattern design and lateral full-depth sipes to increase traction on winter roads. In addition, wide open-shoulder grooves provide extra braking performance without shortening tire life, the company says. The special

winter compound of the DW02 provides additional grip and abrasion resistance.

The winter drive-position tire is available in two popular sizes 11R22.5/14 ply and 12R22.5/16 ply.

See www.hankooktire.ca

MICHELIN PHONE APP

NEW APPS FOR IPHONE AND ANDROID DEVICES JOIN EXISTING

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Michelin Americas

Truck Tires is introducing

two new mobile truck tire applications for Apple iPhone and Android-based smartphones. The new apps join the existing Blackberry application introduced in August 2010, as well as the existing ONCall emergency road service (ERS) and online dealer and service locator in the company's 'Wherever You Go' offering.

Using GPS location and Google Maps technology, the iPhone and Android applications provide the location of the nearest Michelin truck tire or service provider, as well as information about that location. Users can call ONCall ERS directly from the app or search for a provider by category, including emergency road service, travel plazas, onsite



tire service or MRT retread locations. The applications can also display service providers based on an entered location other than the current GPS location. Users can call the service provider, obtain driving directions to that shop, or save the information to their device's contacts or address book.

The iPhone app is designed to work on iPod Touch devices as well, with similar functionality when connected to Wi-Fi, but without the GPS-based services.

See www.michelintruck.com

CAT SCALE APP

FREE SCALE-LOCATOR APP FOR IPHONES

The **CAT Scale** Locator iPhone app is now available through iTunes. It lets drivers locate the CAT scale nearest to their current location through the GPS on their phone. Drivers can also use the search function to see locations in other areas either by city, state or zip code as well as get driving directions. The app is compatible with iPhone, iPod Touch and iPad devices.

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6W2, 250 HP, AUTOMATIC
TRANS; 20 & 44 AXLE(S),
WALKING BEAM SUSP; 226" WHEELBASE, 75'
LADDER, STIKY...more

2007 FREIGHTLINER FLC 120
HIGHWAY TRACTOR, 73"
CONHO SLEEPER, DETROIT
ENG; 14L, 455 HP, 13 SPD
TRANS; 12 & 40 AXLE(S), AIR LINER SUSP;
229" WHEELBASE...more

(2) 2006 VOLVO VNL670
HIGHWAY TRACTORS, 61"
HE-RISE SLEEPER, CUMMINS
ENG; 35K, 450 HP, 12 SPEED
AUTO-SHIFT TRANS; 12 & 40 AXLE(S),
AIR-RIDE SUSP; 215"...more

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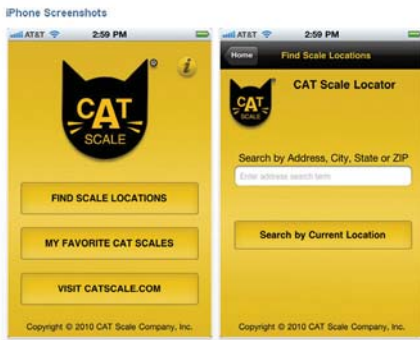
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A link to the application can be found on the company's website home page.

The app is said to be very easy to use and is updated daily, including new locations, truckstop name changes, and the like.

CAT Scale is also investigating creating apps for other various mobile devices.

See www.catscale.com

STATE INFO ON IPHONE

STATE LINES IPHONE/IPAD 'APP' IS A TRAVELER'S GUIDE TO HIGHLY VARIABLE STATE LAWS AND REGULATIONS

This one's a little off the usual beaten path, and you'll have to own an Apple iPhone, iPod, or iPad to make use of it, but if you travel in the U.S. to any extent, it could be very useful. Created by a pair of Apple developers known as **Two Steps Beyond**, a nomadic 30-something couple who wander the States living out of a



pretty small Oliver trailer, State Lines is a traveler's guide to highly variable state laws and regulations. Compiled after over 4 years of full-time road-tripping and costing just

US\$2.99 through iTunes, it could even be called indispensable.

Not a trucker's guide at all, it's intended for civilian travellers and RV'ers and the like, but it contains a whack of highly useful information not likely to be found in any truck driver-specific guide.

Currently State Lines tracks 46 pieces of travel-relevant information for each of the 50 states, including state sales tax,

average local tax rates, time zones, towing laws, gas/diesel taxes, rest area overnight parking rules, default speed limits, alcohol sales laws, smoking bans, open container laws, pet leash laws, bicycle and motorcycle helmet laws, cell phone & texting bans, left-hand turn rules, and more.

It's location-aware, so it can automatically show you information about nearby states. The entire database is integrated into the application, so it works even when you're out of cellular or wi-fi coverage.

The developers say State Lines is kept current by way of periodic updates to their research but it's a time-consuming manual research process so they invite user input and feedback by e-mail. Version 1.3 is an update as of Nov. 22, which added cell phone and texting laws, smoking bans, gas/diesel taxes, and state highway emergency phone numbers.

See www.technomadia.com/2010/05/state-lines-for-iphone

IMPROVED OIL ANALYSIS

SHELL LUBRICANTS REVAMPS LUBEANALYST OIL ANALYSIS PROGRAM

Shell Lubricants says its upgraded LubeAnalyst program provides an online user interface that now offers a worldwide sample history and failure trends on various types of equipment and engine types. A proactive, scientific approach to preventive maintenance, Shell calls it.

The program offers easy-to-use software that allows customers to view and track test results and view management information offline.

Used-oil samples provided through the program can reveal whether contaminants such as water, coolant, fuel or dirt are getting into the oil, indicating head-gasket leaks, leaking fuel injectors, or other problems. Spectrochemical analysis detects the presence of wear metals in the oil, and unusually high amounts could be a sign of abnormal wear. The analysis also measures the oil's viscosity, base number (reserve alkalinity), and fuel-soot level.

See www.shell.ca

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Prices as of January 4, 2011 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	130.4	3.5	113.0
VANCOUVER *	117.5	0.0	78.8
VICTORIA	112.9	-0.3	79.9
PRINCE GEORGE	116.4	1.8	86.7
KAMLOOPS	113.9	1.5	84.4
KELOWNA	115.9	0.0	86.3
FORT ST. JOHN	122.4	5.5	92.5
YELLOWKNIFE	113.4	0.0	94.9
CALGARY *	105.9	0.2	87.9
RED DEER	106.4	0.2	88.3
EDMONTON	104.4	0.8	86.4
LETHBRIDGE	104.9	2.0	86.9
LLOYDMINSTER	104.2	1.0	86.3
REGINA *	110.1	0.2	85.9
SASKATOON	109.9	0.0	85.7
PRINCE ALBERT	105.9	0.0	81.9
WINNIPEG *	107.2	0.0	86.5
BRANDON	108.9	2.0	88.2
TORONTO *	116.4	0.2	84.7
OTTAWA	114.9	0.0	83.4
KINGSTON	113.9	0.0	82.5
PETERBOROUGH	112.9	0.0	81.6
WINDSOR	112.7	0.0	81.4
LONDON	113.4	0.0	82.1
SUDBURY	114.9	0.0	83.4
SAULT STE MARIE	110.9	-0.5	79.8
THUNDER BAY	116.4	-0.3	84.7
NORTH BAY	114.8	1.3	83.3
TIMMINS	116.6	0.7	84.9
HAMILTON	111.6	0.4	80.4
ST. CATHARINES	111.0	0.7	80.0
MONTRÉAL *	118.5	1.1	82.8
QUÉBEC	117.6	0.0	82.0
SHERBROOKE	116.2	-0.7	80.8
GASPÉ	116.9	-0.5	85.2
CHICOUTIMI	115.9	0.0	84.4
RIMOUSKI	116.4	-1.0	82.9
TROIS RIVIÈRES	116.9	0.0	81.4
DRUMMONDVILLE	111.4	0.0	76.6
VAL D'OR	118.4	5.5	86.5
SAINT JOHN *	116.4	1.3	82.1
FREDERICTON	116.7	2.2	82.4
MONCTON	117.3	1.3	82.9
BATHURST	119.1	1.3	84.5
EDMUNDSTON	118.4	1.0	83.9
MIRAMICHI	118.1	1.4	83.6
CAMPBELLTON	118.2	1.7	83.7
SUSSEX	116.7	1.5	82.3
WOODSTOCK	119.8	1.2	85.1
HALIFAX *	115.9	0.0	81.4
SYDNEY	119.3	0.0	84.3
YARMOUTH	118.3	0.0	83.5
TRURO	117.1	0.1	82.4
KENTVILLE	117.2	0.0	82.5
NEW GLASGOW	118.3	-0.1	83.5
CHARLOTTETOWN *	111.4	0.8	81.9
ST JOHN'S *	123.2	1.4	88.5
GANDER	119.7	1.3	85.4
LABRADOR CITY	128.6	0.7	93.3
CORNER BROOK	123.9	1.2	89.1
CANADA AVERAGE (V)	113.7	0.6	84.4

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 (*)



WESTERN STAR CALENDAR

FEATURES VERY COOL 1930S-STYLE ILLUSTRATIONS

Western Star's "limited edition" 2011 calendar is now available. Featuring the work of illustrator Jeff Foster, each of the 12 original works depicting trucks in application are reminiscent of parks and recreation-style posters.

"The 1930's represent a time of hard work and resiliency, and these illustrations showcase Western Star trucks in that light," says Mike Jackson, general manager, Western Star.

You can pick up the 20x31-in. calendar at select Western Star dealers. Find them at www.westernstar.com or call 866-850-7827.

COLLECTOR CARDS

CAT SCALE RELEASES 11TH SERIES OF SUPER TRUCKS CARDS

CAT Scale has released its 11th series of Super Trucks Limited Edition collector cards. It contains 60 cards to be distributed in random order on CAT Scale tickets through the fall of 2011, featuring a mix of antique and newer model trucks. Each time a

driver weighs



on a CAT Scale he'll automatically receive a collector card— adhered to the scale ticket with a clean-release glue.

Collector books, to protect and display the cards, are available through participating CAT Scale locations and can also be ordered online in the merchandise section of the company's website. Each collector book contains plastic sleeves to hold a complete set of cards.

The popular collector cards were first released in 1994, and drivers often save them for the kids in their Trucker Buddy classes.

You can apply to be featured on a future set of cards. Just download the application form from the company's website in the Super Trucks Collector Cards section at <http://catscale.com/supta.pdf>.

WIDE-BASE TIRE

GENERAL AIMS AT CONSTRUCTION MARKET WITH WIDE-BASE GRABBER OA

Aimed at severe-service vehicles, **General Truck Tires** has just introduced its first all-position wide-base tire, the Grabber OA, in the 445/65R22.5 size. Other sizes (385/65R22.5 and 425/65R22.5) will be available this year.



The tire is designed for super-single fitment at steer and trailer positions, sporting what General calls a high carrying

capacity and reinforced shoulder to add protection against curbing and abrasions. The tire has 21/32nds of tread depth, an aggressive tread pattern, and a cut- and chip-resistant tread compound.

General, a division of Continental, says the tire's thick undertread resists casing penetrations from stones and other debris often found in off-road applications, allowing for multiple retreads.

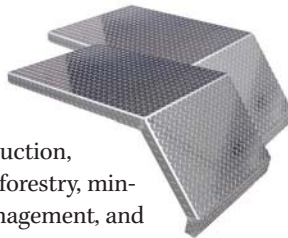
The new Grabber OA carries up to 12,800 lb where regulations allow.

See www.generaltire.com

HEAVY-DUTY FENDER

NU-LINE'S LATEST CREATION IS THIS 'HALF TANDEM' FENDER

The latest fender from **Nuline** was designed for hardcore usage where ruggedness is required, the company says. Suggested applications include construction, grain hauling, forestry, mining, waste management, and others of that sort.



The fender is made of 3/16-in.-thick checker-plate aluminum, and it's 26 in. wide for maximum coverage.

See www.nuline.ca

MANAGEMENT SOFTWARE

RAND MCNALLY'S MILEMAKER AND INTELLIROUTE PRODUCTS NOW INTEGRATED WITH ALJEX HOSTED SOFTWARE

Rand McNally's mileage and routing applications, MileMaker and IntelliRoute, have been integrated with Aljex's hosted transportation management software for brokers, carriers, and 3PLs.

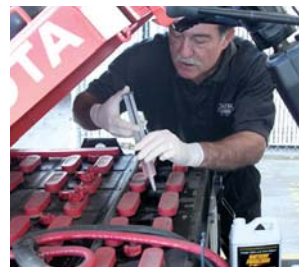
The idea is that Aljex users can generate "accurate" Rand McNally mileage and truck-specific routes without leaving their working Aljex application. MileMaker distances will automatically populate the appropriate fields in Aljex screens and documents. There's no need to re-enter mileage data, the company says, which should save time and eliminate copying errors.

See www.aljex.com

BATTERY HEALTH

BATTERY EQUALISER CLAIMS TO ADD YEARS TO BATTERY LIFE

Battery Equaliser has introduced an aftermarket liquid additive of the same name for lead-acid batteries. It's said to slow down sulfation to deliver longer battery life and thus less maintenance. The company says that sulfation begins coating the lead plates as soon as



electrolyte is added to a new battery fresh off the assembly line, causing internal resistance that lowers overall performance and in a few years chokes out all electrical activity.

Battery Equaliser, the company says, is designed to mix with the battery's electrolyte solution, dissolving existing sulfation and preventing new deposits from forming. Treated batteries are claimed to charge faster and hold a charge longer. Users simply top each cell with as little as 1/2 ounce (treatment varies depending on size of the battery) of the fluid, and that's it. Batteries can be retreated every two years or as needed.

See www.batteryequaliser.com or call 888-851-4431 ▲

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By Peter Carter

The Fruits of Your Labor

Equipment improves, thank goodness, but other things never do, thankfully

One of the coolest guys I ever met was a 70-year-old black bus driver in San Angelo, Texas, named Lee Pope. It was about three years ago, and I was there checking out a Goodyear tire-testing facility. Pope drove the bus that carried us visitors around the property.

When he wasn't driving, Pope told me, he was a pastor of the New Light Baptist church.

I told him I thought only Catholics had a church headed by a Pope.

At one point, we stopped for lunch and our hosts treated us to huge Texas steaks. Sitting with Pope, I mentioned that one of my teenage daughters, Ria,—a vegetarian—would waggle her finger at us for such a meal.

"Why would she be a vegetarian?" he asked.

I said, "I guess because she doesn't like the idea of killing animals."

"Well," Lee Pope responded without so much as a hint of judgment, "bless her heart."

Yeah, I thought. Pope's right. Ria does have a huge heart.

I also told him my dad was a bus driver; in fact he owned a fleet in a small Canadian city called Sudbury. Dad's buses took miners and smelter workers from residential neighborhoods out to where they worked.

Pope said I should be very proud of that legacy.

"If it weren't for your dad," Pope said, "those people wouldn't have gotten to work every day."

How much righter can a guy get? The old folk singer Woody Guthrie once said "Any damn fool make something complicated. It's takes a genius to make it simple."

I've carried Pope's last comment around with me since.

It came to mind as recently as last month.

I was talking to another minister—this one from Ottawa, Ont. (I don't go looking for these God guys, it's a coincidence.)

This man's name is Timothy Meisenheimer and he operates a street charity called Capital City Mission (www.capitalcitymission.com.)

His dad was a trucker out of Sudbury who, when I was growing up, ran Highway Fruit Co. Ltd.

My older brother Tom drove for Highway Fruit, shuttling up and down highway 69 carrying food from the Ontario Food Terminal in Toronto to Northern Ontario.

I had phoned Tom to tell him about the cover story, "10 Outta 10," that starts on page 32 of this issue. When Tom worked for Highway Fruit all those years ago, his truck was a '57

International and I wanted his take on how the new trucks compare to those old ones. And no, his Harvester didn't have a/c or an air-ride seat or anything bordering on creature comforts. And Highway 69 was a goat path compared to the Autobahn it is now. I asked Tom "What ever happened to Highway Fruit anyway?" Tom told me that Meisenheimer Sr. had just died. At 83.

Some of our readers might know him so maybe I'll mention it in the magazine, I said. Then I located his son, Tim, to tell him I wanted to write about his dad, a trucking pioneer.

When Tim answered his cell, he was in the act of cleaning out his late father's house.

Before he found religion, Tim told me, he drove for Highway Fruit, which is now gone.

But hey, he and I agreed in that sentimental way people do when they're condoling each other, he's doing the same work his father did.

"You and your mission are getting food to the poor people in Ottawa the same way your dad brought food to the people of Sudbury."

That's when Mr. Pope's ingenuity for zeroing in on the heart of a matter occurred to me. If you can just for a minute set aside the detail-y technicalities around trucking; the hours of service, the equipment complications; emission controls, insurance, bankers, brokers, interest companies, satellites and assorted con-men, if you can just take a breather every now and then to remind what truckers do best—bring stuff to people who need it—those other details might just be a lot easier to deal with. ▲



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