

**READY TO SOAR**

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Truck-Trailer  
**MARKETPLACE**

**RETAIL  
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**OPPOSITE  
PAGE 60**

# Today's Trucking

The Business Magazine of Canada's Trucking Industry



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March 2015

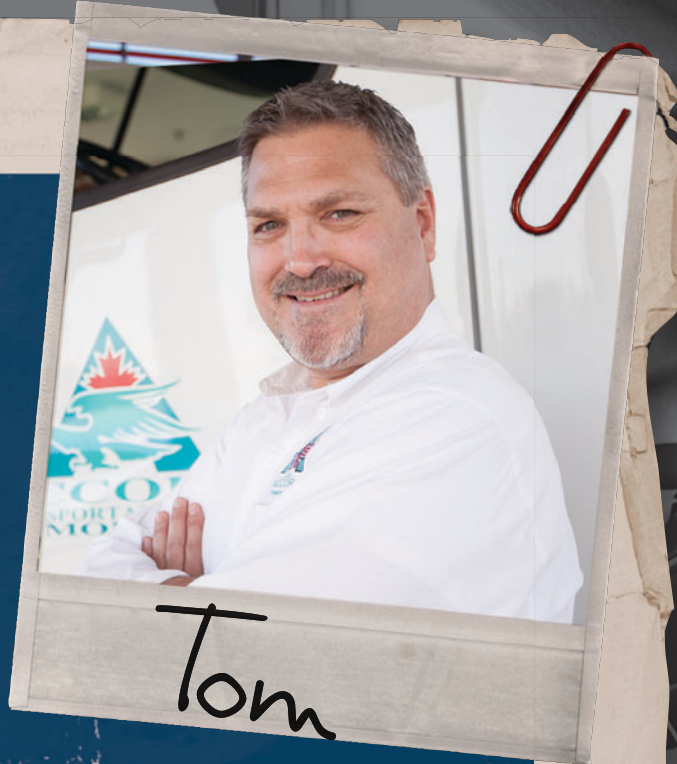
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CANADA'S  
**Top 100**  
A Special Issue

Our annual tally of Canada's  
Biggest For-Hire Carriers, **PG. 25**

**“IT’S THE PEOPLE  
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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

## NEWCOM

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## Today's Trucking Publisher Pleased with Big Acquisition

**Newcom Business Media** — the family-owned publishing company that produces this magazine as well as *Truck and Trailer*, *Transport Routier*, *Truck World* and *ExpoCam*—has just grown by more than 100 percent.

In a deal with a Vancouver-based company called **Glacier Media Inc.**, Newcom has purchased 18 publications and two trade shows.

And while the Newcom proprietors are extremely happy about the growth, they are also quick to reassure readers, advertisers and everybody else they deal with that their increased size will only mean better journalism for readers and improved service for customers.

“Our policy at Newcom is ‘Readers Come First,’ and that is not changing,” *Today's Trucking* Publisher **Joe Glionna** said after the purchase was announced Friday.

The new assets include trade publications, digital properties, conferences, and trade shows in the following industries: automotive; trucking, transportation and logistics; dental; insurance; meetings and travel; as well as Scott's Directories. Included in the deal are *Truck News*, *Truck West* and *Motor Truck Fleet Executive* magazines.

All operations will continue as they are, with staff remaining in their current Toronto location.

**Jim Glionna**, president of Newcom adds, “Not only is this positive for both companies but also for the titles and those working on them who will be able to thrive in our family-owned, entrepreneurial environment.”

Newcom Business Media Inc. was founded by Jim Glionna and several partners in 1987. Glionna's father Al was also the publisher of a trucking magazine; and his son Joe represents the third generation to run the business.



**Joe Glionna**  
*Today's Trucking Publisher*

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## THE KIND OF GUY A TRUCKER CAN COUNT ON

As our editors were busy counting fleets across Canada for our Top 100 feature for the March issue six-year-old Ottawa Valley trucking aficionado **Cameron “Skidder” Gaudet** was compiling his own Top-100 list. Skidder's grade-one teacher at Stewart Public School, Madame Jill Miller, designated February 2 as “100 Day” and students were asked to show they knew what 100 meant. To Skidder, whose granddad Allen Lee runs Allen & John Lee Forest Products, there was only one possible answer. What else could Skidder bring in but 100 trucks, many, he says, scissored from the pages of *Today's Trucking*?



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By Rolf Lockwood



# Potential Ignored

## Women should be driving more of our trucks than they do. What's stopping them?

**W**ell, maybe not so easy, because our industry is not exactly female-friendly. The fundamental culture of trucking is based on a sort of Marlboro Man figure. Tough and independent, resilient and capable, biceps as big as thighs, flirting with the truckstop waitress as he downs a cup of java and waits for his breakfast steak to arrive. In that image of our culture, pretty much the only place for women is the truckstop. Or maybe the payroll office.

Well, hey, that really was the scene once upon a time. Like in the 1950s or '60s. Trouble is, we can't seem to let that ancient image go. And for half the population, it just doesn't represent a very inviting employment prospect.

Leasing giant Ryder System, as you'll read elsewhere in this issue, agrees that women are one key to unlocking the driver shortage. And it figures that a useful way to attract them is to offer customers a girl-friendly vehicle package for lease.

With the help of various OEMs and the Women in Trucking Association (WIT), a Wisconsin-based organization established to encourage the employment of women in our industry, Ryder came up with a custom vehicle design to better meet the needs of women. It includes 15 unique specs, which will also fit the needs of a bunch of guy-type drivers, I hasten to add. Things like automated landing gear and cab security systems.

I applaud Ryder for playing a leadership role here. As an example of that, the company is currently encouraging OEMs to make adjustable foot-pedal height a standard feature in future trucks. This is one item identified by female truck drivers as an important need according to a recent survey conducted by WIT.

It makes perfect sense to me that women should take hold of more steering wheels, but the reasons why they don't number more than about 3 percent of the Canadian truck-driving force go beyond truck design. Way beyond.

Let's face it, there's a legion of Marlboro men out there who don't want women anywhere near what they see as 'man's work' and they'll make life difficult for any female who tries to 'intrude'. It takes a strong and committed woman to fight against that, and

given that the pay and working conditions aren't always so hot, I think it's safe to say that much more than ordinary motivation is required to stick it out. It's gotta be a lot easier to say 'screw it' rather than do battle.

This takes me back to one of the friends I made early on in my trucking career, a produce-hauling woman who went by the CB handle 'Kittyhawk'.

I drove with her locally a couple of times and learned a lot in the process. She was tough as nails, and she actually ordered a new long-nose Peterbilt painted shocking pink at the factory, as if she was thumbing her nose at the men she had to battle for respect. But she went one further... she ordered that truck with a 5-and-four transmission and could use it as well as the brawniest veteran logger.

Clearly, Ryder wouldn't have had to design a truck for Kittyhawk. Not many women are like her, likely none at all, and of course they don't have to be in order to succeed as drivers.

That was 35 years ago and trucks themselves have changed an awful lot in the interim. I'm glad to see Ryder tweaking some design aspects but the fact is, today's average truck drives like a car anyway. Your average retired librarian could do it.

I exaggerate, but trucks are far easier to handle in 2015 than they were in 1980, whether they're driven by women or men, and nowadays nobody needs serious arm strength—except for things like dealing with a reluctant fifth-wheel locking mechanism or tarping a flatdeck load. But lots of men are challenged by those two as well. Drivers' seats and steering wheels are extremely adjustable, so short and tall drivers, male or female, can fit just fine. The list goes on.

So no, the trucks themselves aren't the biggest barriers blocking women from our midst. It's the culture doing it, working conditions too, and until we collectively make it better, the staring-us-in-the-face solution that women represent will be wasted. Organizations like WIT can help, as can events like Trucking HR Canada's 'Women with Drive' conference slated for early this month, by drawing attention to the potential.

And I think that's the real value of the Ryder spec'ing initiative—it's putting the spotlight on that potential, which we've been seeing for decades but doing nothing about it. Time to change. **TT**

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Let's face it,  
there's a legion  
of Marlboro Men  
out there who  
don't want women  
anywhere near  
what they see as  
'man's work'

# Dispat

## Navigating *via* Navistar

Why International Trucks  
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**T**he people who make **International Trucks** want to befriend Bay Street investors, Wall Street analysts as well as truckers across North America.

And they've made a pretty good case for themselves.

On February 4, the \$2.4-billion **Navistar**, which makes Internationals welcomed hundreds of analysts and journalists to the company's

Lisle, IL., headquarters to unveil, in a day-long parade of executives, technology and flashy show-and-tell sessions, plans to shake off the past.

It was called an *Analysts' Day*; and it's usually an annual event. But for reasons put very succinctly by Navistar President and CEO Troy Clarke, Navistar skipped the last two *Analysts' Day*, because, he said, “we were

in a state of flux.”

But now, the bosses at the new improved company, running much leaner, with more focus, and with emissions-control and other tech issues behind them, have renewed energy and confidence.

“I'm convinced our best days are ahead,” Clarke said.

Clarke vowed to operate as transparently as possible; and that was underscored

by Bill Kozek, who, two years ago, was recruited from rival Paccar—maker of Peterbilt and Kenworth—and named president and CEO of Navistar's North America Truck and Parts business. And Kozek was nothing if not candid at the *Analysts' Day*.

“When I came here 18 months ago, I knew we had serious challenges to face,” he said. And in response to one

# ches

INDUSTRY — PG. 12

Cummins Still Riding High



ENTREPRENEURSHIP — PG. 15

Survivor: A Breadner Family Special

OEMS — PG. 16

Work Truck Wins Title



## ProStar, DuraStar, PopStar!

Besides having scores of people relying on them for jobs, what do **Navistar** truck bosses and popstar **Katy Perry** have in common?

They all “get off” on DuraStar trucks.

Let us explain: About halfway through the Feb. 5 Analysts’ Day at Navistar HQ

in Lisle, IL., Navistar’s Vice President and General Manager Carl Webb was describing the company’s plans to sell 5,000 more DuraStars in 2015 than 2014 when he paused.

“There was a football game on Sunday,” he said, dryly.

“You might have seen it.” He was talking about the Super Bowl.

And milliseconds before what turned out to be an unforgettable halftime show in which Katy “I Kissed a Girl” Perry literally flew over the fans, a DuraStar beverage truck made a quick appearance.

“If you look really closely you can see the truck floating up into the sky,” Webb said. Because the ad appeared right before the show, it looked like Perry was actually launched from a DuraStar. (It was a Pepsi ad. The beverage

business is one of the markets that Navistar is trying to win more of.)

“It’s no coincidence Pepsi used the best-looking truck in the industry to launch Katy Perry at the Super Bowl,” he said.

If you want to see for yourself, check it out here: <https://www.youtube.com/watch?v=IXSPclYbtIY&feature=youtu.be>

analyst’s question about how he felt about Navistar when he was at Paccar, Kozek added: “From the other side of the market, you wondered, ‘did they [Navistar] really know what’s going on?’”

But now? It’s a whole new world. “We’ve made 10 years of progress in two years,” Clarke said.

And, added Kozek: “Uptime is our brand prom-

ise, we’ve embraced it and we’re poised to deliver.”

Uptime. It was the theme of the Analysts’ day.

Watch for it in Navistar advertising and promotion.

“Uptime means more than designing and building trucks to stay on the road longer,” Kozek said. “It’s our renewed commitment to the industry to deliver innovation, tools and services that keep our

customers moving.”

For Navistar, more uptime for customers will be a result of:

### ■ Changes to truck design and more integration:

While the company says it will still adhere to a philosophy of “buy some and build some” engines, Navistar will broaden the availability of Cummins and Maxxforce engines to include all mod-

els; and the cab structure of its brands—DuraStar, ProStar and WorkStar will be more consistent, with fewer variables. An example of integration: the International ProStar ES fuel-efficiency package combined with the ProStar’s aerodynamics made from lighter building materials mean carriers will save fuel and cut wear-and-tear;

## Dispatches

- **Improvements to Parts and Service:** International Truck claims to have the “broadest, most capable parts distribution and dealer network with more than 800 service locations, more than 10,000 trained technicians and over 8,000 service bays.” Combine that with...
- **Technology:** Navistar says its OnCommand Connection is the “only open-architecture remote-diagnostics

system that provides customers visibility to the health of their entire fleet through a single portal.” The system not only provides real-time remote diagnostics but also information about what parts are available and which repair shops have open bays. Navistar’s Vice President General Manager of OnCommand Connection Mike Cerilli said Navistar aims to make the same

level of technology that many large fleets have available to smaller carriers. Plus, he said, Navistar plans to expand its telematics tech to include axles, transmissions and HVAC systems. “We’re trying to get our customers to change from “fix when broken” to “fix before fail.”

Finally, Navistar promised to bring new vehicles to the market in the next few year, and vowed to make a “big announcement” at the Mid-America Trucking Show in Louisville, in March. Stay tuned.

## INDUSTRY Cummins Still Riding High

Diesel engine maker Cummins Inc. has reported record revenue in 2014 and an 11-percent increase in the fourth quarter from the same time the year before, due to improvements in the North American truck market. “Revenues grew 11 percent [in the fourth quarter] as demand in on-highway markets in North America improved, we continued executing our distributor acquisition strategy, and we delivered strong growth in China driven by new products,” said Chairman and CEO Tom Linebarger.

Revenue for the full year was \$19.2 billion, 11 percent higher than 2013, with the company attributing acquisitions contributing three percent to revenue growth. Revenue in North America increased 20 percent and international sales grew two percent.

Cummins predicted demand in North American on-highway markets is expected to improve again in 2015, but will be partially offset by continued weakness in international markets and the negative impact of the strong U.S. dollar.

Other Numbers to Truck By:

- **6.1:** Percent by which loads posted on the huge American DAT loadboard decreased during the last week of January;
- **0.1:** Percent by which the number of trucks increased on the same board the same week;
- **2.21:** Average rate per mile, in US \$ for flatbed freight, in January.

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Bob Breadner Jr., and his father, Bob Sr.

- **2.24:** Average rate per mile, in US \$ for reefer freight. (A three-cent drop over the previous month)
- **2:** Percent increase year over year in North American class-8 truck sales in January compared to a year earlier. (Strongest improvement since 2006)
- **377,000:** Class 8 sales between January, 2014 and January 2015.
- **1.44:** Rate, per million miles travelled, of fatal traffic accidents involving heavy trucks, in 2013.
- **39.2:** Percent decrease in the number of fatal truck accidents involving heavy trucks, since 2003.
- **34.2:** Percent decrease in the number of injuries from traffic accidents involving heavy trucks between January 2003 and January 2013.

### ENTREPRENEURSHIP

## Survivor: A Breadner Family Special

In the photo above, Bob Breadner Jr., is 30 years old; his father, Bob Sr., is in his early 50s.

The picture was taken in late January, in the offices of the freshly re-launched Breadner Trailer Sales, just east of Kitchener, ON.

And why should you care?

For one thing, their most recent business coup—rebranding a 50-year-old family firm and re-igniting the same spark that trademarked the original corporation—is significant in itself. It is a statement of optimism.

But the very fact that they can

appear together in this photograph borders on the miraculous.

Here's why:

In 1999, when Breadner Sr., was 44 and Bobby just 13, dad was at the top of his game as president of Breadner Trailer Sales (BTS).

His late father, Vern, had started BTS in 1965 but had passed away. Bob persevered and grew the company into a Canada-wide trailer leasing and dealership, and it was a fleet-hold name known coast to coast.

So successful was Breadner that in 1996, he was named Ontario's Entrepreneur of the Year. For several years running, Breadner Trailer Sales was named one of Canada's 50 best privately managed companies.

In 1999, he was flying high. He even owned and flew a Beechcraft King Air 100.

In March that year, he and young Bobby were flying into Muskoka and, for reasons that have never been understood, crashed into the woods.

Father and son were rushed to different hospitals.

Bobby was treated at Toronto's Hospital for Sick Children and his father, who suffered life-threatening injuries, spent months convalescing at nearby St. Michael's.

The scars on Bob Sr.'s leg are reminders of the trauma.

After recovering, Breadner stepped away from his successful enterprise, selling most of it to Wabash Trailer Sales, but keeping a small leasing operation afloat.



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## Dispatches

A few years later, it was back to work. "I found out that I was much better at selling trailers than I was at golf," he laughs.

A much-abbreviated version of the company, Trailers Canada, replaced Breadner Trailers in 2004, and with partner Conny Weyers, Breadner helped Trailers Canada blossom and grow.

Weyers retired this past Christmas. Also, in the meantime, Bobby graduated with an MBA, worked in various enterprises across Canada and—surprise, surprise—earned his private pilot licence.

And so it was that father and son announced to the industry and the staff that they are, in fact, back.

As Breadner Trailer Sales.

Young Bob is vice president, sales and operations.

The Breadners ooze confidence: They're sure that the Canadian trucking industry still associates trailers with the Breadner name. And Breadner Sr. says the re-launch corresponds to a very marked consolidation movement in the Canadian trucking industry.

So he feels Breadner Trailers, under a logo almost identical to the one his father Vern designed a half a century ago, is in an ideal position to celebrate its 50th anniversary and move into the future under generation number-three, in their freshly repainted headquarters, adjacent to—you guessed it—the Kitchener-Waterloo Regional Airport.

## OEMS

### Work Truck Wins Title

The Kenworth T880 has been named Truck of the Year by the American Truck Dealers (ATD).

Judges announced the selection at the recent ATD convention and expo in San Francisco, CA.

Kenworth's vocational truck, with a Paccar MX-13 engine, was chosen for its



"exceptional handling, power, torque and outstanding visibility from the driver's seat."

Other finalists included the International WorkStar 7600 and the Peterbilt 567.

A panel of journalists selected the winners basing their voting on innovation, design, safety and driver satisfaction. ATD, a division of the National Automobile Dealers Association, represents 1,800 medium- and heavy-duty truck dealers.



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# NO SURPRISES

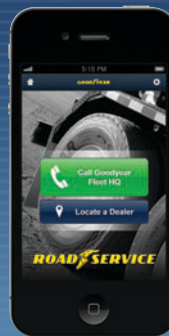
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# Trending on Today's Trucking.com

**What's Tweetin'?**

## 13K-plus Followers!

### We're On To Something.

Late January the Toronto Trucking Association's monthly luncheon featured Labor Lawyer Simon Heath and Human Resources Expert Leona Wilson. The topics du jour? Restrictive covenants (non-compete clauses and the like); and Ontario's new accessibility legislation. Both presenters delivered eye-opener after eye-opener. (In Ontario, come 2015, if you have more than 50 employees, your WEBSITE has to be fully accessible. Google it. You'll be amazed.)

The lunch was at Toronto's Weston Golf and Country Club, and a few dozen lucky truckers heard the helpful news first hand. However, if you were one of @todaystrucking's more than 13,000 Twitter followers; you could have tuned to our live tweeting for a front-row seat. Here're a few of the gems:

**Lawyer Simon Heath:** "In a non-solicit clause, it's advisable to include "Not Accept" job as well. Headhunters can employ semantics."

**Lawyer Heath:** "Contra Proferentum" If you're the one who insisted a controversial clause is in a contract, you'll lose legal challenge."

**Lawyer Simon Heath:** "Any given Sunday, you have no idea what's going to happen even if you have a 19-point lead at half time."

**Lawyer Simon Heath:** "Judges are loathe to enforce non-compete clauses so you better make sure they're done correctly"

**PR Expert Leona Wilson:** "Ontario Government is policing this and we're starting to see fines (Circa \$2,000) for not being accessible."

**HR Pro Leona Wilson on Accessibilities:** "The Human Resources Association Head Office has outside doors two- wheelchairs wide

**HR Pro Wilson:** "Not having an HR policy can make you guilty right off the bat. All it takes is one person to complain."

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POST  
FEB. 10

**Meet Luke Winkels:** Trucker extraordinary with 32-years on the road and world-class solver of the driver-shortage problem. How? He's the eldest of eight Winkels siblings and father to 10 and grandfather to 19. Miraculously,

he still finds time to relax beside the wood stove with his *Today's Trucking*. Our question: Is it possible to relax beside a wood stove with a mobile or ebook version of a publication? The answer? Yes! A good read is a good read. Period.



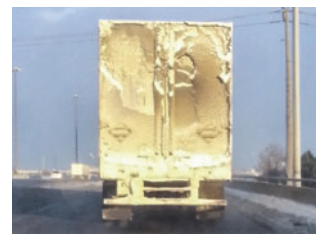
POST  
JAN. 30

Yesterday, Guelph U/Humber College Journalism Instructor **Kimberly Noble**, invited *Today's Trucking* Editor **Carter** to talk to her fourth year students about why trucking is one of the most fascinating businesses ever. Carter's reaction? "Yet again my time in a classroom strengthens my theory that each new generation is an improvement on its predecessor.

These students were engaged, very inquisitive and perfectly—when it worked—irreverent." Some even won very hip *Today's Trucking* caps! Thanks Kimberly.

POST  
JAN. 27

*Today's Trucking* Editor **Carter** was Northbound on 427 when he found himself behind this snow-covered trailer. Marker lights, brake lights, signal lights—all covered with snow. Yikes!



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You receive Today's Trucking in print (obviously). Well, we like giving you options and now you can read the Magazine wherever you want. Check it out on any device, even subscribe to receive a monthly email, letting you know that your next issue has been delivered. Canada Post can't do that!



# logbook2015

## March

3 - 6

### SC&RA – Specialized Transportation Symposium

Atlanta Marriott Marquis, Atlanta, GA

Website: [www.scranet.org](http://www.scranet.org)

4 - 6

### The Work Truck Show

Indiana Convention Center,  
Indianapolis, IN

Website: [www.ntea.com](http://www.ntea.com)

5 - 6

### Toronto Heavy Equipment Show

The International Center, Toronto, ON

Website: [www.masterpromotions.ca](http://www.masterpromotions.ca)

5

### Women With Drive Leadership Summit

Sheraton Toronto Airport Hotel &  
Conference Centre, Toronto, ON

Website: [www.truckinghr.com](http://www.truckinghr.com)

8 - 11

### Truckload Carriers Association Annual Convention

Gaylord Palms, Kissimmee, FL

Website: [www.truckload.org](http://www.truckload.org)

15 - 19

### Truck Renting and Leasing Association – Annual Meeting

Omni Amelia Island Plantation, Amelia  
Island, FL

Website: [www.trala.org](http://www.trala.org)

26 - 28

### Mid-America Trucking Show

Kentucky Expo Center, Louisville, KY

Website: [www.truckingshow.com](http://www.truckingshow.com)

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Trucking Industry**

[www.expocam.ca](http://www.expocam.ca)

## April

10

### Manitoba Trucking Association Annual Meeting

Website: [www.trucking.mb.ca](http://www.trucking.mb.ca)

12-16

### CVSA Workshop

Hyatt Regency, Jacksonville, FL

Website: [www.cvsa.org](http://www.cvsa.org)

14 - 17

### National Fleet Management Association – Institute and Expo

Orange County Convention Center,  
Orlando, FL

Show Dates: April 15th-16th

Website: [www.nafa.org](http://www.nafa.org)

18 - 22

### Annual Convention and Visitors' Showcase – Material Handling Equipment Distributors' Association

JW Marriott, San Antonio, TX

Website: [www.MHEDA.org](http://www.MHEDA.org)

26 - 28

### Annual Conference and Exhibition – National Private Truck Council

Duke Energy Convention Center,  
Cincinnati, OH

Website: [www.nptc.org](http://www.nptc.org)

## May

1-2

### Alberta Motor Transport Association Annual Conference

Lake Louise, AB

Website: [www.amta.ca](http://www.amta.ca)

# Get in the Game!

Do you have an event you'd like to see listed on this calendar or on the interactive [www.todaystrucking.com](http://www.todaystrucking.com) online calendar?

Contact **Nickisha Rashid**  
at [Nickisha@newcom.ca](mailto:Nickisha@newcom.ca)  
or 416-614-5824

# Heard on the Street

## Andy Hires Moryoussef

**Golan Moryoussef** has been named chief financial officer and vice president of sales for **Andy Transport**. Moryoussef has a bachelor's degree from John Molson School of Business. Andy Transport was founded in 2001.

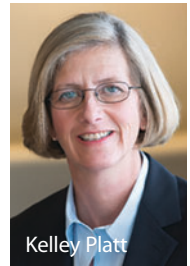


## Canada Cartage buys D.J. Knoll Transport Ltd.

White City, SK.-based **D.J. Knoll** handles dry bulk, liquid bulk, truck-load and LTL and it's now owned by **Canada Cartage**. **Dave Tardi**, Canada Cartage's vice president and general manager for Manitoba-Saskatchewan said, "This acquisition not only increases our scale of operations in Saskatchewan, but also gives us strategic entry into the dry bulk and liquid tanker markets. We see excellent growth opportunities in the grain, fertilizer and other commodity markets in Western Canada." The financial details of the transaction were not disclosed.

## New Western Star Leadership

**Kelley Platt** will take over from the retiring **Michael Jackson** as general manager of **Western Star Truck Sales, Inc.** Michael Jackson, who has served the company for 10 years, will retire March 31. In other **Daimler** news, **New West Truck Centres** in Calgary, Alta. is the 150th dealer in Daimler Trucks North America's Elite Support network. Since 2009, the DTNA network of Freightliner and Western Star Elite



Support Certified dealers has grown steadily, with about 100 dealerships now in the process of achieving certification. **Jennifer Stevenson**, DTNA's director of distribution development said dealerships must meet a stringent set of criteria covering 20 focus areas within the operation in order to get certified. You can see what she's talking about by logging onto [www.elitesupportnetwork.com](http://www.elitesupportnetwork.com)

## Ryder's Idea of a Woman's Rig

**Ryder** is offering a female-friendly heavy-duty truck package for lease; a first for trucking. The custom specification was designed with the help of several OEMs and the **Women In Trucking Association**.

- The vehicles will feature:
- Ergonomically designed seats and adjustable armrest;
  - Hood lift/closure assistance mechanism;
  - Automated transmissions;
  - Fifth wheel configurations with lower pull pressures to open the locking mechanism;
  - Automated fifth wheel locking mechanisms;
  - Automatic landing gear operators for trailers;
  - A cab security system that offers personal protection while the driver is in the sleeper berth.

Ryder is currently encouraging OEMs to make adjustable foot pedal height a standard feature in future truck models, which was identified by female truck drivers as an important need, according to a survey by Women In Trucking (WIT).

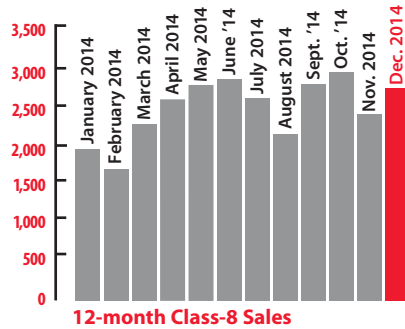
## Bendix Flexes

The braking and high-tech safety-innovator **Bendix Commercial Vehicle Systems LLC** is changing its executive structure from a two-person executive board to a three-person board. Chairman, President, and CEO **Joe McAleese** will step fully into the chairman's role he has held since 2014, and in 2015 Bendix will name a new president and CEO. The new three-person board will consist of McAleese, Chief Operating Officer **Carlos Hungria**, and the yet un-named incoming president and CEO.

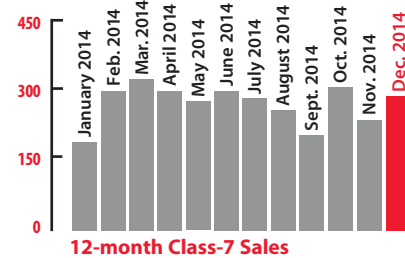
Canada – Truck Sales Index

December 2014

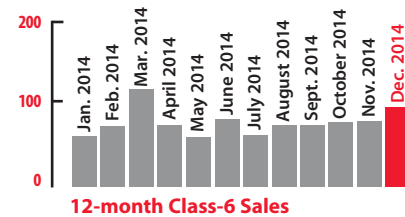
CLASS 8	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	716	7,450	6,825	25.27%	24.54%
Kenworth	447	4,923	4,886	16.70%	17.57%
Volvo Trucks	379	4,510	3,653	15.30%	13.13%
International	380	4,017	4,003	13.63%	14.39%
Peterbilt	326	3,890	3,844	13.20%	13.82%
Western Star	279	2,507	2,446	8.50%	8.79%
Mack	162	2,183	2,155	7.41%	7.75%
<b>TOTAL</b>	<b>2,689</b>	<b>29,480</b>	<b>27,812</b>	<b>100%</b>	<b>100%</b>



CLASS 7	This Month	YTD '14	YTD '13	Share '14	Share '13
Freightliner	80	867	708	26.73%	24.22%
International	61	745	708	22.97%	24.22%
Peterbilt	64	604	536	18.62%	18.34%
Kenworth	43	569	572	17.55%	19.57%
Hino	40	458	399	14.12%	13.65%
<b>TOTAL</b>	<b>288</b>	<b>3,243</b>	<b>2,923</b>	<b>100%</b>	<b>100%</b>



CLASS 6	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino	43	343	253	40.26%	35.29%
Freightliner	39	312	284	36.62%	39.61%
International	9	194	167	22.77%	23.29%
Peterbilt	0	3	13	0.35%	1.81%
<b>TOTAL</b>	<b>91</b>	<b>852</b>	<b>717</b>	<b>100%</b>	<b>100%</b>



CLASS 5	This Month	YTD '14	YTD '13	Share '14	Share '13
Hino	105	984	949	65.95%	58.83%
International	19	364	508	24.40%	31.49%
Mitsubishi Fuso	15	110	121	7.37%	7.50%
Freightliner	12	17	31	1.14%	1.92%
Kenworth	0	16	0	1.07%	0.00%
Peterbilt	0	1	4	0.07%	0.25%
<b>TOTAL</b>	<b>151</b>	<b>1,492</b>	<b>1,613</b>	<b>100%</b>	<b>100%</b>



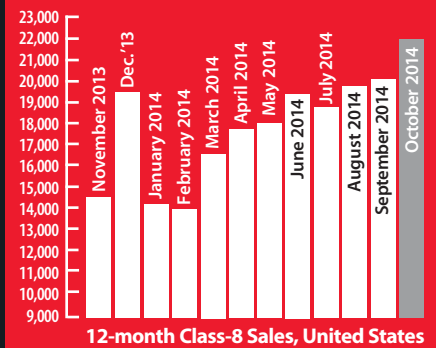
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- Wholesale parts distribution
- Retail parts sales
- Engine and power generation equipment sales
- Maintenance & Repair

U.S. – Retail Truck Sales\*

CLASS 8	Oct. 2014	YTD '14	Share '14
Freightliner	8,153	64,485	35.78%
International	3,514	27,082	15.03%
Kenworth	3,048	24,872	13.80%
Peterbilt	3,080	24,163	13.41%
Volvo	2,378	21,722	12.05%
Mack	1,507	15,123	8.39%
Western Star	349	2,710	1.50%
Other	3	59	0.03%
<b>TOTAL</b>	<b>22,032</b>	<b>180,216</b>	<b>100%</b>



Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	50	104	13	16	329	135	31	32	0	6	716
Kenworth	63	190	34	0	101	49	10	0	0	0	447
International	24	73	7	16	152	80	23	2	2	1	380
Volvo Trucks	40	46	10	48	179	48	3	5	0	0	379
Peterbilt	28	141	21	33	54	26	23	0	0	0	326
Western Star	49	70	5	20	51	45	3	14	0	22	279
Mack	17	70	10	2	39	20	4	0	0	0	162
<b>TOTAL</b>	<b>271</b>	<b>694</b>	<b>100</b>	<b>135</b>	<b>905</b>	<b>403</b>	<b>97</b>	<b>53</b>	<b>2</b>	<b>29</b>	<b>2,689</b>
<b>YTD 2014</b>	<b>2,962</b>	<b>7,108</b>	<b>1,408</b>	<b>1,305</b>	<b>10,502</b>	<b>4,552</b>	<b>1,007</b>	<b>454</b>	<b>36</b>	<b>146</b>	<b>29,480</b>

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

\*U.S. Truck sales numbers were not available in time for print. We apologize for any inconvenience. Please check [todaystrucking.com](http://todaystrucking.com) for updates.



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# CANADA'S Top 100

**99/100:** A statistical look at trucking in 2014 and beyond.

— By **Peter Carter**



When **Today's Trucking's** researchers began surveying for-hire carriers across Canada in preparation for this year's **Top 100** list, many of the respondents answered the questions: "Do you intend to increase the size of your fleet in 2015?" and "Do you intend to increase or lower your rates in 2015?"

A full ninety-nine percent of those who responded said they are going to buy more trucks and 99 percent also said they're raising their rates. They're looking forward to another good year.

More money was spent shipping freight in 2014 than in any previous year. Truck builders sold rigs at a pace they hadn't seen since 2006, and some of the biggest trucking companies in Canada swallowed some of the other larger companies.

Fuel prices dropped as did the Canadian dollar, so south-bound shipping picked up, even as energy exploration slowed in response to the dropping petro prices.

Evidence for the excitement can be found all through the statistics found in the 2015 list. Look at TransForce, for example. Long courted by smaller carriers who would like to be purchased, and long admired by Bay and Wall Streets, TransForce made headlines last year in a variety of ways: Expanding even more deeply into the U.S.; moving away from OTR in favor of LTL and specialty work; and, finally, landing that other giant, Contrans, whose name no longer appears on the charts.

TransForce now has 24,810 employees, 26,728 pieces of equipment and almost 9,000 owner-operators. It almost dwarfs Mullen, which is in the number-two spot. Yet Mullen still employs

upwards of 4,000, moving 11,690 pieces of equipment and employing almost 1,200 owner-operators.

Mullen, with extensive investment in the oil field, was among the carriers hit hard last year by decreasing energy prices, as well as a tough winter. In his most recent statement to shareholders, Chairman and CEO Murray Mullen says he "fully expects 2015 will be a challenging year." But also, in January, Mullen purchased the 660-truck Winnipeg-based Gardewine.

"It expands Mullen's LTL trucking footprint in central Canada, diversifying its revenue streams away from western Canada, more specifically the oil and gas space," analyst Scott Treadwell said in a research note to investors.

Resilience is a trademark of the successful company. And growth. So as some familiar names like Contrans and Celadon Canada (eclipsed by Hyndman Transport) fade into history, newcomers to the Top 100 club, such as Andy Transport of Montreal and Speedy of Toronto are ready to take their place. Finally, and just fyi, both Andy and Speedy checked off the "increasing fleet in 2015" and "increasing rates in 2015" boxes. **TT**

## WHY WE COUNT ON YOU!

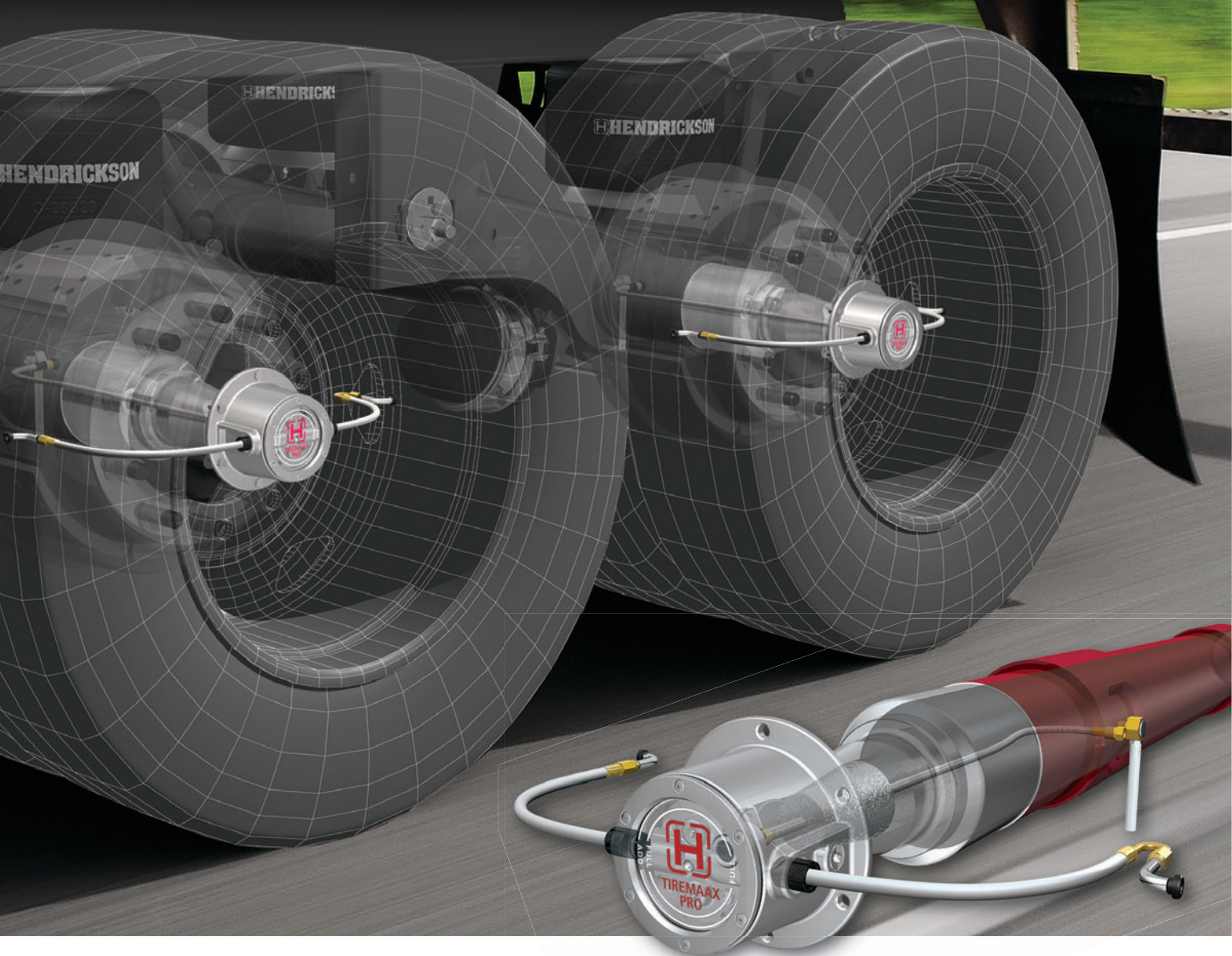
**T**he compilation of the Top 100 project is an all-year-long affair. Throughout the year our staff monitors the for-hire sector but because it's an unaudited self-reporting system, we rely on readers and industry experts to keep us abreast of changes, new companies, or disappearances. To the people who do submit their statistics, we offer a sincere "thank you." And to the others, if you hear of any carriers who might qualify for our list of Top 100 carriers, drop me an email at [peter@newcom.ca](mailto:peter@newcom.ca).

**Thank you** — Peter Carter, Editor, *Today's Trucking*.

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# Today's Trucking

# 2015

CANADA'S TOP 100

Rank (2014)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
1 (1)	<b>TransForce Inc.</b> , Saint-Laurent, PQ	26,728	2833	5549	18,346	8760	24,810
2 (2)	<b>Mullen Group Ltd.</b> , Okotoks, AB	11,690	1539	2610	7541	1138	3935
3 (3)	<b>TransX Ltd.</b> , Winnipeg, MB	6293	83	1565	4645	940	2432
4 (4)	<b>Day &amp; Ross Transportation Group</b> , Hartland, NB	6226	526	1542	4158	1300	1602
5 (5)	<b>Bison Transport Inc.</b> , Winnipeg, MB	5786	15	1475	4296	602	2250
6 (6)	<b>Canada Cartage System L.P.</b> , Mississauga, ON	4763	394	1952	2417	812	2952
7 (9)	<b>Armour Transportation Systems</b> , Moncton, NB	4600	150	950	3500	35	1900
8 (8)	<b>Groupe Robert</b> , Rougemont, PQ	4400	0	1100	3300	0	2900
9 (7)	<b>Challenger Motor Freight Inc.</b> , Cambridge, ON	4129	10	1149	2970	139	1694
10 (12)	<b>Manitoulin Transport Group</b> , Gore Bay, ON	3355	172	796	2387	249	0
11 (11)	<b>SLH Transport</b> , Kingston, ON	3351	1	350	3000	350	750
12 (13)	<b>Trimac Transportation Services LP</b> , Calgary, AB	3096	0	406	2690	691	2069
13 (14)	<b>UPS Canada*</b> , Burlington, ON	2992	2571	142	279	0	10,231
14 (15)	<b>Gibson Energy ULC</b> , Calgary, AB	2874	178	713	1983	397	365
15 (16)	<b>Transfreight, Inc.*</b> , Kitchener, ON	2500	0	400	2100	0	1100
16 (nr)	<b>RTL-Westcan Group of Companies</b> , Edmonton, AB	2386	61	710	1615	294	868
17 (17)	<b>Siemens Transportation Group</b> , Saskatoon, SK	2338	89	621	1628	149	1422
18 (18)	<b>H&amp;R Transport Limited*</b> , Lethbridge, AB	2128	0	553	1575	225	920
19 (21)	<b>SGT 2000</b> , St-Germain-de-Grantham, PQ	2014	0	337	1677	20	425
20 (63)	<b>Hyndman Transport</b> , Wroxeter, ON	1985	0	485	1500	150	550
21 (24)	<b>Rosedale Group</b> , Mississauga, ON	1949	56	483	1410	98	855
22 (23)	<b>M-O Freightworks</b> , Brampton, ON	1948	102	411	1435	513	253
23 (25)	<b>C.A.T./Canadian American Trans.</b> , Coteau du Lac, PQ	1925	0	325	1600	15	400
24 (22)	<b>Purolator</b> , Mississauga, ON	1920	170	460	1290	13	12,000
25 (19)	<b>Erb Group of Companies</b> , New Hamburg, ON	1876	179	507	1190	158	1325
26 (35)	<b>Kriska Transportation Group Limited</b> , Prescott, ON	1804	0	450	1354	130	659
27 (28)	<b>International Truckload Services</b> , Belleville, ON	1708	6	407	1295	205	625
28 (27)	<b>B&amp;R Eckel's Transport</b> , Bonnyville, AB	1684	192	282	1210	15	540
29 (26)	<b>Rosenau Transport</b> , Edmonton, AB	1680	75	330	1275	75	550
30 (59)	<b>Verspeeten Cartage</b> , Ingersoll, ON	1613	0	339	1274	330	386
31 (30)	<b>Simard Transport Ltd.</b> , Lachine, PQ	1537	73	394	1070	224	902
32 (31)	<b>YRC Reimer*</b> , Winnipeg, MB	1530	35	460	1035	160	1261
33 (33)	<b>Schneider National Carriers Canadian Division*</b> , Aberfoyle, ON	1490	0	390	1100	40	408
34 (34)	<b>Gibson Transport*</b> , Alliston, ON	1487	0	255	1232	26	433

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The image shows a 3D perspective of a magazine cover on the left and a website interface on the right, both for Truck and Trailer.ca.

**Magazine Cover:**

- Top banner: "Truck and Trailer" logo, "Canada's #1 Source for Heavy Trucks and Trailers", "Truck Trailer.ca", "OCTOBER 2013 VOL. 17 - NO. 10".
- Center: "LCS Load Covering Solutions Ltd. CANADA" logo, "LOAD COVERING SYSTEMS".
- Text: "Load Covering Solutions provides engineered tarpaulin systems and accessories for all types of transportation requirements. Learn more about our company and products by visiting [www.loadcoveringsolutions.com](http://www.loadcoveringsolutions.com)".
- Images: Various trucks and trailers, including "STEEL HAULERS", "the LOOK", "ALCS", "McMurray", and "Air Ride".
- Bottom: "5499 Huronville Road, Burlington, Ontario L7L 5Y4", "Toll Free: 1-800-465-8277 Fax: (905) 335-8499", "18 Industrial Drive, Caledonia, Ontario N3W 1H8", "www.loadcoveringsolutions.com".

**Website Interface:**

- URL: <http://www.truckandtrailer.ca/>
- Navigation: HOME, SELL, FIND A DEALER, PRODUCTS & SERVICES, INDUSTRY NEWS, QUICK SEARCH.
- BUY Section: Trucks (2,253), Trailers (2,912). Filters for Application, Product Types, Make, Where, All Locations.
- SELL Section: FIND A DEALER.
- SEARCH Section: Make/Model, Where, Example: Make Model Year.
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Rank (2014)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
35 (20)	<b>XTL Transport Inc.</b> , Etobicoke, ON	1408	0	275	1133	95	495
36 (32)	<b>Groupe Guilbault</b> , Ste-Foy, PQ	1396	5	291	1100	55	617
37 (37)	<b>Normandin Transit Inc.</b> , Napierville, PQ	1323	1	329	993	30	558
38 (38)	<b>Vedder Transportation Group</b> , Abbotsford, BC	1313	0	335	978	82	465
39 (36)	<b>Western Canada Express</b> , Concord, ON	1275	20	380	875	289	240
40 (41)	<b>Caravan Logistics Inc.</b> , Oakville, ON	1195	5	295	895	92	305
41 (nr)	<b>Speedy Transport Group, Inc.</b> , Brampton, ON	1190	300	240	650	300	300
42 (40)	<b>Northern Industrial Carriers*</b> , Edmonton, AB	1106	6	150	950	10	200
43 (43)	<b>Caron Transportation Systems</b> , Sherwood Park, AB	1015	29	301	685	17	447
44 (44)	<b>Q-Line</b> , Saskatoon, SK	1012	36	164	812	212	306
45 (46)	<b>DCT Chambers Trucking</b> , Vernon, BC	958	28	250	680	45	190
46 (45)	<b>Groupe Boutin</b> , Plessisville, PQ	951	13	269	669	9	516
47 (60)	<b>Calyx Transportation Group Inc.</b> , Brampton, ON	925	10	165	750	80	407
48 (47)	<b>Penner International</b> , Steinbach, MB	920	0	45	875	315	98
49 (48)	<b>Wilson's Truck Lines</b> , Etobicoke, ON	915	0	215	700	150	296
50 (42)	<b>V.A. Inc.</b> , Boucherville, PQ	891	7	172	712	0	450
51 (50)	<b>Travelers Transportation Services</b> , Brampton, ON	890	3	237	650	14	225
52 (51)	<b>Musket Melburne</b> , Mississauga, ON	885	0	225	660	115	320
53 (56)	<b>AYR Motor Express Inc.</b> , Woodstock, NB	875	0	190	685	50	438
54 (52)	<b>Sokil Transportation Group</b> , Edmonton, AB	865	80	165	620	0	280
55 (53)	<b>Team-Transport Services Ltd*</b> , Richmond, BC	859	0	48	811	48	11
56 (49)	<b>Paul's Hauling Ltd.</b> , Winnipeg, MB	854	9	245	600	2	320
57 (39)	<b>Shadow Lines Transportation Group</b> , Langley, BC	846	3	182	661	178	62
58 (55)	<b>Bruce R. Smith Limited*</b> , Simcoe, ON	840	0	205	635	36	250
59 (54)	<b>Meyers Transportation Services</b> , Peterborough, ON	829	7	122	700	54	302
60 (57)	<b>Thomson Terminals*</b> , Etobicoke, ON	826	3	151	672	1	400
61 (58)	<b>Cascades Logistique et Transport</b> , Kingsley Falls, PQ	780	0	140	640	0	350
62 (69)	<b>HBC Logistics</b> , Brampton, ON	755	0	38	717	0	225
63 (61)	<b>Arrow Transportation Systems Inc.*</b> , Richmond, BC	716	40	201	475	150	900
64 (62)	<b>Les services logistiques Trans West Inc.</b> , Lachine, PQ	715	0	210	505	90	470
65 (72)	<b>Wolverine Freight System</b> , Windsor, ON	692	2	140	550	65	220
66 (nr)	<b>Andy Transport</b> , Salaberry-de-Valleyfield, PQ	680	0	230	450	50	280
67 (68)	<b>Transport Bourassa Inc.</b> , St-Jean-sur-Richelieu, PQ	658	1	176	481	1	389
68 (66)	<b>Arnold Bros. Transport Ltd.</b> , Winnipeg, MB	648	15	205	428	99	208
69 (64)	<b>Muskoka Transport</b> , Bracebridge, ON	639	4	175	460	22	245
70 (65)	<b>McKevitt Trucking</b> , Thunder Bay, ON	628	3	175	450	25	260
71 (67)	<b>System 55 Transport*</b> , Oakville, ON	614	4	134	476	53	98
72 (71)	<b>Transport Herve Lemieux</b> , Saint-Laurent, PQ	575	41	254	280	29	401
73 (73)	<b>Doug Coleman Trucking Ltd.</b> , London, ON	564	42	149	373	20	350

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Rank (2014)	Company Name, City, Province	Total	Trucks	Tractors	Trailers	O/O's	Employees
74 (74)	<b>Groupe Jules Savard</b> , Jonquiere, PQ	540	0	160	380	1	300
75 (75)	<b>ProNorth Transportation*</b> , North Bay, ON	535	3	132	400	4	200
76 (77)	<b>Transport TYT</b> , Drummondville, PQ	523	0	98	425	40	225
77 (76)	<b>BLM Group*</b> , Kitchener, ON	520	0	120	400	10	225
78 (78)	<b>Williams Moving &amp; Storage*</b> , Coquitlam, BC	483	93	72	318	45	181
79 (81)	<b>Samuel Son and Company Ltd.</b> , Mississauga, ON	445	10	160	275	135	0
80 (82)	<b>Transport Bourret Inc.</b> , Drummondville, PQ	439	10	154	275	10	436
81 (83)	<b>Transport St-Michel</b> , St-Michel, PQ	435	0	85	350	10	150
82 (84)	<b>Fluke Transport</b> , Hamilton, ON	432	12	110	310	62	130
83 (nr)	<b>Easson's Transport Limited</b> , Kentville, NS	430	0	180	250	60	275
84 (80)	<b>Groupe Goyette</b> , Saint-Hyacinthe, PQ	429	1	50	378	35	182
85 (95)	<b>Chester Cartage Ltd.</b> , Toronto, ON	415	50	65	300	0	110
86 (85)	<b>Transport Bernières</b> , Decary, PQ	395	0	100	295	0	225
87 (89)	<b>Accord Transportation</b> , Surrey, BC	393	2	29	362	150	61
88 (87)	<b>TVM Limited*</b> , Cottam, ON	386	0	151	235	139	42
89 (86)	<b>Empire Transportation*</b> , Grimsby, ON	386	0	65	321	0	80
90 (88)	<b>APPS Transport Group</b> , Brampton, ON	382	17	65	300	40	250
91 (93)	<b>Fleetway Transport</b> , Brantford, ON	376	2	89	285	8	97
92 (100)	<b>Transport Besette et Bourdreau Inc.</b> , Saint-Hyacinthe, PQ	375	2	133	240	1	220
93 (92)	<b>Transport Gilmyr Inc.</b> , Montmagny, PQ	373	0	98	275	27	210
94 (90)	<b>Consolidated FastFrate*</b> , Woodbridge, ON	365	5	60	300	30	200
95 (91)	<b>Transport LFL*</b> , Vallée-Jonction, PQ	361	33	89	239	3	200
96 (79)	<b>Total Logistics Trucking</b> , Vaudreuil, PQ	358	2	61	295	109	252
97 (nr)	<b>Tandet Dedicated Logistics</b> , Oakville, ON	345	6	91	248	25	121
98 (nr)	<b>TransPro Freight Sysems Inc.</b> , Milton, ON	330	0	100	230	80	50
99 (94)	<b>Gosselin Express</b> , Thetford Mines, PQ	319	9	60	250	2	110
100 (97)	<b>Transport Matte Limited</b> , Donnacona, PQ	316	1	115	200	0	125

## GRAND TOTAL

**173,897 10,485 39,463 123,949 22,162 101,323**

FOOTNOTE: nr = not previously ranked. \* Statistics unavailable for 2015 survey. Asterisk donates 2014 survey results.

### HOW WE DID IT

1. Companies are ranked based on total vehicle counts, including power units and trailers, as reported in January, 2015. Only trucks of class 6 or above are enumerated unless otherwise noted. Vehicles and employees based in the United States are included provided they are administered from a Canadian head office.
2. Most of the statistics were entered into the Today's Trucking data base by representatives of the companies themselves. The remaining companies and additions were gathered by Today's Trucking editors via phone, email or fax. While we strive to present accurate figures, the statistics have not been independently verified.
3. Several large fleets do not respond to our requests for information. These include Irving Transportation Services (comprising Midland Transport, Sunbury Transport and RST Industries based in New Brunswick). As well, the Canadian operation of Federal Express is not on the list.
4. If you have any enquiries or if you think your company should be on next year's list, please contact Peter Carter at 416-614-5828 or peter@newcom.ca

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**MERITOR**

Company Name	Rank ('14)	Total Units	Company Name	Rank ('14)	Total Units
<b>A</b>			<b>N</b>		
Accord Transportation	87 (89)	393	Normandin Transit Inc.	37 (37)	1323
Andy Transport	66 (nr)	680	Northern Industrial Carriers*	42 (40)	1106
APPS Transport Group	90 (88)	382	<b>P</b>		
Armour Transportation Systems	7 (9)	4600	Paul's Hauling Ltd.	56 (49)	854
Arnold Bros. Transport Ltd.	68 (66)	648	Penner International	48 (47)	920
Arrow Transportation Systems Inc.	63 (61)	716	ProNorth Transportation*	75 (75)	535
AYR Motor Express Inc.	53 (56)	875	Purolator	24 (22)	1920
<b>B</b>			<b>Q</b>		
B&R Eckel's Transport	28 (27)	1684	Q-Line	44 (44)	1012
Bison Transport Inc.	5 (5)	5786	<b>R</b>		
BLM Group*	77 (76)	520	Rosedale Group	21 (24)	1949
Bruce R. Smith Limited*	58 (55)	840	Rosenau Transport	29 (26)	1680
<b>C</b>			RTL-Westcan Group of Companies	16 (nr)	2386
C.A.T./Canadian American Trans.	23 (25)	1925	<b>S</b>		
Calyx Transportation Group Inc.	47 (60)	925	Samuel Son and Company Ltd.	79 (81)	445
Canada Cartage System L.P.	6 (6)	4763	Schneider National Carriers Canadian Division*	33 (33)	1490
Caravan Logistics Inc.	40 (41)	1195	SGT 2000	19 (21)	2014
Caron Transportation Systems	43 (43)	1015	Shadow Lines Transportation Group	57 (39)	846
Cascades Logistique et Transport	61 (58)	780	Siemens Transportation Group	17 (17)	2338
Challenger Motor Freight Inc.	9 (7)	4129	Simard Transport Ltd.	31 (30)	1537
Chester Cartage Ltd.	85 (95)	415	SLH Transport	11 (11)	3351
Consolidated FastFrate*	94 (90)	365	Sokil Transportation Group	54 (52)	865
<b>D</b>			Speedy Transport Group, Inc.	41 (nr)	1190
Day & Ross Transportation Group	4 (4)	6226	System 55 Transport*	71 (67)	614
DCT Chambers Trucking	45 (46)	958	<b>T</b>		
Doug Coleman Trucking Ltd.	73 (73)	564	Tandet Dedicated Logistics	97 (nr)	345
<b>E</b>			Team-Transport Services Ltd*	55 (53)	859
Easson's Transport Limited	83 (nr)	430	Thomson Terminals*	60 (57)	826
Empire Transportation*	89 (86)	386	Total Logistics Trucking	96 (79)	358
Erb Group of Companies	25 (19)	1876	TransForce Inc.	1 (1)	26,728
<b>F</b>			Transfreight, Inc.*	15 (16)	2500
Fleetway Transport	91 (93)	376	Transport Bernières	86 (85)	395
Fluke Transport	82 (84)	432	Transport Bessette et Bourdreau Inc.	92 (100)	375
<b>G</b>			Transport Bourassa Inc.	67 (68)	658
Gibson Energy ULC	14 (15)	2874	Transport Bourret Inc.	80 (82)	439
Gibson Transport*	34 (34)	1487	Transport Gilmyr Inc.	93 (92)	373
Gosselin Express	99 (94)	319	Transport Herve Lemieux	72 (71)	575
Groupe Boutin	46 (45)	951	Transport LFL*	95 (91)	361
Groupe Goyette	84 (80)	429	Transport Matte Limited	100 (97)	316
Groupe Guilbault	36 (32)	1396	Transport St-Michel	81 (83)	435
Groupe Jules Savard	74 (74)	540	Transport TYT	76 (77)	523
Groupe Robert	8 (8)	4400	TransPro Freight Systems Inc.	98 (nr)	330
<b>H</b>			TransX Ltd.	3 (3)	6293
H&R Transport Limited*	18 (18)	2128	Travelers Transportation Services	51 (50)	890
HBC Logistics	62 (69)	755	Trimac Transportation Services LP	12 (13)	3096
Hyndman Transport	20 (63)	1985	TVM Limited*	88 (87)	386
<b>I</b>			<b>U</b>		
International Truckload Services	27 (28)	1708	UPS Canada*	13 (14)	2992
<b>K</b>			<b>V</b>		
Kriska Transportation Group Limited	26 (35)	1804	V.A. Inc.	50 (42)	891
<b>L</b>			Vedder Transportation Group	38 (38)	1313
Les services logistiques Trans West Inc.	64 (62)	715	Verspeeten Cartage	30 (59)	1613
<b>M</b>			<b>W</b>		
M-O Freightworks	22 (23)	1948	Western Canada Express	39 (36)	1275
Manitoulin Transport Group	10 (12)	3355	Williams Moving & Storage*	78 (78)	483
McKevitt Trucking	70 (65)	628	Wilson's Truck Lines	49 (48)	915
Meyers Transportation Services	59 (54)	829	Wolverine Freight System	65 (72)	692
Mullen Group Ltd.	2 (2)	11,690	<b>X</b>		
Musket Melbourne	52 (51)	885	XTL Transport Inc.	35 (20)	1408
Muskoka Transport	69 (64)	639	<b>Y</b>		
			YRC Reimer*	32 (31)	1530

# TRUCK OF THE MONTH CLUB

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# WHAT'S SO BIG

*About Being*

# BIG

ALL KEYED UP: Operations Center at Schneider National's Green Bay, Wis. headquarters.



## Fleets of different sizes can have vastly different work environments. Choose your partners carefully.

By Jim Park

**W**e thought of titling this story something on the “50 Shades of Grey” theme, but the unspoken connotations were simply too much. It can certainly be said, though, when it comes to fleets, size matters. And variety of drivers is every bit a match for the sufficient variety of fleet types that would hire them.

Does fleet size make a difference in drivers’ hiring decisions? You bet it does.

Some drivers say they prefer the apparent security and diversity in a big fleet environment. Others say they prefer the camaraderie and family atmosphere typical of a small fleet. Whether either of those characterizations is entirely true 100 percent of the time is another question, but there are differences.

We polled a few drivers to get their opinions, and as you’d guess, they ran the gamut.

Greg Decker of Airdrie, AB., is an owner-operator with Mullen Trucking’s Heavy Haul division. He says despite the overall size of the Mullen Group, his division still operates like a small company with close personal contact and a team feeling.

“We’re at about 150 trucks here now, but I’ve worked for fleets with 70 trucks and as many as 300,” Decker says. “This seems to be the right size for me. More importantly, we’re big enough to get the benefit of scale, but when I have a problem, I don’t have to go up and down the chain of command to get an answer. In heavy-haul, that’s important.”

Al Goodhall is a company driver with J&R Hall Transport based in Ayr, ON. He started driving in his 40s after his retail business folded. He learned the trade one-on-one, working for an owner-operator in a team operation and says he values easy access to his boss, Jeff Hall.

“I wouldn’t take a job with anybody who doesn’t want to sit down and talk to me,” Goodhall says. “Sometimes it’s just to discuss something about the operation, and sometimes I just a need to blow off a little steam. Jeff’s really good about handling that kind of thing.”

Jean Catudal of Trois-Rivieres, QC., has worked for fleets of all sizes, and now finds himself working for a 100-truck private carrier in a regional operation. And it’s a union job. He says the work



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**Larry Frazier**  
Carlife Fleet Maintenance Manager

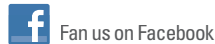


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## LOOKING BEYOND THE OBVIOUS

environment there is much different than in a typical linehaul fleet, but there are still pros and cons to the job.

"The collective agreement here runs everything," he says. "We are dispatched based on seniority, we have steady runs, and I know exactly what is expected of me and what I will be doing tomorrow, next week and next month. I did like the flexibility in the smaller fleets I worked for over the years, and I liked the steady supply of work in some of the bigger fleets. This is different, but the money is better for the work I do."

Don Nolan is a little different. He's a Yank who started his career 15 years ago working for mega-fleet, Schneider National. He's now an owner-op working with a small-to-mid-sized (by U.S. standards) 600-truck bulk hauler, Oakley Trucking, in Little Rock, AK.

"Starting with Schneider was the right thing for me," he says. "I went there right out of school, and they didn't take any chances with new hires. They held our hands every step of the way. Along the way, I had a few other opportunities within the company, including training, safety and even buying a truck. That was fine for that stage of my life, but I'm happier here now. Things change."

### Changes in Attitudes

Adjustments to changing times and life situations are inevitable. And since work as a driver demands so much of your life, it's wise to keep scanning the horizon for opportunities. Or, get onboard with a company that offers different work environments.

**A** fleet's size may open doors to opportunities or liabilities that may be overlooked during the recruiting process. These situations certainly do not apply across the board, and in some cases the opposite of the issues we raise here may be true. Regardless, the points below came from the interviews and are worth considering before you sign on.

- Self-insured (usually larger) fleets may not offer attractive insurance options for some owner-operators. Deductibles can be large and deductible buy-down insurance means additional cost. One owner-op we spoke to for this story claims his deductible is \$20,000 (\$5,000 each for damage to the truck, trailer and cargo as well as third-party liability). The buy-down costs an additional \$275 per month and covers only up to \$15,000.

- Working for a fleet with a poor safety record is like having a target on the truck. It's not fair to generalize, but there are fleets that, due to their size, may not have the resources to establish a comprehensive safety and compliance program. Watch for tell-tale signs like promises of unusually high mileage or lackadaisical attitudes toward compliance generally. Fleets where you can get away with more (or less) in terms of compliance may simply not be watching closely enough. In this day and age, it's not a matter of if, but when, the guy with the badge catches up with you.

- A thinly diversified customer base can be trouble. Fleets that rely heavily on a few primary customers for the majority of their business would be in a precarious position following the loss of one or two customers. That can have a devastating impact on the business.

- Fleets that rely heavily on freight brokers and spot market loads could be in a tough position if those loads dry up. Those loads may or may not be there from day to day or week to week. Losing a key lane could mean trucks are sitting or running more dead-head miles than with a fleet with a dedicated customer base.

- A fleet with shop facilities can be a blessing for owner-operators, especially considering the \$125-plus door-rates many dealers now charge. Some fleets with shops offer owner-ops preferred rates for service and even terms on the work. That's not always the case with private shops. The shop/no-shop question could also have implications on the fleet's maintenance plans. Fleets without a shop will have to send all their work out to be done, which can add time to a repair job—and cost. Some fleets could be inclined to let things go until they have enough work scheduled to warrant a visit.

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# FLEET ENGINEERS

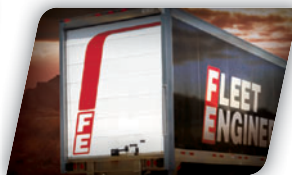
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## Canada's Top 100

Mike Jones, vice-president of Operations at TransX in Winnipeg says big fleets can offer diversity that many smaller fleets cannot, allowing drivers a change of scenery without changing jobs.

"As drivers go through their careers and experience lifestyle changes we can help them adapt to those changes," he says. "We offer city and highway work, regional, two days away, five days away, night shift, etc. As drivers' preferences change over time they can simply ask for a transfer and basically get a new job without leaving the company."

## Top 20

According to who has the most owner-operators

TransForce Inc.	8760
Day & Ross Transportation Group	1300
Mullen Group Ltd.	1138
TransX Ltd.	940
Canada Cartage System L.P.	812
Trimac Transportation Services LP	691
Bison Transport Inc.	602
M-O Freightworks	513
Gibson Energy ULC	397
SLH Transport	350
Verspeeten Cartage	330
Penner International	315
Speedy Transport Group, Inc.	300
RTL-Westcan Group of Companies	294
Western Canada Express	289
Manitoulin Transport Group	249
H&R Transport Limited	225
Simard Transport Ltd.	224
Q-Line	212
International Truckload Services	205

more relaxed lifestyle and better work/life balance.

Decker says Mullen lets him set the pace, most of the time.

"There's work to do here," he says. "In heavy-haul, we have other issues to contend with, like permitting, routing, etc., but we still have the last word on what goes and what doesn't as far as weather and stuff. I like being left to make those decisions rather than have someone far removed from the situation decide for me."

Catudal says at this point in life he'd rather not be working nights, but he sees it as a stepping stone to a dayshift.

"This is a food-service business, so the work will always be there," he notes. "It's more predictable than working over the road, and the hours are not bad once you get used to it."

While Nolan says the mega-fleet environment worked for him when he was younger, it's not what he needs now.

"I have a steady run now, five loads a day between two plants.

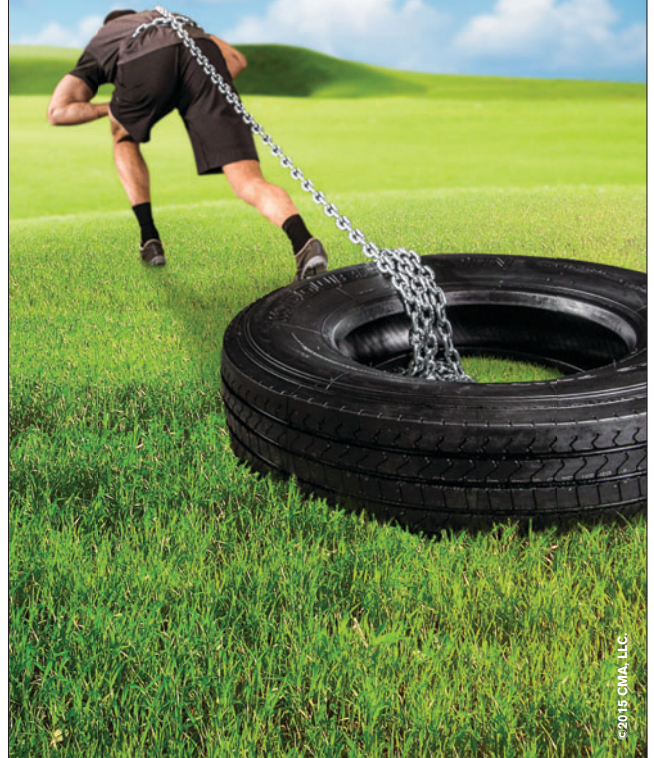
We heard a lot of generalizations for the drivers we spoke to about pay and job security—small fleets often pay better, but the work was less secure. Some drivers also told us they found the big fleet environment a bit too rigid, with all the rules and policies in place and the corporate structure. Others said they like that environment because they could just fit in, do their job and nobody bothered them as long as they pulled their weight.

We also saw differences across age lines, with younger drivers saying they preferred smaller fleets because some were less stringent with the rules, allowing for greater earning potential. (How long that situation continues with e-logs, CSA and more remains to be seen.) Older drivers seemed to prefer a steadier workload, and even fewer miles for a

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**FLEETS OF FOOT:** Some driver like big fleets, some like smaller ones. Almost all drivers see their attitudes and preferences change with age.

Thirty miles round trip," he says. "I would not have been able to handle this kind of work when I was younger, but with a growing family, this suits me perfectly."

Drivers do have choices, and in many cases they are in the driver's seat when it comes to hiring. But that doesn't mean drivers will gain anything jumping from company to company. It may be easier to get hired today, but it's just as likely that if you don't do the research, you'll be seeking greener pastures again. "The industry has

changed its hiring practices over the past 15 years or so," Goodhall says. "Back in the late 90s, you'd be hired over the phone. Today, there's more background work done, more interviews. I think the industry is trying to solve its turnover problem. Drivers have a role here too, like being more discriminate in which fleets they work for. Large or small, there's something out there to suit everyone, so look carefully before you leap, and you'll be in a better place and probably for longer." 

## The Next 10

These companies almost made the Top 100

COMPANY	EQUIPMENT COUNT
Vitesse Transport Corporation/ Vitesse Trucking Services Inc.	315
Sylvester & Forget Transport*	312
GTI Roll Transportation*	280
Distribution Marcel Dion Inc.*	276
J.E. Fortin	270
Sutco Contracting Ltd.	270
MacKinnon Transport Inc	256
J.D. Smith & Sons	230
Mackie Moving Systems	205
Con-way Freight-Canada*	116

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*By Rolf Lockwood*

**A**pples and oranges. That's how Brian Mormino describes the difference between the emissions regimes of the previous decade and the one that was launched last year and will enter its second phase in 2020. Executive director, worldwide environmental strategy and compliance at Cummins, he says all the hard work and heartache of dealing with engine emissions from 2002 on to 2010 has left us well equipped for the next steps.

We've already taken the first of those steps, starting a year ago, with Phase 1 of the fuel economy and greenhouse gas regulations as decreed by President Obama. Back in 2010, with so-called 'criteria' pollutants like nitrogen oxide (NOx) under control, he ordered the Environmental Protection Agency (EPA) and the National Highway Traffic Administration to move on. He told them to cut carbon dioxide (CO2) emissions, along with other gases in lesser amounts, while improving fuel economy in medium- and heavy-duty trucks.

# Motori

The challenge was anything but small, the timeline short, but the 2014 targets were met, largely because so much had already been achieved. And the next target in 2017 will be met as well.

"I'd like to help people understand that the industry is in a great place from the standpoint of technology and the future," Mormino told me in a lengthy recent interview. "What I mean by that is that we now have diesel particulate filters, we have SCR systems, we're taking care of emissions in the exhaust. And we have learned and improved on those systems."



**THE FUTURE IS NOW:** The Peterbilt/Cummins Supertruck unveiled last year incorporates many technologies that we may see in 2020 or even earlier. Its engine sports a waste-heat recovery system.

## Here's *part two* of our look at emissions regimes, this time about what we'll see in the future.

### The New Regime

Phase 1 of the GHG and fuel-economy regime does not involve just engines as in the past, but trucks as well, with tires and aerodynamic devices tested and taken into account. The present 2014-19 rules say that heavy-duty tractors must achieve as much as a 20-percent reduction in CO<sub>2</sub> emissions and fuel consumption by 2017, a little more by 2019. Engines, tested separately, had to improve three percent by 2014, and six percent by 2017. Mixers, refuse haulers, and other vocational machines must get to a 10-percent reduction in fuel consumption by 2017.

None of this change caused a stir last year, and initial targets were met with ordinary improvements of existing hardware and software. Things will get tougher on engines in 2017 but radically new hardware—like waste-heat recovery—won't be required.

When these rules were announced it seemed to many observers that, with so many variations in commercial vehicles, it would be near impossible to find a standard that applies to all. But not so, apparently, and for reasons similar to those cited by Mormino.

# ng Onward

“And so when we look at meeting the first GHG and fuel-consumption standard in 2013, a year early, how did Cummins do that? We did it by improving the engine architecture that we already had in place. And what are we going to do for 2017? We're going to improve on the engine architecture that we already have in place. And I would even venture to say that when we look at 2021, we're going to improve on the engine architecture that we already have in place.”

“It's complicated but we've been able to manage all the configurations in Phase 1,” said Dean Waters, director of compliance and regulatory affairs at Daimler Trucks North America. “Mostly we're able to manage all the differences because we spent a lot of money developing fuel-efficient technologies years ago. All those decisions that have paid off for our business and paid off for our customers, have also paid off in the regulatory world and enabled us to deal with all the different configurations out there.”

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## Phase 2 Tougher

Phase 2 of the fuel-efficiency/greenhouse gas regulations will soon be unveiled. A draft rulemaking proposal was due to be released this month by the EPA and NHTSA, but I'm hearing there's a delay. Regardless, the final rule is due some time in 2016, affecting trucks built in 2020 and beyond.

We don't know much about it, and even the people I've talked to lately who keep track of what's going on in Washington can only guess. All we really know is that Phase 2 will demand even tougher, more stringent CO2 and fuel-consumption reductions. Much tougher, it seems. But our firm knowledge stops there.

Will trailers be added to the mix? It's almost certain, it seems, and there are suggestions that it will happen in 2018. At least for dry vans and reefers.

## One Test Or Two?

Engines and vehicles are tested separately in Phase 1, but there are those who urge that just one test, with engines rolled into the whole truck like any other component, is the better approach for Phase 2. Both sides are pretty vehement.

As things stand now engines are tested on a dynamometer as they have been all along, and Cummins thinks it should stay that way. Among other reasons, Mormino says that this would preserve spec'ing flexibility for truck buyers and ensure repeatability in the testing process.

Trucks, on the other hand, are tested by way of computer modelling in Phase 1, with some inputs coming from on-track trials using standard SAE protocols and that data then fed into the modelling software. Daimler and Volvo (including Mack), the only fully integrated OEMs, are arguing that a single all-inclusive test would be simpler and more cost-effective.

Mormino says the implementation of Phase 1 was pretty much seamless, and he attributes that success largely to the continued use of familiar regulatory

tools and testing methods that had been in place for decades.

For 30 years engine makers have tested NOx and particulates on the dyno, and it was easy to include CO2 as well.

"We just added CO2," Mormino says, "which means that we allowed all

that diversity to continue in the marketplace because the engine is certified to operate in a wide range of vehicles and applications. So customers and end-users still have all the choice that is really, really important... in terms of all of their preferences and the types of

work they have to do. The regulation didn't... limit their choices."

Perhaps a more compelling argument is the one he makes about the huge number of fuel-economy variables when a truck is put to use. Like driver skills, terrain, trailer type, highway or city, load, and countless others.

"That is a challenge for any type of regulation that tries to drive technology on vehicle aspects that are highly variable," Mormino says. "And the way that the regulation attempted to deal with that is that it separated out the most certain aspect, the engine, and provided a much brighter focus on something you can repeatably and accurately measure and do so in a way where it can be enforced."

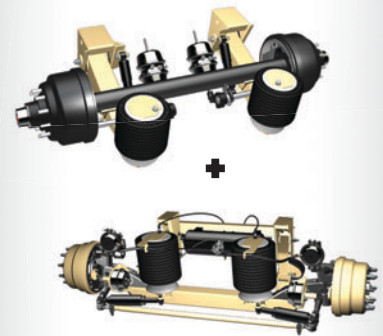
On the other side of this argument sits DTNA's Sean Waters, as well as the Volvo Group's Tony Greszler.

"Our goal has always been to provide our customers with the lowest total operating costs to increase their revenues, and the most effective way to do that has been to provide better fuel efficiency," says Waters. "Regulations have interfered with this goal in the past where criteria-pollutant emissions control technology had a great negative impact on fuel economy.

"It's critical that regulations to reduce fuel consumption do not in actuality result in negative impacts on real-world fuel efficiency gains, and this is where the current separate engine standard program has failed. Engine test cycles



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# Engines

are based on historical operating data and cannot reflect changes in engine size, powertrains, or vehicle power demand and do not accurately represent the fuel used in the real-world, nor were they ever designed to do so," Waters suggests.

"DTNA believes the best way to ensure that the Phase 2 regulation provides a total-cost-of-operation benefit to customers is to give manufacturers the ability

to focus on improving the entire vehicle as it operates on the road and in the application for which its customers want to use the vehicle. Any regulation that doesn't give manufacturers the flexibility to meet it in the manner that works best for our customers, results in vehicles that customers can't afford, or doesn't provide sufficient real-world payback and risks creating a pre-buy prior to the

regulation becoming effective."

Waters goes further, saying that the tests for criteria pollutants—NOx and PM—are based on a test designed in 1990 or 1991 "when trucks had higher horsepower, more torque. It was just a different way of operating an engine. The test was never designed for CO2." Nor was it designed to measure fuel economy, he adds.

He figures the test was used for convenience in Phase 1 to get a rule done quickly.

At Volvo Group North America, Tony Greszler is vice president of government and industry relations, and he's the point man on Phase 2 rules.

"The bottom line here is that the engine test doesn't test the engine the way it runs in the truck," he says. "It's impossible for any engine test to do that. And it also doesn't account for the impact of the engine on the rest of the truck.

## Waste-Heat Recovery

"The technology of most concern is what we call waste-heat recovery," Greszler goes on.

It's a tool that Cummins expects to deploy in 2020 or so, though Brian Mormino says some customers may get field-test units in 2017 or 2018. In fact all engine makers are developing it, and a variation is even used in today's Formula One race cars where they add it to the standard V6 and call the package a hybrid. It recovers exhaust heat and turns it back into energy.

"It's essentially a second engine," says Greszler. "And it requires that you run the exhaust heat through a fluid, via a heat exchanger in the exhaust, and run it through an expansion machine to make power, and then condense that fluid again. Which means that you've got a lot more cooling demand. You've now got to cool most of the heat from the exhaust, because the process isn't very efficient, so most of that heat ends up in your condenser.

"And we end up having to add substantial weight, space, and cooling capacity into our trucks," he continues, "which means that we lose aerodynamic performance and we lose freight capacity because of weight. So we add efficiency to the engine but we take it away from the truck. That doesn't make sense.

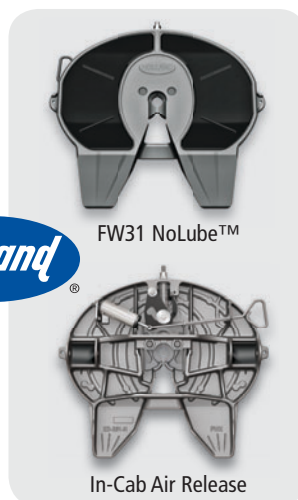


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### HOT AIR=EXPENSIVE AIR:

This waste-heat expander, part of a larger waste-heat recovery system, was shown off at the Mid-America Trucking Show in 2012. Cummins is on its fourth-generation version now.

“Why would you force us to do something like that? Give us the flexibility to look at the truck as a complete entity and make the best, most cost-effective decisions about how to improve the fuel efficiency in a way that meets the target,” Greszler urges.

“I think it’s also obvious that a system like that adds a lot of components, a lot of sensors, a lot of complexity, and potentially a lot of unreliability. Which customers don’t want or need. And if you’re not getting the full benefit from it anyway, you’re really kidding yourself when you measure the efficiency of the engine in a test cell where weight, space, and cooling demand are not accounted for at all.”

Waste heat recovery is just an example, of course, and there might be any number of similar examples that could come up in the future.

“A particular customer could well benefit from efficiency improvements that have nothing to do with the engine and hit the overall targets that EPA will establish,” Greszler continues. “Are we going to force him into engine efficiency solutions that don’t necessarily match his operational requirements because EPA structured a rule that said X amount had to come from the engine? It just doesn’t make sense to us.”

Depending on the stringency of the coming rules, and whether or not we have a separate engine test, waste-heat recovery may or may not be needed.

“If we have a fairly stringent engine efficiency requirement measured in a test cell, then WHR may be the only available technology to meet that target,” Greszler says. “If it’s not applied to the engine but to the truck, we may find quite a few other options.

“We’re all developing waste-heat recovery,” he adds, “don’t get me wrong. I’m not saying it’s a technology that shouldn’t be explored and exploited when and where it makes sense, but it ought not be forced into production on a time schedule that doesn’t allow adequate reliability development and it shouldn’t be forced into applications where it doesn’t really deliver.”

So, much remains to be seen on this topic, and given how much information couldn’t be packed into this space, a Part Three seems to be in order. Watch this space. **TT**

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## The 5,000-foot Approach

*Micromanaging tires can wear you out. And cost more than it's worth. Try this system instead.* By Jim Park

**H**ow you manage your tire program isn't as important as what you get out of the management exercise. Really sophisticated management tools and practices will produce tons of information. The big question is, "How valuable's that data?"

You've heard the expression, drinking from a fire hose; that's what happens when you micro-manage a tire program.

Don't spend more time and energy

tracking your tires than the return you see from the process.

"The only group that I know of that really tracks tires well are the leasing companies; they track tires by vehicle," notes Darryl Stuart, president of DWS Fleet Management Service, and a self-described rebel when it comes to some maintenance practices—tires being one of them.

Big leasing companies can tell you to the 32nd of an inch when a steer or drive

will be due for replacement. They can tell you to the fraction of cent what a tire's lifetime cost will be.

On the other hand, Todd Cotier, director of maintenance at Hartt Transportation in Bangor, ME, has had success with tire program that might be described as the 5,000-foot approach. He watches his tires closely, but not daily.

He has been running the same two brands of single wide tires since 2005, and the mileage he sees from those tires is pretty predictable. Any significant variation from that number gets his attention.

"We expect to get 230,000 miles from the low-rolling-resistance wide-base tires before we pull them from drive axles at 6/32nds" he says.

"After that we put them on the trailer and I stop tracking them." It's just not worth the trouble.

“We don’t run hubodometers on our trailers and we’ve got three-and-a-half trailers for every power unit,” he says. “It would be too complex to track them beyond that point, and it’s hardly worth the effort.”

While that management approach would not fly with giant leasing outfits, it’s just fine with Stuart.

Stuart is of two minds on that depth of tire tracking. At one end of the spectrum,

for fleets that have the wherewithal to pull it off, tire accounting can produce a very robust cost model. But it seldom gets past stage one because of the complexity.

“Generally speaking, most fleets manage tires by what I call general-ledger accounting,” he says. “They take total tire cost and then divide it by the miles traveled—either book miles, satellite, miles or whatever measurement they use. The

average, and even above-average fleet doesn’t measure tires very well, because the majority of them will charge the tire going on, but they won’t credit the tire coming off if it has any value.”

He cites an example where a fleet put three sets of tires on a steer axle over a short time because a driver was complaining about them. The fleet will charge a thousand dollars each time to install the tires, but never credit the tire coming off even though it’s only partially worn.

For example, three brand-new steer tires go on with 23/32 of tread. They come off three weeks later with 22/32.

“If those tires are moved to another position or another tractor, there’s a good chance it will go on at no cost because the tire can’t be charged twice,” Stuart says. “It’s an accounting problem, but it costs the fleet the ability to track the tires by vehicle.”

He says fleets using general-ledger accounting are missing opportunities. With this approach, the tire’s second or third life often goes unaccounted for. If the tire is moved to a trailer, and the fleet has a 3:1 or 4:1 trailer to tractor ratio, there’s a lot of 32nds of rubber that are never accounted for. If that’s the case in your fleet, you probably don’t have a really good handle on your tire costs.

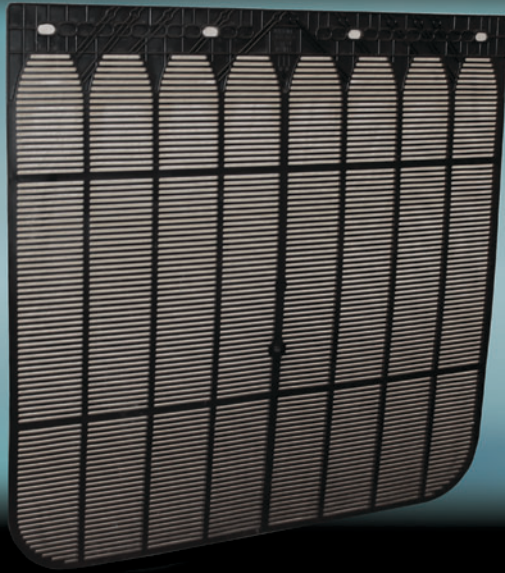
“I charge them going on by 32nd, and credit them coming off by 32nd. It’s cumbersome, but the vehicle costs can be tracked much more closely,” he says.

According to Stuart, the best method for a smaller fleet to manage tires is to treat each one of them as an asset. You have to study each tire that comes off a vehicle.

“Tires talk,” he notes. “They do it in sign language, but analysis can help determine what, if anything cut its life short, or why it ran out to 400,000 miles. Getting right down to basics, if you keep the right amount of air in a tire and you run it straight, you’ll get the best possible value out of the tire, provided you paid the right price for the tire in the first place.”

Whether you micro- or macro-manage your tires, you’ll still see value in a management program. All you really need to do is keep a close eye on the tires, and that sometimes seems to be the biggest hurdle to successful tire management.

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Halo tire inflator from Aperia Technologies

# To Air is Human

*Coming soon to a truck near you: Drive-axle inflation systems.*

Drive-axle inflation systems might not be the Holy Grail of truck maintenance, but they are in a position to cure a vexing problem. There's no debating the savings from properly inflated tires.

Inflation systems for trailers have proven their value in the market, but such systems for steer and drive axles have proven elusive. The problem with a steer axle is the solid spindle, compared to the tube-type axle used on a trailer. It's easier to route the airline through the tube to the spindle and on into the wheel hub with a rotary union and a stator than to work around a solid spindle. In drive axles, the natural barrier is the axle shaft itself.

Obviously eliminating the need for pressure check at all wheel positions will reduce maintenance costs, while at the same time improving tire life and fuel economy.

Currently four suppliers are in the later stages of development of inflation systems for tractors: Airgo, Aperia, Dana and Meritor (PSI). Meritor declined to be interviewed for this story, but the others have offered hints at what's soon to come, or is already on the market.

Tony Ingram, president and CEO of Oklahoma-based Airgo Systems, told us his company will have a system on the market "in the next few months."


"We're still a few months away from commercialization," he says. "But we have been working with test fleets and OEs to prove and approve the product and we're nearly there."

All the moving parts and connections are inside the axle housing, with hoses leading from the face of the hub to the individual wheels. Each wheel has a check valve to prevent both tires from deflating in the event one tire blows out.

"Our focus is to work with the OEs and get the system installed at the factory," Ingram says. "Retrofitting is more work and would require some special tooling, so we don't expect to see a lot of activity on that front."

Ingram says Airgo's control system will also be able to sense vehicle load through suspension pressure and will be able to inflate and deflate tires to the optimum pressure for the load, which could be a feature well received by fleets that run a lot of empty miles or with declining loads.


The Halo tire inflator from Aperia Technologies is more of a pressure-maintenance system than an inflation system, though it can do that too. The bolt-on Halo uses a small internal pump driven by the rotation of the wheel. Because of its relatively small size, it delivers a fairly low volume of air, but



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VICTORIA	110.2	2.6	74.7
PRINCE GEORGE	117.0	1.3	84.8
KAMLOOPS	110.7	-0.8	78.7
KELOWNA	111.7	-1.9	79.7
FORT ST. JOHN	122.9	0.4	90.4
YELLOWKNIFE	121.9	0.0	103.0
CALGARY *	101.2	-0.7	83.3
RED DEER	100.9	-1.1	83.1
EDMONTON	98.8	-0.4	81.1
LETHBRIDGE	100.9	-5.0	83.1
LLOYDMINSTER	103.9	-2.0	86.0
REGINA *	104.4	0.0	80.4
SASKATOON	106.5	-0.2	82.4
PRINCE ALBERT	106.5	-1.2	82.4
WINNIPEG *	106.4	0.7	83.3
BRANDON	105.9	0.0	82.9
TORONTO *	105.1	-0.5	74.7
OTTAWA	109.4	-1.0	78.5
KINGSTON	106.9	-2.0	76.3
PETERBOROUGH	103.9	-1.0	73.7
WINDSOR	100.5	-0.8	70.6
LONDON	106.6	-0.3	76.0
SUDBURY	104.5	-0.3	74.2
SAULT STE MARIE	108.9	-0.8	78.1
THUNDER BAY	111.4	0.1	80.3
NORTH BAY	109.7	-1.2	78.8
TIMMINS	114.6	0.0	83.1
HAMILTON	106.3	-0.6	75.8
ST. CATHARINES	106.7	-0.8	76.1
MONTREAL *	118.3	0.0	78.7
QUÉBEC	118.9	-0.2	79.2
SHERBROOKE	118.4	0.0	78.8
GASPÉ	118.6	0.0	82.7
CHICOUTIMI	115.2	0.2	79.8
RIMOUSKI	118.6	0.0	80.8
TROIS RIVIÈRES	117.6	0.3	78.1
DRUMMONDVILLE	117.9	0.0	78.3
VAL D'OR	117.2	0.0	81.5
SAINT JOHN *	112.2	2.4	76.1
FREDERICTON	112.9	2.5	76.7
MONCTON	113.0	2.0	76.8
BATHURST	114.2	2.3	77.9
EDMUNDSTON	111.2	2.3	75.2
MIRAMICHI	114.0	2.3	77.7
CAMPBELLTON	113.7	2.6	77.4
SUSSEX	112.3	2.6	76.2
WOODSTOCK	114.5	5.1	78.1
HALIFAX *	106.9	2.7	73.6
SYDNEY	109.4	2.8	75.7
YARMOUTH	108.9	3.0	75.3
TRURO	107.7	2.8	74.2
KENTVILLE	105.9	2.8	72.7
NEW GLASGOW	107.2	2.8	73.8
CHARLOTTETOWN *	114.9	2.3	76.6
ST JOHN'S *	116.9	2.1	83.0
GANDER	116.4	5.2	82.5
LABRADOR CITY	122.2	14.1	87.6
CORNER BROOK	117.6	2.1	83.6
<b>CANADA AVERAGE (V)</b>	<b>108.5</b>	<b>0.0</b>	<b>78.5</b>


Updated prices at www.kentgroupinc.com • Prices as of February 3, 2015 • V-Volume Weighted. (+/-) Indicates price variations from previous week. Diesel includes both full-serve and self-serve prices. The Canada average price is based on the relative weights of 10 cities (\*)



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certainly enough to replenish or adjust pressure loss resulting from minor leaks, leaky valve stems, seepage and even temperature compensation.

Reports we have seen show fleets that have tried and tested it are happy with its performance, and say that it does what it's designed to do. The Halo requires no maintenance, and installs in less than five minutes with common shop tools. It's

reusable and can be used at all wheel positions except the steer axle at this point.

The Halo device is NOT recommended for use on wheels with convex shape such as steer positions.

Dana has been building central tire-inflation systems for military and some vocational applications since the 1980s. These are traction-enhancing systems, which can adjust tire pressure up or down depending

on the need for traction in soft or sandy soils. These systems are generally more than is needed in an on-highway application where only top-up air may be necessary to maintain a preset inflation pressure.

However, Dana has a system in development (as yet unnamed) that leverages the sealing technology used on the military side for an on-highway application.

"We're looking at a sealing technology that's integral with the axles," says Tom Bosler, Global Director, Product Planning at Dana Holding Corporation. "And not just drive axles but steer axles as well."

The system is based upon technology used in the military CTIS system, but scaled down to make it palatable to price-conscious fleets.

The current version of the product is inflate only, Bosler told us, but added that Dana is working on something that will compensate upwards and downwards.

"It won't be an adjustable system like the military or vocation designs, but it will be capable of temperature compensation," he says. Bosler, like Ingram, offered little detail on the inner machinations of the seals and the air-line routing, except to say Dana has incorporated a way to put air into tires through the axle without external hoses or by pressurizing axles. He did offer that the steer-axle system will use a rotary joint with a cross-drilled spindle.

Dana's system will be an OE-only offering, with a price point based on total cost of ownership and set by the OEM. There are no plans for an aftermarket installation, Bosler says. Dana has not yet announced an actual launch date.

We are aware, as well, that Pressure Systems International, manufacturers of the Meritor Tire Inflation System are also working on such a system, but that's about all we know at this point.

There are externally mounted drive and steer axle system on the market, but they haven't gained wide acceptance in North America as they have in parts of Europe and South America. Ingram says fleets are a bit leery of the external plumbing becoming tangled in road debris or worse, getting broken off.

If maintaining drive-axle inflation pressure has been keeping you awake at night, you may soon be able to get a good night's sleep. **TT**

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## 2015 HIGHWAY STAR 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 **2015 Highway Star of the Year**. The **Highway Star of the Year** award is open to **ALL** drivers — company drivers and owner-operators alike. If you know someone worthy of such an honor, please submit your nomination as soon as you can. We'll be presenting the award during **ExpoCam 2015** in Montréal, on **Saturday April 18, 2015**.

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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.*

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2013



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Hi-Way 9 Express Ltd.,  
Drumheller, AB

2012



**Stephen McGibbon**  
Milltown Trucking,  
Oak Bay, NB

2011



**Reg Delahunt**  
Independence Transportation  
Lanark, ON

2010



**Cliff Lammeren**  
Praxair  
Edmonton, AB

2009



**Bud Rush**  
Armstrong Moving/  
United Van Lines  
Oakbank, MB

2008



**Dale Hadland**  
International  
Freight Systems (IFS)  
Beachville, ON

2007



**Jean-François Foy**  
Transport  
J.C. Germain  
Neuville, QC

2006



**Terry Smith**  
Highland  
Transport  
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2004



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# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



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## PETERBILT'S NEWEST MODEL 567

The Peterbilt Model 567 SFFA with set-forward front axle aims at concrete contractors

**Peterbilt** has unveiled a major new product configuration aimed at concrete contractors and other weight-conscious applications. Its Model 567, in production for just over a year, now enjoys expanded versatility and utility in a new set-forward front axle configuration. It lets customers maximize payloads through optimized weight distribution.

Like the set-back axle version, the Model 567 SFFA is available in both 115- and 121-in. BBC lengths. The 115-in. model has a bumper-to-front-axle distance of 29 in. and the '121' makes that

distance 31 in. These dimensions were carefully engineered to maximize maneuverability, says Pete.

Both the set-forward and set-back front axle configurations of the Model 567 are standard with the PACCAR MX-13 engine with up to 500 hp and 1850 lb ft of torque. Both models are available as day cabs or with Peterbilt's complete lineup of detachable sleepers.

The Model 567 SFFA is available to order now, with production scheduled for June.

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

## VOLVO'S BIG-BUNK AUTOHAULER

NEW VAH 630 AUTOHAULER MODEL IS A PREMIUM TRUCK FOR LONG-HAUL OPERATIONS

Adding to its lineup of **Volvo** Autohauler (VAH) models, Volvo Trucks has introduced the VAH 630, a premium sleeper version for long-haul operations. The VAH family, launched in March 2011,



already includes day cab and smaller sleeper models for local and regional automobile transport applications.

The VAH 630 provides long-haul drivers with room for rest, meals, and paperwork duties, the company says. It

## Product Watch

has a 61-in. sleeper with a full-sized bunk, ample storage capacity, and space for comfort and entertainment amenities.

The model is available with either Volvo's D11 or D13 engine. The D11 features 355 to 405 hp and 1250 to 1420 lb ft of torque, while the D13 features 375 to 500 hp and torque ranging from 1450 to 1750 lb ft. It's also available with the Volvo I-Shift automated manual transmission.

Other models in Volvo's VAH lineup are the VAH 200 day cab and the VAH 430. All models incorporate features such as deep-drop front axles, low-height Volvo Air Ride rear suspensions, and reduced-height cab options provided by Fontaine Modification.

See [www.volvotrucks.us.com](http://www.volvotrucks.us.com)

## FREIGHTLINER MEDIUM-DUTY OPTIONS

FREIGHTLINER TRUCKS HAS ANNOUNCED NEW OPTION PACKAGES FOR ITS CLASS-6/7 M2 106 MODEL

Freightliner Trucks has announced new



option packages now available to order on its class-6/7 M2 106 models

They include Allison Transmission's FuelSense technology, said to be especially useful for pickup-and-delivery-applications. It's a set of software packages including features that automatically adapt to shift cycles and torque, maximizing transmission efficiency based on load, grade, and duty cycle. When ordered in the Efficiency Package, FuelSense is paired with an exclusive Cummins ISB6.7 engine rating with 220 hp and 600 lb ft of torque.

Features such as the increased

torque rating allow operation at lower engine speeds, mitigating downshifts. FuelSense's neutral-at-stop feature, which takes the load off the engine and transmission while stopped in traffic or at a light, further contributes to fuel savings. The Efficiency Package also includes a 5.22 axle ratio and synthetic lube for the steer and drive axles.

The new Driver Retention Package for the M2 106 has premium interior features to improve driver comfort. Options include a roof console with storage; premium insulation; a wood grain instrument panel; additional in-dash power outlets; Bluetooth-enabled SiriusXM radio; and more.

The Professional Image Package offers a variety of chrome and bright finish options, including a chrome hood mounted air intake grille and polished stainless steel steps.

See [www.freightlinertrucks.com](http://www.freightlinertrucks.com), [www.allisontransmission.com](http://www.allisontransmission.com), and [www.cummins.com](http://www.cummins.com)

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NEWCOM

## SUITS OF ARMOUR, ALBERTA-STYLE

The wardrobe consultant in the photos is Calgary's Daniel Kemp. His customers are three of the five new **Alberta Motor Trucking Association (AMTA) Road Knights**.

The AMTA has just assembled its third team of road safety ambassadors; selected because of their safe driving record, personal commitment to workplace safety and enthusiasm for the industry in which they have made their careers.

The Road Knights, like the Ontario Road Knights (and in fact the program is administered by the same individual who worked for the Ontario Trucking Association, Rebecka Freels), are commercial transport drivers with first-class driving records who meet with the community to share their knowledge of how to safely share the road with a truck. Their mission is to make our roadways safer by encouraging all road users to be partners in safety. The team also works to increase awareness of the industry's economic importance and to promote the industry as a viable career choice.

Over the next two years, the AMTA Road Knights will appear at driving schools, business clubs, junior and senior high schools, career fairs, social clubs and other public venues.

### The 2015-2016 AMTA Road Knights are:

- **Calvin Briggs**, *Grimshaw Trucking, Edmonton*
- **Marsh Duncanson**, *Bison Transport, Calgary*
- **Harvey Wardill**, *Gibson Energy, Grande Prairie*
- **Harminder Dhaliwal**, *Trimac Transportation Services, Calgary*
- **Curtis Mann**, *Bison Transport, Calgary*

Candidates were selected from professional drivers across Alberta. Drivers who were short-listed for the program were



**SUITING UP FOR BATTLE:** Wardrobe Consultant Daniel Kemp prepares Sirs Dhaliwal, Briggs (left) and Duncanson (top left) so they can hit the road as Knights.

required to deliver a well-organized and clearly presented speech before a panel of judges, submit a detailed application outlining why they want to become Road Knights and participate in a rigorous interview by the selection panel.

Team members will make presentations to groups about "sharing the road with a truck" and "careers in the trucking industry". Presentations are free of charge and sometimes include bringing a transport truck for a safety demonstration and for groups to tour.

## MACK MDRIVE HD STANDARD

NEW HEAVY-DUTY VERSION OF THE MDRIVE AUTOMATED MANUAL TRANSMISSION NOW STANDARD IN MACK GRANITE MODELS

**Mack Trucks** has unveiled a heavy-duty version of its automated manual transmission. The new mDrive HD is available now as standard equipment on the Granite model to meet the demands of on- and off-road applications, the company says.

It's designed and engineered to work exclusively with Mack MP7 and MP8 engines.

The 12-speed mDrive HD has an automated clutch, with operation controlled through a dash-mounted shift pad. For more demanding jobsite maneuvers, shifting can be done manually to hold a gear, downshift, or upshift.

Available in overdrive and direct drive, the transmission continuously monitors

changes in grade, vehicle speed, throttle position, acceleration, torque demand, and gross vehicle weight. It automatically chooses the best gear for the road condition, allowing drivers to focus on



the terrain rather than shifting gears, increasing safety on worksites.

The normal-duty mDrive was made standard in Mack Pinnacle models last October.

Compared to conventional automatic transmissions, Mack says the mDrive HD requires less service, significantly reducing maintenance needs.

Other features include low weight,

said to be up to 237 lb lighter than other transmission offerings. But it has reinforced internal components, with stronger gears and synchros to withstand the more frequent shifting that's often needed in construction applications.

Unique software packages specific to the application are available, like the 'Enhanced Construction' package that provides optimal on/off-road capability and gives the driver full control over any terrain.

Interestingly the mDrive HD offers a 'Rock Free' feature. Should the vehicle become stuck, it allows the driver to rock the truck back and forth simply by pumping the accelerator.

And then there's 'Grade Gripper'. Working with the truck's ABS system it allows the vehicle to momentarily hold a hill, giving the driver time to move his foot from brake to throttle without rolling backward.

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



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Some will say that the only way to handle downspeeding is to limit the amount of engine torque that is generated through the system. However, this restricts engine capabilities and hinders trucks from operating at full potential. To ensure the integrity of the vehicle, the right U-joint and axle must be specified. Otherwise the expected life will be compromised.

Dana offers the only full drivetrain system solution for downspeeding with the Spicer® AdvanTEK® 40 tandem axle and the SPL® 250/350 driveshafts. As the industry's most reliable, durable products available for Class 8 commercial vehicles, they can handle the extra torque for continuous efficiency at an optimal engine speed. While others might speak of a solution, Dana delivers it.

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## PAPERLESS DRIVER LOG

FROM APP DEVELOPER BIGROAD COMES DASHLINK, A LOW-COST PAPERLESS DRIVER LOG TOOL

**BigRoad's** newest product, DashLink, is an electronic logging device (ELD) that creates driver logs compliant with existing U.S. and Canadian regulations, and provides fleets and owner-operators with what's the developer calls "an easy and low-cost upgrade" for the upcoming ELD mandate.

DashLink is currently available for Android mobile devices. To use it, drivers must be running the company's mobile app with DashLink support. Support for iOS will be provided in an

upcoming release. Most heavy- and light-duty trucks manufactured after 2008 are compatible.

Ontario-based BigRoad says the aim is "to give the industry the easiest and most flexible way to get started with engine-connected electronic logs."

Unlike existing embedded on-board recorders (EOBRs), the company says DashLink can be installed in seconds for a very low cost.

DashLink is fully compliant with US AOBDR (395.15) and Canadian Electronic Recording Device (SOR-2005 313) regulations. It works in conjunction with the BigRoad mobile app to record driving time, automatically ensuring that driver hours-of-service logs are easily and accurately created. The DashLink device is plugged into the truck's diagnostic port (or otherwise connected to the vehicle's engine), and the BigRoad app is then used to configure the vehicle for use in engine-connected mode.

DashLink can be purchased direct from BigRoad for \$10 per month per vehicle, and the whole system (BigRoad subscription plus DashLink device) is available direct from BigRoad for \$25 per month.

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

## TRP ALL-MAKES PARTS

TRP HAS INTRODUCED NEW ALL-MAKES TURBOCHARGERS, POWER-STEERING PUMPS, AND LED WORK LAMPS

**TRP's** newly expanded offering of all-makes replacement parts includes turbochargers, power steering pumps, windshield wash, and LED work lamps.

The TRP engine program features new, non-remanufactured TRP turbochargers which are available with no core charge. They're designed for increased durability and improved turbo life, says the company, and all turbochargers are tested to ensure reliable performance.

TRP power steering pumps provide the correct amount of pressure to decrease steering effort, increase vehicle safety, and ease driver fatigue. Every pump is tested to ensure performance.

Using natural cleaning agents to power through dirt, bugs and tree sap, TRP Premium windshield wash also

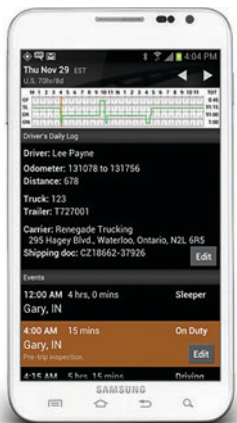


beads and repels rain to keep windshields clear for improved visibility. It offers freeze protection to -30F/-34C.

TRP LED work lamps are said to offer a compact, durable design that provides bright, uniform lighting for better visibility. The lamps have a low power draw and come with a 10-year warranty.

TRP products are available through a global network that includes Kenworth, Peterbilt, and DAF dealerships, with 2000 authorized retailers in all.

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



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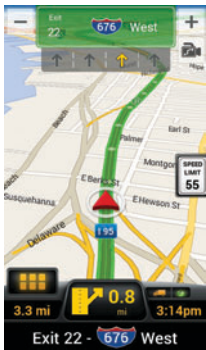
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## NAVIGATION APP UPDATED

COPILOT TRUCK IN-CAB NAVIGATION APP HAS BEEN UPDATED WITH NEW MAPS AND MORE

ALK offers a new update to its CoPilot Truck mobile GPS navigation app for iOS and Android. The update, v9.6.2, includes a revamped and restyled user interface and a full map update.



CoPilot Truck v9.6.2 is designed to provide professional drivers with comprehensive and accurate truck-specific navigation and is the only navigation app to offer ALK's PC\*MILER commercial routing. The new version includes

updated maps that contain truck-specific attributes not found in standard car GPS navigation apps.

CoPilot Truck v9.6.2 also seamlessly integrates with the Drivewyze PreClear mobile-based weigh station bypass app. It only applies to U.S. routes, however.

The update is available free for all CoPilot Truck app users in North America, available on Google Play and the App Store.

See [www.copilottruck.com](http://www.copilottruck.com) and [www.alk.com](http://www.alk.com)

## NEW DAYTON TRUCK TIRES

BRIDGESTONE COMMERCIAL OFFERS AN ALL NEW LINE OF DAYTON COMMERCIAL TRUCK TIRES

**Bridgestone Commercial** has unveiled an all new line of Dayton commercial truck tires. It consists of eight new Dayton models, doubling the product coverage of the former lineup "to meet the needs of small fleets and owner

## MACK EXPANDS BODY BUILDER SUPPORT

**M**ACK has improved things for customers and suppliers by creating a body builder order manager position and a support team focused on "effective collaboration among body builders, dealers and customers during the ordering and body installation process."

Obviously Mack has a ton of experience on this front after many decades of working with body equipment manufacturers, but Stu Russoli, Mack's vocational segment product manager figures it can get even better. He's aiming for a smoother integration of chassis and body and reduced delivery times to customers.

Mack named Gene Olenick the new body builder order manager.

The body builder support group offers access to Mack product experts who can answer questions that may arise during the body installation process and after a truck is put into service. It's located within Mack's recently opened Uptime Center in Greensboro, NC, a 123,000-sq-ft building that houses people from every customer support function and makes it easy for cross-functional teams to interact face-to-face when necessary.

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



operators in a multitude of trucking segments," the company says.

This coincides with the launch of a new Dayton website and tagline, "Tires for Truckers".

The "affordable" new Dayton lineup features expanded size and ply-rating offerings and three SmartWay-verified options.

The new lineup includes the D510S all-position on-highway tire recommended for the steer position and the D610D on-highway drive tire, both SmartWay-verified. Both are recommended for long-haul service in truckload and LTL applications.

The D410T on-highway trailer tire, SmartWay-verified, is recommended for long-haul and regional service in truckload, LTL, distribution, and pick-up-and-delivery applications.

The D520S all-position on-highway

tire, recommended for the steer position, and the D620D on-highway drive tire are aimed at regional service in truckload, LTL, distribution, and P&D applications.

The D630D on-highway drive tire is for regional service in distribution and P&D applications, and the D630M all-position on/off-highway tire is for severe-service work.

And finally, the new D640M all-position on/off-highway tire is also for severe-service applications.

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

## AUTOMATED RATE CONFIRMATION

ALJEX SOFTWARE'S NEW ARC TECHNOLOGY STREAMLINES BROKER BUSINESS WITH CARRIERS, AUTOMATING CRITICAL AGREEMENTS

**Aljex Software** has rolled out ARC, short for Automated Rate Confirmation, a web-based technology that automates critical agreements and routine data exchange between brokers and carriers.

At its core, says Aljex, it's a self-dispatching web document that will change the way brokers and carriers do business.

ARC begins with an e-mail from broker to carrier with a link to a classic rate confirmation in electronic form.



## Product Watch

But with ARC, the digital document contains only the information the carrier has to know in order to accept the load assignment—origin and destination cities, for example. Not included is competitive data, until the shipment is accepted and the ARC is signed by the carrier.

To do that the carrier signs the ARC electronically from a computer or smartphone. The electronic signature is routed through Aljex partner Sertifi, an e-signature service that quickly establishes the identity of the signer. Once verified, the signature and the document are legally binding.

As soon as the ARC has been signed and the signature validated, the broker receives an e-mail notification along with a PDF of the signed confirmation. At the same time the shipment is updated, the confirmation is automatically uploaded into the scanned document directory in Aljex and the carrier receives a new link that enables access to all the information on the ARC, including such facts as pickup and delivery addresses, reference numbers, and contacts.

ARC is now available to users of Aljex Vision.

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

### TUCKUNDER SERIES LIFTGATE

TOMMY GATE OFFERS THE ALL NEW TUCKUNDER SERIES OF LIFTGATES FOR FLATBED, STAKE, AND VAN BODIES

**Woodbine Manufacturing Company**, producer of Tommy Gate hydraulic lifts, has announced the availability of a brand-new Tuckunder Series liftgate (TKT) for flatbed, stake, and van bodies, initially with lifting capacities of 2500 or 3000 lb.

TKT models, the first Tuckunder-style liftgates ever produced by Tommy Gate, incorporate what's claimed to be a state-of-the-art, wide-area design along with numerous installation, operation, and service features to maximize both operator and upfitter convenience.

TKT Models are initially being offered with self-leveling, wedge-style platforms (either extruded aluminum or steel treadplate), lifting capacities of 2500 or 3000 lb, and bed extensions fitting either 96- or 102-inch-wide bodies.

Standard features include hydraulic



Tuckunder Series liftgate (TKT)

power-down to provide quick, consistent platform deployment; an under-ride impact guard; 24-in. rubber dock bumpers to protect the bed extension a snubber kit to secure the stored platform; and low-profile, fixed toggle control (with five minute inactivity shut off).

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

### WORKSTAR GETS CUMMINS ISB6.7

THE INTERNATIONAL WORKSTAR VOCATIONAL TRUCK IS NOW AVAILABLE WITH A CUMMINS ISB6.7 ENGINE

The **International** WorkStar vocational truck can now be powered by the Cummins ISB6.7 engine. The DuraStar model has been available with this engine since December 2013.

The ISB is rated up to 325 hp and 750 lb ft of torque, with higher ratings available for fire and emergency applications.

The WorkStar's powertrain options also include Navistar's proprietary 9.3- and 13-liter offerings. The truck is also available with traditional manual



and automated-manual transmission offerings from Eaton as well as fully automatic options from Allison.

The WorkStar's unique advantages include a hood-and-radiator package with available integral front frame extension and front engine power take-off (FEPTO) without requiring modifications to the radiator or horsepower restrictions.

The WorkStar with Cummins ISB6.7 is available for order today and will be in production this spring.

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

### WHEEL-END OFFERINGS EXPANDED

MERITOR'S AFTERMARKET PORTFOLIO NOW INCLUDES NEW BEARING ADJUSTMENT TOOLS, SPINDLE NUTS, AND HUBCAPS

**Meritor** says it's creating a one-stop resource for wheel-end solutions by adding three new products—Doctor Preload Bearing Adjustment Tools, Temper-Loc spindle nuts from Temper, and Meritor hubcaps. The company began the expansion of its wheel-end line last year when it introduced Meritor AllFit and brake chambers from TSE Brake.

Meritor and Temper Axle Products have partnered to offer Doctor Preload and Temper-Loc spindle nuts for quick preload, or 'tight' bearing adjustments on a variety of steer, drive, and trailer axles. Proper preload settings improve the life of tires, bearings, spindles, and wheel



Meritor's Doctor Preload

seals while reducing ABS faults. When used together, they're said to help fleets meet the SAE J2535 optimal bearing setting of a light preload.

The Temper Axle products represent a cost-effective alternative to pre-adjusted hubs now on the market, Meritor says.

Doctor Preload (pictured here) is easy to use and requires minimal training. Qualified technicians can set proper preload on each wheel-end bearing with reliable and repeatable processes in less than one minute, says Meritor. It was created in response to the all-too-common loose bearing setting or slight

endplay, which leads to premature and expensive tire wear.

The new line of Meritor hubcaps includes aluminum and clear poly hubcaps that meet the operating demands of most heavy-duty applications, direct replacements for many competitive models.

See [meritorparts.com](http://meritorparts.com)

### TRAILER PIGTAIL PRODUCTS

PHILLIPS INDUSTRIES HAS INTRODUCED THREE NEW SEALED TRAILER-HARNESS PIGTAIL PRODUCTS

Phillips Industries has introduced to the aftermarket three new trailer harness pigtail products all sealed for additional protection to keep out moisture and contaminants.

New trailer lighting pigtails are now available for stop-tail-turn and mid-turn lights, as well as marker/clearance lights. The former pigtails have three bullet connectors on one end and either the standard PL-3 connector or 90-degree

PL-3 connector on the other end.

The marker/clearance light pigtails have two bullet connections on one end and either a 2-pin AMP connector with sealed boot, PL-10 connector, or flat seal connector on the other end.

All connections on Phillips' pigtails are molded to protect against contaminants.

The new Phillips Pigtail Adapter converts a PL-3 connector, typically used for incandescent trailer lighting, to a 3-pin AMP connector for LED lighting. It includes a STA-DRY sealed boot for additional protection against moisture and contaminants.

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

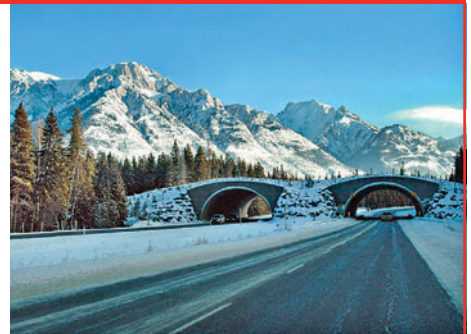


Phillips Industries trailer-harness

# YOU CAN'T GET THERE FROM HERE

## Going to ExpoCam? Watch for the Milk Bottle!

"Quit making them so easy," IFS Trucking's *Chris Sprott* of Oshawa, ON., wrote when he identified last month's mystery item, the Guaranteed Pure Milk bottle on Lucien L'Allier Street in Montreal. Sprott's right. The six-ton, 10-meter-high bottle—there since 1930—was also id'd by *Marc Rimmer* of Currie Truck Centre in Alliston, ON, *Tom Jackman* of St. John's, *James Joyce* of Dunvegan, ON., *Bobby Garfield* of Westmount, QC, *Gene MacDonald* of Charlottetown, *Mike Veltri* of Palgrave, ON., *Sylvain Guimont* of St-Leonard, QC., *Kevin Williams* of Lisle, ON., and *Alaina Clark* of Winnipeg. This month's tougher. If you know where this photo was taken, contact **Peter Carter** at [peter@newcom.ca](mailto:peter@newcom.ca) or **416-614-5828** and if you're among the first 10 to correctly identify the location, you get a swanky **Today's Trucking Cap**. Good luck. **And see you at ExpoCam in Montreal, right near the milk bottle. April 16-18!**



### February Answer:

Guaranteed Pure Milk bottle on Lucien L'Allier Street in Montreal



## YOU CAN'T GET THERE FROM HERE

c/o Today's Trucking Magazine  
451 Attwell Drive, Toronto, ON M9W 5C4

Phone: 416-614-5828 • Fax: 416-614-8861  
Or email: [peter@newcom.ca](mailto:peter@newcom.ca)

P.S. If you call your answer in, don't forget to leave your contact details!

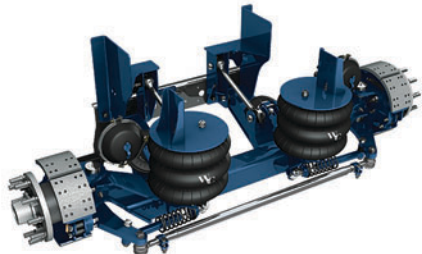


## Product Watch

### LIGHT STEERABLE LIFT AXLES

FROM WATSON & CHALIN, NEW TRU-TRACK LIFT AXLES FOR FREIGHTLINER AND WESTERN STAR TRUCKS

**Watson & Chalin** has introduced Tru-Track 13K and 20K steerable lift axles for Freightliner and Western Star trucks, along with a direct-ship program that helps support the dealer network with product availability.



SL20K



SL13K

The Tru-Track Series incorporates the company's quick-change ride-height system. Capacities range from 10 to 20,000 lb. The Super Short Rail (SSR) version offers a more compact mounting design when space requirements are critical.

Tru-Track 20K is said to be a robust and durable steerable lift axle but weighs only 1297 lb. The manufacturer claims it delivers an industry leading 25 degrees of wheel cut while accepting 445/65R22.5 tires. This vertically integrated suspension is currently available in truck and trailer mounts.

Warranty is five years.

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

### TRACTOR AERODYNAMIC KIT

THE FLOWBELOW KIT CONSISTS OF AERODYNAMIC WHEEL COVERS AND TRACTOR TANDEM FAIRINGS

The **FlowBelow** Tractor AeroKit consists of aerodynamic wheel covers and tractor tandem fairings that work together as a complete aerodynamic system to reduce drag and save fuel.

It addresses the drag-intensive area around the wheels of a tractor's tandem drive axle. It requires a lower initial investment than trailer side skirts, the company says, and a 9-month payback is claimed for a typical application.

Installation is said to be simple, requiring just one man who can do the work in an hour—much less with repeated practice—and with no drilling or welding. The complete kit—four wheel covers, middle fairing, and mud-flap fairing—weighs 75 lb, “half or less” the weight of a trailer skirt.

FlowBelow says it had the Tractor AeroKit tested by Texas A&M University and the Texas Transportation Institute using SAE J1321 testing protocols.

The kit works with or without the existence of trailer skirts and other aerodynamic products, and is said to be compatible with many different wheel and tire configurations, including wide-base singles.

Access to wheels and tires is easy, the company says, because the wheel covers are installed with a patent-pending quick-release system to provide drivers and maintenance staff with tool-free instant access to the wheels.

The tandem fairings, fenders, and wheel covers are made of 100% rust-proof polyethylene and remain flexible at extreme temperatures to withstand the impact of foreign objects on the road. All components come with a one-year standard warranty.

See <http://flowbelow.com>



FlowBelow Tractor AeroKit

### FIFTH-WHEEL PLATE MOUNT

FONTAINE FIFTH WHEEL'S NEW ADJUSTABLE PLATE MOUNT REPLACES TWO BRACKETS WITH ONE



Recognizing that even a small amount of excess weight can make a big difference when it comes to truck efficiency, **Fontaine Fifth Wheel** says it's replacing two of its adjustable-plate-mount fifth-wheel brackets with a single lightweight model. The new PML adjustable mount is an average of 10 lb lighter than the company's PMA and APB models, but it delivers the same load capacity.

The new PML bracket offers all the features of the PMA and APB brackets, but with a new reinforced cast-steel design that cuts weight. Drivers will not notice any difference in capability, says Fontaine.

The new mount is composed of fixed brackets that sit on a steel-plate base. Each side of the base has six mounting holes. The multiple mounting holes allow the fifth-wheel assembly to be moved forward or backward in two-inch increments to help balance any load. Since there's no sliding mechanism, the fifth wheel assembly is lighter, with fewer moving parts to maintain. To further minimize maintenance needs, the PML mount's brackets feature greaseless liners.

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

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By Peter Carter

# My Sore Thumb

## What you have to know about curing sock rage before it ruins you

**R**ight near the tip, in the middle of my left thumb and bisecting the thumbprint, is a slender, not-too-deep paper cut, and it's driving me crazy.

Just this morning, for example, I was buttoning my right cuff. The button caught on a thread so didn't get through the hole easily. I tried to lever it, I applied pressure, and suddenly it felt like I stuck my thumb into a vat of iodine.

My mind got yanked from the important things it was thinking about and once again, I was fretting about my sore thumb.

Hate when that happens.

Suddenly, a sore digit became a bigger problem than global warming. I've never lain awake at night worrying about, say, ISIS. I have, however, flipped and flopped in frustration because the sheets keep slipping out from under the mattress.

Don't lie. You know exactly what I'm talking about.

And so common are these issues, we have a name for them in our house. They're known as "sock rage."

Credit my wife Helena for the title.

Sock rage is that aggravating feeling you get when you're walking outside, usually in winter, and one or both of your socks slips down past an ankle until it's sort of balled up under your foot.

Like with many disabilities, you can't tell a person is suffering from sock rage by looking at him or her.

But know this: A sock-rage victim, in the throes of the condition, can think of very little else. The only thing on that person's mind is finding a place to sit down, slip off the boot and, quite literally, pull his socks up.

Sock rage takes many faces. So I ask that you show mercy for its sufferers. Don't expect too much of them until their problem is healed. (Get it? Healed? Ha-ha.)

Which brings us to the obvious question: "Why are you reading about socks and paper cuts in a trucking magazine?"

And the not-so-obvious answer: "The less sock rage, the happier and more productive we all will be. Also, I have a cure."

The reason I had that paper cut in the first place is that last Sunday, my daughter Ria told us her new friend John was going to come for supper. We started cleaning up.

The reason I had that paper cut in the first place is that last Sunday, my daughter Ria told us her new friend John was going to come for supper. We started cleaning up.

I realized our main-floor bathroom needed a new toilet seat. The old one wasn't that bad, but at that moment, installing a new seat—especially since Len McAuley's Home Hardware Store was open and 100 meters away from my house--seemed like a very good chore to take on.

I walked to Len's, bought a toilet seat, returned home, confident I'd be done in a jiffy.

Guess what.



It had been so long since the toilet seat had been replaced the little PVC nuts holding it in place were rusted. (If you think plastic doesn't rust, you ain't looked under our toilet seat.)

Question: What sort of tool does one use to remove jammed PVC nuts under a toilet seat? I tried this wrench and those pliers and a few swears, until finally, I stripped the nuts bare.

X-Acto knife time.

Hardly the ideal tool for the job, but I had no choice. It took an awful lot of knifing but I (with help from my son Michel) eventually destroyed the nuts enough to get them off and replace the seat. And slice my thumb in the process.

Which brings me to the cure for sock rage.

If you think about sock rage, it happens for a reason. It is always the result of wearing boots that are just a little bit too big (or left untied because you're in a hurry) and socks that have lost their elasticity.

Sock rage, paper cuts and similar irritants large and small can be avoided if you: A) Use the right tools; B) Take your time; and C) Wear proper clothing.

That solved, here's the bigger question: Why after all these years on this earth have I still not managed to actually apply any of the above lessons? **TT**

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AT TEMPERATURE.**



**AND EVENTUALLY, IN BUTTER.**

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