

ADIVING FORCE:

Why you want people like Cliff behind your wheels, PG. 30



Praxair's Lammeren is highwaySTAR of the year.

May 2010

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

FOCUS ON 2010

Complete Truck World 2010 coverage, PG. 28

CSA 2010: What you need to know, PG. 33

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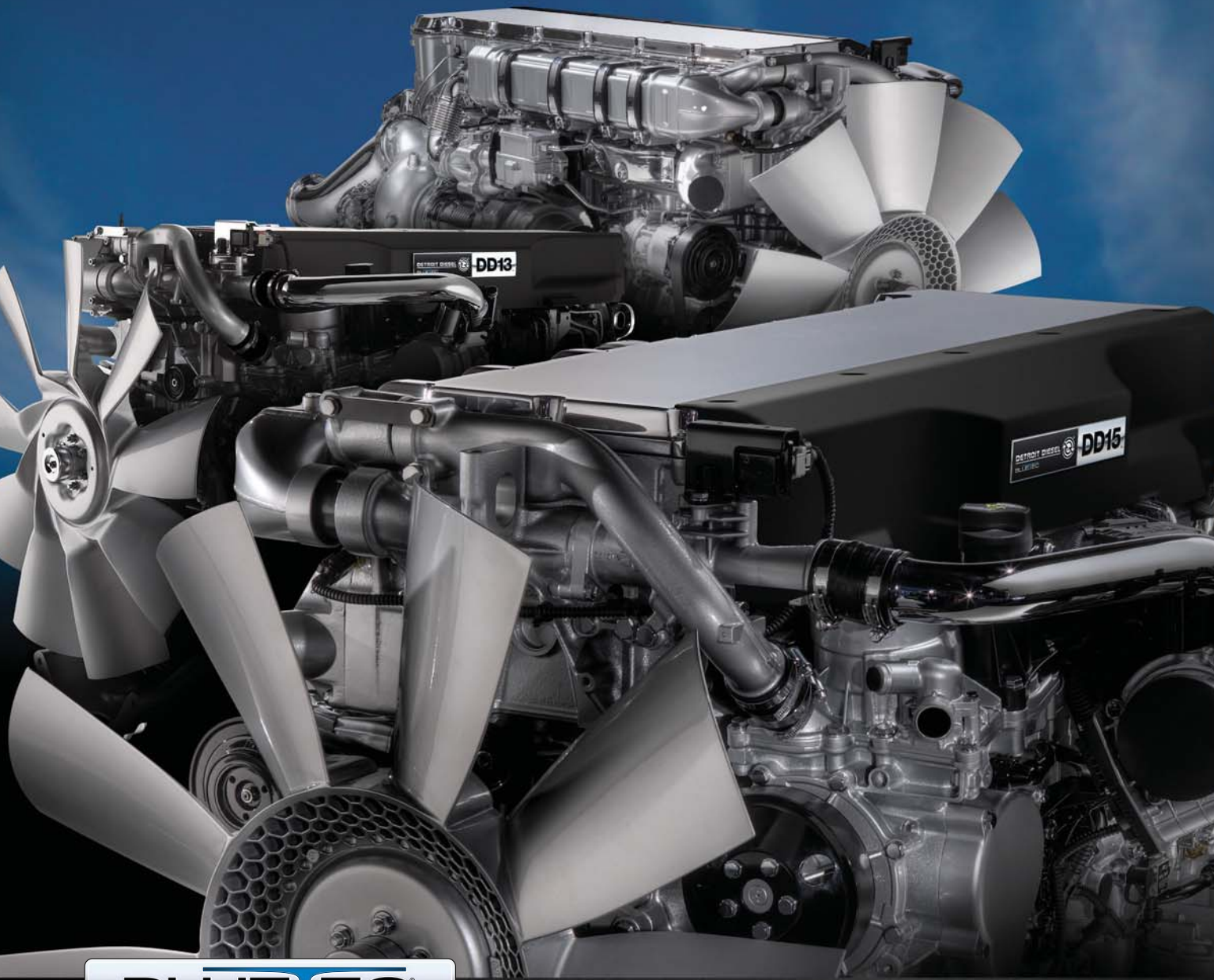
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ArvinMeritor's
extra-light drive axle

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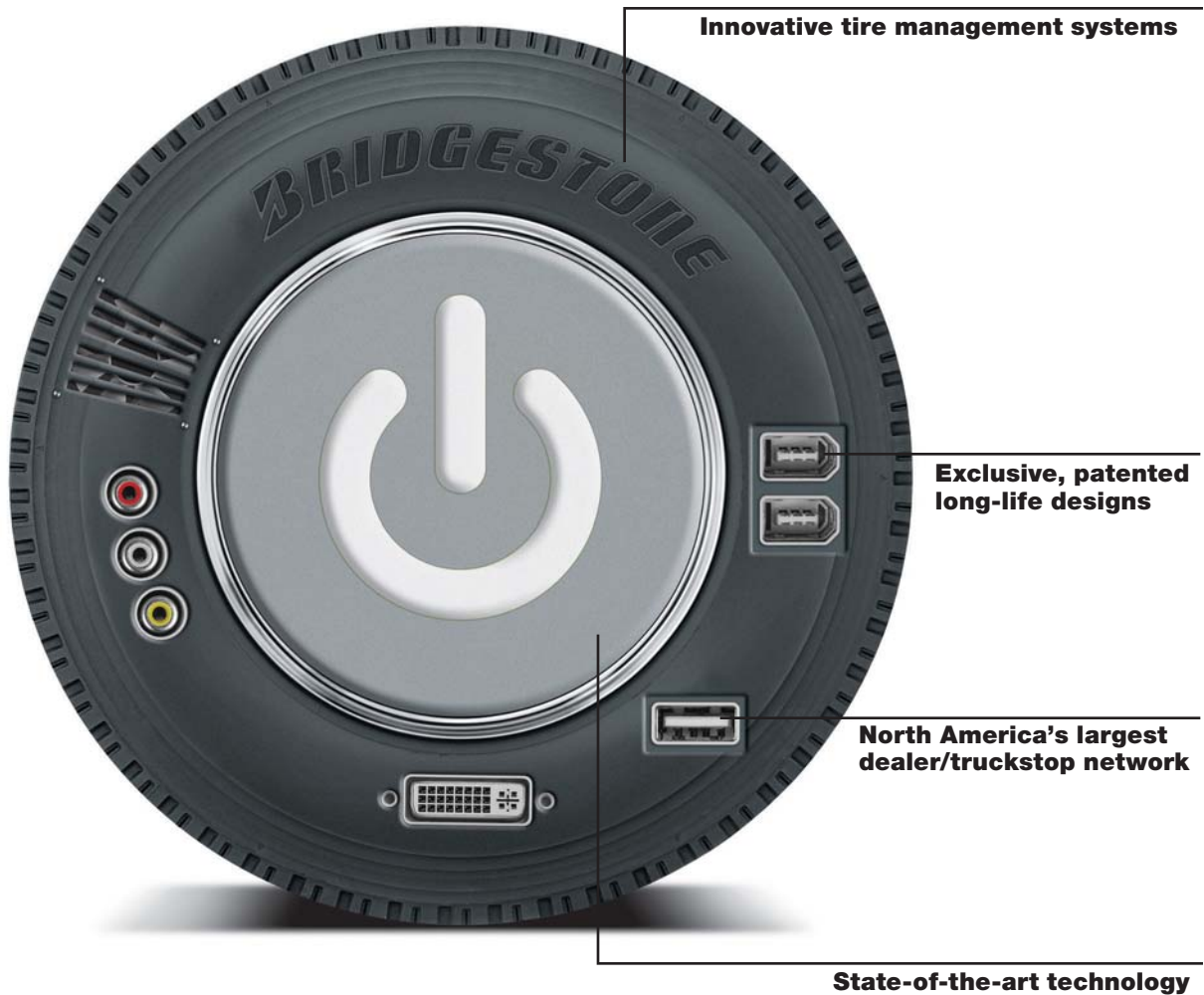
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Canada



**Kenneth R. Wilson
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A retro spec'd wagon

Thanks for the great articles about United Van Lines, Kemptville Truck Centre and myself ("How the Best was Won," by Peter Carter, April, 2010) I enjoyed reading them.

You described my truck very nicely and I appreciate the article very much. I wish, however, the readers could have seen the whole unit so they could see the whole real retro look, as the trailer is the center piece of the retro look. Maybe you'll do a follow-up someday showing the whole trailer.

Ron Pridmore,
Carleton Place, Ont.

The Editor Replies: "Glad to be of service Rod. Keep up the great work."



HAPPY TRAILER TO YOU:
Another look at Ron's pride and joy.

Letters

Alberta unbound

Re: "Daylight Wasting Time," by Brian Botham, April, 2010.

You don't get it! Personally I'm getting tired of all the money spent by government on trying to fix this problem of hours of service. In Alberta there really is no problem with the hours we can work. Most trips are shorter, and there's a lot more stopping to load and unload, and we're usually home more, which means less fatigue.

Under federal rules you have to take 36 hours off to reset after 70 hours, What am I going to do for 36 hours in the middle of nowhere? Do they really think I'm going to be fully rested after being cooped up in a truck for 36 hours?

In my 32 years on the road I have never fallen asleep behind the wheel. If you're tired, stop for a break—how hard is that?

The hours of service here work perfectly and thank God we have a government that still has some common sense. Too bad the rest of Canada doesn't.

Name Withheld,
Olds, Alta.



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By Rolf Lockwood



Cliff Climbing

The 2010 highwaySTAR of the Year hoisted himself from childhood abuse to roadside and classroom heroism. You might say it's a mountainous achievement.

Wish it weren't so, but guys like Cliff Lammeren don't grow on trees. They probably never did, and I'm guessing he would have been a uniquely good man and a remarkable truck driver back in the 60s and 70s too when 'knights of the road' like him weren't altogether uncommon. Here in 2010, 'unique' doesn't begin to cover it.

I introduced Cliff as our highwaySTAR of the Year at a small ceremony during the Truck World 2010 show. He's as deserving a winner as we could possibly want. You can read more about his accomplishments in Steve Macleod's story on page 30, but I want to say a few things of my own about the very impressive Mr. Lammeren.

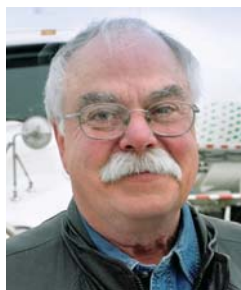
He's been driving for 41 years, with Praxair Canada out of Edmonton for the last 28, and these days his usual route sees him hauling Super B-trains full of liquid oxygen to a pulp mill up in Peace River, Alberta. He's also been married for those same 41 years to Margaret, a fellow Montrealer to whom he gives credit for almost everything good in his life. Including, he says, his abiding wish to help other people. She urged him, he claims, to volunteer his time to good causes as a way of beating back his own demons arising from a nasty, abused childhood where there wasn't much hope, let alone regard for others.

Yanking dumb, unlucky motorists out of ditches is something he does all the time without blinking, but he goes further. In Steve's story you'll read that Cliff won the Firestone (now Bridgestone) Truck Hero award back in 1988, but there's a heck of a story in there. He was given that award after he rescued an elderly couple from a wreck and then kept them alive until help arrived. But he even drove the ambulance to the hospital so that the two medics could try to save the unfortunate pair out back!

Cliff also tells a harrowing tale of a near miss more recently when a Greyhound bus driver had a gigantic brain-fade moment and decided to turn across the highway right in front of Cliff's

Freightliner and its 63,500 kg gross weight. In milliseconds he computed that a violent t-bone crash was inevitable and lives were going to be lost unless he could make a miracle happen.

"I wasn't going to hit that bus no matter what," he says now, a decision made in those same few milliseconds. With no time to brake, no point in trying anyway, he yanked the wheel left and made the lane change of his life, hoping he wasn't going to go agricultural and turn the rig over or maybe end up sliding into oncoming traffic on the other side of the highway.



Thanks to electronic stability control and his own consummate skill, Cliff made it stick, whacked nothing at all despite his tankers wagging around behind him, and brought his Super B's to a safe stop on the side of the road. Where it took him half an hour to stop shaking, he admits.

The bus driver, incidentally, was eventually charged and later relieved of his driving job.

In fact, there are many other drivers, maybe hundreds of them, who could have pulled that off. But the vast majority would likely have decided to hit the binders—big mistake—or made no decision at all, in either case certainly ending their own and other lives.

Cliff's reaction there is admirable for sure, and he's obviously the kind of person we want representing us out on the road, but what really strikes me is how much he works to make his community better. We don't see truck drivers with his combination of skill and compassion very often at all, though in a way we're right to expect it. He represents the ideal truck driver, the best, but we'd be foolish to expect anything less even if we know we can't get it.

Yet we have no right to expect that this superlative driver should also be a superior citizen. Steve's story will tell you about Cliff's contribution to Edmonton, to his community, and that's what really sets this gentle, humble man apart.

I'm sure he's no saint, but I'm hard pressed to tell you why not. ▲

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

**With no time to brake,
he yanked the wheel
left and made the lane
change of his life,
hoping he wasn't going
to go agricultural and
turn the rig over.**

Dispatch

BY MARCO BEGHETTO

Electronic Comic Books?

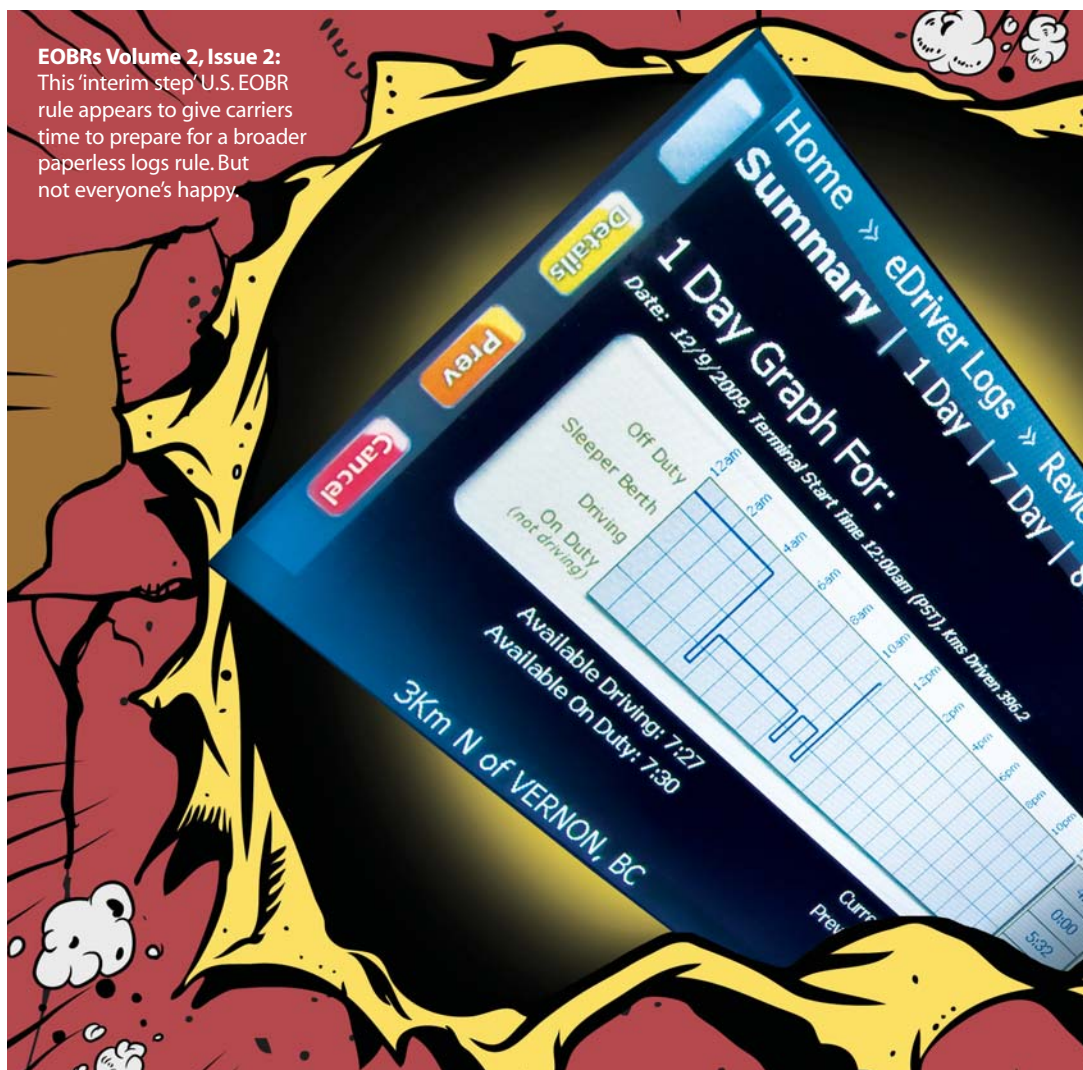
Confusion surrounds the Americans' long-awaited EOBR rule. And that's more reason, Canadian carriers say, to do things our own way.

Paper logbooks are a joke," once declared former Canadian Trucking Alliance (CTA) Chairman Claude Robert while trying to accentuate the lobby group's campaign to get electronic on-board recorders (EOBRs) mandated for all trucks in Canada and the U.S.

Now that—after six years of planning—U.S. regulators have finally unveiled an EOBR rule, we doubt Robert or anyone else who supports CTA's position that mandatory EOBRs will level the playing field is smiling. In fact, it's tough to find people on either side of the border that are overly impressed with what the Federal Motor Carrier Safety Administration (FMCSA) decided. Some even insist the rule is unenforceable as it currently stands.

While the rule is stricter than a previous proposal the agency submitted under the Bush administration, it

EOBRs Volume 2, Issue 2: This 'interim step' U.S. EOBR rule appears to give carriers time to prepare for a broader paperless logs rule. But not everyone's happy.



ches

doesn't go as far as mandating EOBRs universally for all truckers, as some carriers, suppliers and enforcement agencies had hoped. At least not yet.

The new rule will go into effect on June 1, 2012, and will

require truckers with a 10-percent or greater HOS violation rate during a single compliance review to install EOBRs on all their vehicles, regardless of the model year, for a two-year period. Upon receiving a notice, hazmat haulers have 45 days to install the devices and all other motor carriers have 60 days. That's more stringent than the initial plan, which called for EOBRs upon compliance failure rates after two reviews. As of now, the rule would affect close to 5,700 interstate carriers after its first year, compared to about 1,000 carriers under the lesser option. And as a carrot to promote wide adoption, carriers that voluntarily adopt EOBRs will receive relief from some requirements to retain HOS supporting documents, such as toll receipts. As well, those carriers are promised more liberal compliance review procedures. The FMCSA says it will begin to draft a "broader mandate" later in the year. It was not able to do so at this time because "the scope of the current rulemaking proceeding is limited to compliance-based regulatory approaches, implemented through a remedial directive." We're not too sure what that means either, except that the



Canada's largest railway says it's switching track in how it deals with customers.



GET READY FOR KINDER, GENTLER RAILWAY: **CN EXEC**

Canadian National Railway is going to start being more of a team player.

So says the company's assistant vice-president of sales and marketing, Peter Ladouceur, who addressed a room full of shippers at the State of Logistics dinner in Toronto.

"You're going to see a new CN," Ladouceur promised. "You're going to see CN come out in a more customer-centric manner. We won't be driving our agenda only, all the time, as we have done in the past 10 years."

In a surprisingly blunt conclusion to his speech, Ladouceur admitted CN has been aggressive with its customers in the past.

"Our bedside manners kind of suck. We haven't been good bedside doctors," he said. "We know darn well that we push change pretty hard and in some cases it probably felt as though we were shoving it down your throats. I lived through that. You lived through that. My message tonight is that we're not going

to abandon the principles of running a scheduled railroad but we are going to be a lot more cognizant of the fact that there is this thing called a supply chain. That it's not just about CN."

Ladouceur said the change in the company's attitude comes directly from "the top of the house," led by senior executives who have recognized the need to fit into the broader supply chain in Canada.

He admitted the softer approach will probably take some time to materialize. "We were kind of tough for about 10 years. We're not going to change on a dime," he said. "But if you still have events like this and if you care to ask me back a year from now ... I can ask the audience, 'Did we do it, or are we still a bunch of hard asses?'"

Ladouceur comments come a couple of months after an NRG Research Group survey found that a large majority of shippers were unhappy with the levels of service that both CN and CP Rail provide.

— Allan Janssen



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agency obviously felt that procedural red tape stood in the way of a speedy universal mandate and so it settled on this interim step.

Traditionally, Canadian rule makers take the path of least resistance when it comes to cross-border transportation

rules and usually decide to mirror what the Americans do. That shouldn't be the case this time, says CTA's David Bradley. In fact, since it's abundantly clear that FMCSA will inevitably move towards "options for significantly expanding the population of carriers" covered under the mandate, Canada should just head straight there now.

The new EOBR rule, as it's written, contains too many holes.

"Canada is not bound by the same regulatory structures as the U.S. and could if it so chooses to move to a broad or universal mandate

from the outset," says Bradley.

"Obviously, you would still want to be harmonized with the U.S. from a technology standards point of view

... but there is no obligation on the Canadian governments to introduce an interim, remedial step as the FMCSA is doing."

In fact, Bradley surmises, "it would likely only take a couple of U.S. fleets to get caught up in the new rule before you'd see more of them calling for a universal mandate."

In the meantime, though,

some stakeholders—suppliers and enforcement authorities, especially—fret that this piecemeal approach is loaded with technological and compliance ambiguities. "With this rule, even if it's a step in the right direction, we're still going to have existing devices allowed under the old rules, which there was no consistency with," says Steve Keppler, director of policy and programs, for the Commercial Vehicle Safety Alliance. "For some time we're still going to have too many devices out there."

PERFORMANCE REVIEW:

The rule outlines several new performance standards for EOBRs.

For one thing, EOBRs will have to be integrally tethered

to the truck's engine ECM, meaning non-synchronized wireless GPS systems won't cut it on their own.

As well, recorders will have to track the truck's location and distance traveled at each change of duty status and while the truck is in motion. Recorded data must include the driver's name, on-duty/not driving status, and sleeper berth, and off-duty.

What the rule doesn't seem to do, though, is standardize the technologies or the interface for enforcement officers. And that could be a nightmare for agents at roadside, hints Keppler, many of whom don't have mobile computers to read the data. Ultimately, drivers could be asked to reconstruct the logbook report in-cab.

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FLEXIBLE WORKING HOURS

Carriers frustrated with less scrupulous competitors cheating on their logs probably have every reason to demand universal electronic on-board recorders. But is it still "cheating" when you run out of hours 100 clicks away from home and family—probably because you spent two hours waiting at the last receiving dock—and need to "massage" your logbook to avoid a ridiculous lay-over? Most people would say "no" and they'd be right. Do hard-wired EOBRs, then, turn drivers and carriage into proverbial pumpkins when the clock strikes a certain hour despite where they might find themselves?

It's doubtful, but hard to say for sure. To accommodate such variances in driving, there are tolerances built into the compliance review, says CVSA's Steve Keppler.

The new EOBR rule allows drivers to annotate such situations in the system. "There are going to be instances where these things occur and that's why we have that (10 percent) non-compliance threshold," says Keppler. "Those anomalies, while they're going to happen, hopefully aren't occurring on a routine basis."



TRYING TIMES: What to do when the big hand points to empty hours and the little hand points to home?

But, as is usually the case, the ultimate decision will rest with on-road enforcement and compliance inspectors.

Joanne Ritchie of the Owner-Operators Business Association of Canada (OBAC) advocates clearly established

enforcement tolerances written into the rule, such as a so-called, "close-to-home" provision.

"In our minds, there's a difference between wanton cheating that is running way over your hours to produce more revenue versus a driver who makes an adjustment or two in order to accommodate an unforeseen delay or traffic congestion," she says. "Nobody, absolutely nobody, will tolerate being laid over an hour from home or having to do a 36-hour reset a short distance from home. That, as far as we're concerned, will be a deal-breaker."

Several messages relating to this matter were left for the Federal Motor

Carrier Safety Administration's chief communications officer, but were unreturned.

"We don't know how willing the enforcement committee is going to be to look at that," says Ritchie. "We'll have to wait and see."

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Dispatches

As well, enforcement agencies might spend the next two years training for this rule, only to see the goalposts shift once again under a "broader mandate" down the road. "If there are going to be changes to the performance standards, that's going to be an issue," says Keppler.

Jerry Gabbard is even more critical. He's the vice president of the Commercial Vehicles and Aftermarket Business Unit for Continental Tire, which in 2007 acquired Siemens, one of the world's largest providers of electronic logbooks and digital tachographs. He tells *Today's Trucking* that the new EOBR rule, as it's written, contains too many holes and, because there's no specific anti-tampering provision, is virtually unenforceable as well. "They're making assumptions on data, they're making assumptions on certification, they're making assumptions on the law enforcement interface," says Gabbard, who was one of a few suppliers to personally testify before a congressional committee on this issue in 2007.

"...There's no requirements that guarantees that [the data] must be accurate. We're trying to replace logs, which are known in the industry as comic books. And what this rule does at this point is create electronic comic books, which do not achieve the objective of increasing road safety."

Plus, he adds, the rule allows the industry to self-certify the devices, opening "the flood gates for anyone that wants to get in this business."

"Law enforcement is going to be asking themselves, 'do I trust this data?'"

Most of all, he adds, it's uneconomical. While many fleet management systems have built-in, HOS-monitoring offerings, the overall hardware is expensive even before the monthly maintenance fees. Under these standards, many cheaper, mobile or handheld applications are ruled out because of the tethering condition. Gabbard says a compliant, tethered device could still be had for under \$500, but another requirement to

transmit the data back to base wirelessly every few days increases the costs of such devices beyond that range. "It's not a minimal cost rule for the marketplace," he says.

True, there's going to be little sympathy for truckers who have to pay up for non-compliance, but under this framework, a broader mandate that encompasses all truckers in the future would be practically unworkable without changes. And that could mean that many suppliers simply choose to sit out until the final endgame is clearer.

"The question for suppliers, and for that matter enforcement," asks Gabbard, "is which rule do you chase? Do you address this one or the one that's going to be coming out later on?"

Questions which Canadian decision makers observing all this from above should be contemplating right now.

(For another look at the issue, see "Flying Under the Radar, pg. 25)

Distraction Laws

Trucker Ticketed For Using CB in Ontario

Does Ontario have the most overzealous highway cops in North America? Anyone who's driven through Ohio might say otherwise, but after a truck driver was slapped with a fine last year for smoking in his cab, and now another driver has apparently been ticketed for using what's arguably the most iconic object in trucking, Ontario is certainly a contender for the title.

Nanaimo, B.C.-trucker Lyle Christie was traveling through Kapuskasing, Ont., when he saw a couple of four-wheelers using a right turn lane to pass a tractor-trailer.

Christie picked up his CB and warned the other trucker about the passing motorists. In turn, the other trucker warned Christie there was an OPP officer behind him with lights flashing.

Christie's account is that he looked in his side mirror and couldn't see a police cruiser behind him, but steered

his load of frozen poultry to the side of the road anyway. Sure enough, the trucker on the other end of the CB was right.

It was a little after 7:00 p.m. on March 27, and according to Christie, two officers approached his window. They appeared irate at having to follow Christie along the highway and approached the cab with their hands on their holstered firearms. He says they yelled for him to keep his hands on the steering wheel.

Freaked out, Christie claims he told the officers he never saw their vehicle behind him because they must have been tucked in too close to his trailer. The only reason he pulled over was because he was on the CB and another driver notified him of the flashing lights.

CB10-4: Perhaps an isolated incident, but one trucker says CBs weren't exempt from Ontario's hand-held device laws in his case.



The officer told Christie he was trying to pull him over for speeding, which Christie denies because, "the road is so rough you can't even do 30 km/h there."

"If I was going more than 50 km/h I'd be amazed," he tells *Today's Trucking*. "I hate to speed through those little towns on the highway because the people that live

there just hate it."

But in the end, the officer who pulled Christie over didn't issue him a speeding ticket. Since the trucker had admitted to using his CB from behind the wheel, the OPP officer issued Christie a \$150 ticket for using a hand-held communication device, even though CBs are supposed to be okay under

Ontario's new distracted driving laws.

"I'm definitely going to fight it," says Christie. "It's a crock."

The OPP would not comment on the incident.

When the province first rolled out the rules, truckers using their CB radios while driving were supposed to be exempt from the law for three years until the market came up with a suitable hands-free two-way radio.

But now even that provision is in doubt as the Transportation Ministry is reconsidering the CB part of the ban altogether. In April, the Ontario Trucking Association (OTA) received the following message from the MTO: "We have noted the OTA's concerns and we acknowledge that, before the sunset date, the ministry will



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Website: www.hddc.on.ca

May 30 - June 2

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Website: www.ctrf.ca

June 1-3

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June 15-16

Translog 2010: 2nd Annual McMaster

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June 18

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June 18-20

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In the age of unlimited competition, we can agree that having the right parts is the first step in providing quality services. Therefore, many owner-operators and fleet managers turn to well-recognized brands that provide high quality products with high price tags. In the tire industry, it is no different. Many companies purchase tires manufactured by the top three companies despite high prices without considering purchasing other brands, simply because of the perception that the other brands are manufactured by overseas companies with low technology to make them cheap. Certainly, the perception is justifiable to some brands, but not to Hankook. Here is why:

Fact: Hankook Tire is a global company, not an overseas company.

In fact, Hankook Tire is the 7th largest tire manufacturer in the world with one of the fastest growth rates in the industry*.

* Modern Tire Dealer, 2008

Fact: Hankook Tires are produced with innovative technology.

Grouped with energetic, smart and consumer-oriented engineers, Hankook Tire continuously re-invests approximately 5% of its revenue into Research and Development. At the Akron Technical Center of Ohio, energetic and dedicated engineers develop tires that reflect the weather, road and drivers of North America. The dedication and effort in advancing tires has been noticed from several highly respected organizations. First, Hankook Tire is the original equipment tire

supplier to International Trucks and I.C. School Buses on drive and steer positions. The tires meet and exceed the requirements of the highly respected company and continue to satisfy drivers and fleets in North America. Secondly, Hankook Tire has been recognized by the U.S. Environmental Protection Agency and received EPA SmartWay certification on three truck and bus tires for reduced rolling resistance that creates a smaller carbon footprint. The recently launched AL07+ steer tire, top-seller Z35a drive tire and advanced TL01 trailer tire provide reduced rolling resistance of 3% or more to meet SmartWay standards. The certified Hankook tires provide improved fuel economy and reduced costs to drivers and fleet managers. In addition, Hankook focuses on improving fuel efficiency and lowering the rolling resistance of current and future products with an annual investment of \$19 million on R&D to make more environmentally-friendly products that reduce the operating costs of O-Os and fleets. Certainly, you will hear about additional Hankook products being certified for the SmartWay Program.

Fact: Hankook Tires provide tremendous value to the consumer.

You now know that Hankook products are made by a global company that focuses on providing innovative products that are high in quality. And the

company's effort has been recognized and certified. But did you know the tires provide excellent value to consumers? Hankook tires are very cost effective in comparison with comparable quality products and have been well-recognized for their value. Call your local dealer today to find out how much you can save with Hankook products and how they can deliver better value. The news you hear about the price, quality and value of Hankook Tires will be some of the best news you will hear in 2009.

Fact: Hankook medium truck tires are available at your local dealer.

With thousands of dealers across Canada, Hankook truck and bus tires are available at your local dealer to help you earn more value for your purchase. From the ports of Vancouver to the lumber mills in the Maritimes, the dealers are proud to sell Hankook products and they are widely available. In addition, the new large distribution centre in Ontario can service Ontario fleets directly and help you to reduce costs, which will help your fleet in this challenging economy. For further information, please contact Hankook Tire Canada Corp., at 1-800-843-7709.

So, how do you spell tires with high value?
H-A-N-K-O-O-K



**OFFICIAL TIRE
OF HOCKEY CANADA**

Tame the Road



Hankook
driving emotion

review the appropriateness of the exemption in consultation with the industry.”

While it’s good news for truckers, it doesn’t do much for Christie right now, in what appears to be a fairly isolated incident.

The Owner-Operators Business Association of Canada, the Trucker’s Voice, and the OTA, all tell us they are not aware of any of their members receiving distracting driving tickets for using a CB radio.

According to Bob Nichols, head of communications with the MTO, the law as it’s currently written should allow truckers to use their CB radios while driving, for the next three years at least.

“We only say, here’s what the legislation says,” he explains. “It’s up to the officers to interpret that act and decide whether a ticket or charge is warranted. Then, ultimately, it’s up to the courts to decide whether or not that ticket or charge is valid.”

Christie says it’s going to cost him about five times the amount of the fine to hire someone to fight the ticket on his behalf.

“I’m not going back into Ontario again,” he says.

— Steve Macleod

Suppliers

China Undercarriages Hit Mainstream

A new and serious player has emerged in the business of manufacturing undercarriage components for medium- and heavy-duty trucks. Trax Mechanical Systems, based in Louisville, Ky., is now supplying steer, trailer, and drive axles, plus

on the Docket

SUSPEND THE DRIVER, NOT THE TRUCK:

Last year, the Ontario Ministry of Transportation (MTO) introduced a new impoundment policy, which said if a driver was found to have a suspended licence, the vehicle will automatically be towed away. Not so fast, said the Ontario Trucking Association (OTA): Many commercial



vehicles don’t belong to the drivers, they belong to carriers and the drivers are just employees. Ergo, the OTA argued, commercial

vehicles should be handled differently than private ones. The MTO agreed. The bureaucrats went back to the drawing board and changed the impoundment rules to reflect their change of heart.

A draft of the new regs says this:

■ If a driver of a commercial vehicle is found to have a suspended licence, the vehicle would be allowed to complete the trip with another properly licensed driver.

air suspensions, brakes, and trailer landing gear to both OE and aftermarket customers. (*Check out Lockwood’s Product Watch, pg. 48, for more on the lineup*). All products are made in China but are fully North Americanized.

Led for the most part by former ArvinMeritor executives, including co-founder, president and CEO Sergio Carvalho, Trax is a privately held American firm partnered with China’s Guandong Fuwa Heavy Industries. Carvalho, who was previously vice president and general manager of ArvinMeritor Commercial

Vehicle Systems, is actually CEO of Fuwa as well, and leads a largely American team that’s in charge of almost all aspects of the Chinese operation from product engineering to sourcing and manufacturing.

The engineering directors for both drivetrain and trailer products are ex-ArvinMeritor people; for example, the vice-president of operations, previously headed GM Delphi Canada.

Trax opened a 100,000-sq-ft facility in Louisville in February, its first North American plant, but it’s in China, an hour out of Hong Kong, where the manufac-

■ Carriers would have 48 hours to produce evidence of a quarterly licence record check to law enforcement in order to avoid any further impoundment;

■ If, after that time, the carrier fails to provide evidence of a “due diligence,” the company would be required to “self-impound” the truck at their facility for seven days. MTO would enforce this by suspending the plate and vehicle identification number for the duration.

US INVESTIGATING TRUCK DETENTION:

The Government Accountability Office (GAO) is looking into a problem that has plagued truckers for years—the amount of time trucks are delayed at loading docks. The Federal Motor Carrier Safety Administration (FMCSA) puts the cost of truck detention at more than \$3 billion a year.

A government study shows owner-operators are particularly burdened because they often do not have much bargaining power with shippers and receivers. The GAO plans to study the problem and recommend solutions. One area the office wants to examine is how excessive detention impacts drivers’ hours-of-service obligations and, effectively, highway safety and fleet operations. A report is expected in about a year.

turing is done. The company is nearing completion of a huge new plant there. When it’s fully on stream, says vice-president of business development Jim Sharkey, the plant will produce 25 million brake blocks a year, which could well make them the world’s friction leader.

“We have to be better than the other guys,” Sharkey explains, “because we’re new.”

Trax is clearly not new, however, in the sense that its North American foundation is very strong going in. “We know the market, the products, the fleets,” Sharkey says. “We’ll be fully

heard on the Street

■ **Paul Easson**, president of Berwick, N.S.-based **EASSONS TRANSPORT**, has taken over as chairman of the **CANADIAN TRUCKING ALLIANCE** (CTA), succeeding Alberta's Bruno Muller of Caron Transport who had served out his two-year term.



Paul Easson

Easson is a former chairman of the Atlantic Provinces Trucking Association (APTA) and a recipient of the APTA's Service to Industry Award.

He's aware he is taking over the chairmanship at a very challenging time for the trucking industry. "The major immediate challenge as I see it is over-capacity," he says.

"That is really depressing the marketplace virtually everywhere in North America."

Easson—an accountant by training—has worked in the family trucking company, which was started by his father in 1945 hauling apples from Nova Scotia's Annapolis Valley to other locations in the province, for over 25 years.

■ Flatbed and oil-services giant, the **MULLEN GROUP** has entered into a letter of intent to acquire **SMOOK BROS. CONTRACTORS**, a privately owned, multi-disciplined heavy, civil-construction company in Thompson, Man.

Smook, which is run by brothers **Ted** and **Chris Smook**, will be aligned with Mullen's largest subsidiary, Kleysen Group in Winnipeg, to expand Mullen's presence and service offerings in the burgeoning northern Manitoba market.

Jeff Kleysen says that the deal makes sense since Kleysen and Smook service many of the same customers.

eat our own, so [some companies] have driven the rates down," Cormier said in a question-and-answer session with the group of logisticians and supply chain managers. "The buyers of freight are no different than yourself. We've become a society of coupon-clippers."

He said the industry needs "an event that will change the buying patterns, that will drive the rates back up." The most likely factor, he adds, should be fuel prices.

"Most indications are that we'll be in around that \$100 [a barrel] mark come June and they're saying that will then hold. That would drive inflation, and [make buyers think] 'Well, maybe tomorrow it won't be cheaper, maybe I need to buy today,'" he said. "There's going to have to be a bit of an adjustment. That's what I'm talking about 'an incident.'"

At least until then, freight volumes are creeping back, making the company more optimistic about the coming months. "From a volume standpoint, yeah, it's real," he said. "The recovery is real in our books." ▲

ready to roll when the market comes back."

And owner-operators, specifically, will be a target market.

"We are keenly aware of the challenges facing the fleets and owner-operators in today's market, says Steve Miller, vice-president, trailer and suspension engineering. "Durability and lowest cost of ownership are the credo of our engineering team."

— *Steve Macleod*

The Economy

'Event' Needed to Restore Rates

Trucking needs something to happen to reverse the trend of ever-lower rates for transporting freight, says Larry Cormier, vice-president of sales for Challenger Motor Freight.

While hosting a facility tour organized by the Supply Chain and Logistics Association of Canada,

Cormier said his company and other carriers are starting to enjoy the green shoots of economic recovery, but only after having survived some of the most arduous business conditions in recent memory. The surplus of capacity led some trucking companies to drop their rates in a desperate bid to keep their trailers full.

"Unfortunately in the trucking industry we like to

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HEBE ON SCR, DEF, AND THE FUTURE OF MEDIUM-DUTY TRUCKS

For as long as he's been around in trucking, **Jim Hebe** has always been a prize interview for any motor-noter. Why? Well, he's confident, sometimes combative, usually provocative, and doesn't even pretend to supply an overly diplomatic, politically correct response if he doesn't truly believe it.

Todaystrucking.com caught up with the Navistar VP at the Mid-America Trucking Show in Louisville for a video interview, which we originally aired online. Below are some highlights, but be sure to go to <http://tinyurl.com/vidsmats> to watch the entire interview as well as the rest of our exclusive back-to-back MATS video reports.

On a using ammonia-based SCR: "We have been working with several

suppliers all along to look at what is the best and most optimum solution for our customers given what is the best application they're in. We know now, even if we go to this (ammonia-based) Pure Power Technologies system as we call it (click on <http://tinyurl.com/navscr2> for background) it won't be used across the board. It won't be in medium duty. It won't be used in severe service. But for on-highway there may be an opportunity. At the same time, we are definitely not going down a path involving diesel exhaust fluid (DEF).

On the Future of the Independent Operator: "The owner-op, his life as it has existed in the past has been significantly challenged. Will there always be owner-operators? Yes, there will. But . . . the structure and how they align themselves will change dramatically as we come out of this downturn."

On Defending Lead Marketshare in the Medium-Duty Segment: "We aren't going to defend our marketshare. Our objective is to get 50 percent marketshare in three years in medium-duty and we're going to do it. You're going to see us at the end of this year launch an assault on medium-duty like you've never seen before. And we aren't going to be bashful about it... I don't care who comes in."

...I don't care what Paccar does; I don't care what Hino does. The battle in medium-duty is between us and Freightliner."

On Whether the Shuttered Chatham, Ont., Plant Still Has a Future: Yeah, there's certainly opportunity there. I don't think we ever said that Chatham is out of the mix. It could very well be part of our plans.

(Comments on the last question follow Navistar President Dee Kaup's comments to Today's Trucking in Louisville that the Chatham facility could be revived under the ReStar program if Canadian demand exists for remanufactured trucks).

BITS & BITES

Litigator Under the Bridge

If there's one place 83-year-old Matty Mouron feels comfortable, it's in court. Once described in an infamous Forbes profile as a "one-man lawyer employment act," the Detroit trucking mogul and billionaire owner of the Ambassador Bridge has sued or been sued by just about everybody, including family members and governments of both Canada and the U.S. Now he's back in the ring, filing suit against Ottawa and Washington. He says the governments' decision to block his attempt to build a twin span to his existing crossing is a violation of his NAFTA rights. Mouron has appeared outmaneuvered more than once lately, but as his opponents know too well, the power broker's never been knocked out.

More at <http://tinyurl.com/matmouron>

Greenlink Officially Compost?

Keeping with the battle-at-the-border theme, the turf war between Windsor Council and the Ontario Liberal government over a new truck bypass highway through the city appears to have been settled. The City and Queen's Park agreed on a \$78 million compromise that would see the province's version of the route, the Windsor-Essex Parkway, move ahead unobstructed. The City's Greenlink plan provided more tunneling and green space, but a few million in goodies seems to have calmed critics down.

More at <http://tinyurl.com/byegreenlink>

Trucking Queen of Queen's Park?

Feisty truck operator Dorothy Sanderson is revved up and ready to race.

The longtime Cannington, Ont. driver-turned-small fleet owner has thrown her name in the hat of candidates to represent the Conservatives in the next provincial election for the Haliburton-Kawartha Lakes- Brock region. Sanderson, who's also the health and safety rep for Highland Transport, already has a full plate with her work in the Women in Trucking Association (WTA) and OOIDA. She's also a Steelworker, which makes her attempt at a Tory seat challenging, to say the least. Her agenda involves repealing the speed limiter law, advocating for truth-in-leasing rules and agricultural issues. Give 'em hell Dorothy.

More at <http://tinyurl.com/dorothytruck>

Noah, Keep Your Ark; Bring Sled

Predictions that flooding along the Red River would be kinder to Manitoba truckers than last year have so far been proven correct. About an hour south of Winnipeg, the Town of Morris is one of the most vulnerable points along Highway 75 for flooding. Last year, the highway was closed for more than a month due to flooding and the Manitoba Trucking Association estimated the closure cost the industry \$250,000 a day.

The northern part of the province did experience some extreme conditions when winter ice thawed in early spring, however. Over 80 drivers needed rescuing after being stranded axle-deep in mud.

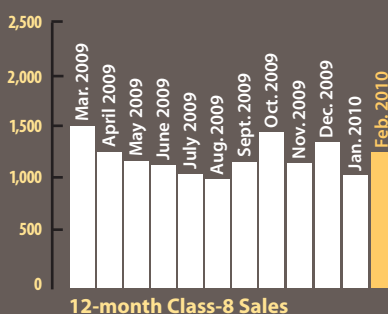
More at <http://tinyurl.com/nomanflood> and <http://tinyurl.com/tobamud>



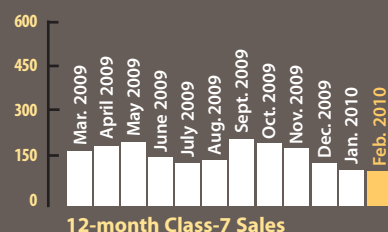
Canada: Truck Sales Index

February 2010

CLASS 8	This Month	YTD '10	YTD '09	Share
International	342	601	745	26.7%
Freightliner	263	532	473	23.6%
Kenworth	221	423	186	18.8%
Peterbilt	130	250	113	11.1%
Volvo	111	167	199	7.4%
Western Star	79	150	158	6.7%
Mack	59	103	171	4.6%
Sterling	14	24	177	1.1%
TOTAL	1219	2250	2222	100.0%



CLASS 7	This Month	YTD '10	YTD '09	Share
International	44	90	73	38.8%
Kenworth	23	50	41	21.6%
Hino Canada	24	33	42	14.2%
Peterbilt	10	32	24	13.8%
Freightliner	12	24	53	10.3%
Sterling	1	3	27	1.3%
TOTAL	114	232	260	100.0%



CLASS 6	This Month	YTD '10	YTD '09	Share
Hino Canada	24	40	37	50.0%
International	7	30	49	37.5%
Freightliner	3	5	12	6.3%
Sterling	2	3	5	3.8%
Peterbilt	0	2	3	2.5%
TOTAL	36	80	106	100.0%



CLASS 5	This Month	YTD '10	YTD '09	Share
Hino Canada	49	77	63	61.1%
International	13	34	29	27.0%
Kenworth	5	10	5	7.9%
Sterling	0	5	48	4.0%
Peterbilt	0	0	1	0.0%
Freightliner	0	0	3	0.0%
TOTAL	67	126	149	100.0%



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	25	53	3	16	128	90	13	10	0	4	342
Freightliner	7	16	18	31	121	35	21	14	0	0	263
Kenworth	19	85	13	15	20	68	1	0	0	0	221
Peterbilt	14	24	12	10	19	43	4	4	0	0	130
Volvo	2	11	3	6	57	18	14	0	0	0	111
Western Star	12	22	2	1	24	8	4	6	0	0	79
Mack	2	5	6	10	19	13	3	1	0	0	59
Sterling	3	4	0	1	1	5	0	0	0	0	14
TOTAL	84	220	57	90	389	280	60	35	0	4	1219
YTD 2010	171	359	144	140	747	505	103	72	0	9	2250

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

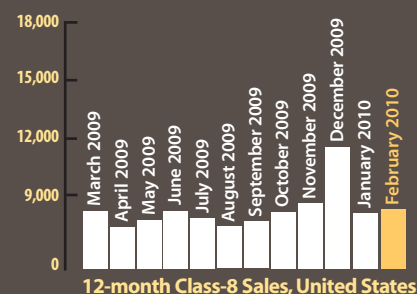


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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '10
Freightliner	2485	4741
International	1950	4141
Peterbilt	882	1732
Kenworth	731	1458
Volvo	756	1428
Mack	527	1080
Western Star	63	118
Sterling	32	115
Other	1	1
TOTAL	7427	14,814



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INSIDE:

25 Flying under the radar

27 A journeyman's first step

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A BAND AID SOLUTION:
C-56 doesn't do much for truckers.

Bare Necessities

human resources *Does the federal government's attempt to get all cuddly with the self-employed provide any comfort for owner-operators and small-fleet folks? By Farrah Cole*

The federal government was beaming with pride when it announced the long-overdue changes to E.I.; specifically the introduction of Bill C-56, the Fairness for the Self-Employed Act. Finally, the feds would offer benefits to self-employed Canadians, including owner-operators and small-fleet owners.

Prime Minister Stephen Harper boasted about the low cost of the program, saying beneficiaries could get sickness benefits (up to 15 weeks), parental (up to 35 weeks), compassionate (up to six weeks) and maternity (up to 15 weeks). At a minuscule \$1.73 per \$100 of a self-employed person's taxable income, anyone could take advantage.

But trucking industry experts are not pleased with the government's effort and warn against investing in the new program.

Bob Dolyniuk, the executive director of the Manitoba Trucking Association (MTA), doesn't think the benefits of Bill C-56 are what truckers need. For one thing, he said in a recent interview with *Today's Trucking*, the industry just doesn't have the demographic makeup that the

bill appeals to: i.e., women.

"If we're looking at self-employed owner-operators, how many female owner-operators do we have in our industry?" he says. "Unfortunately, it's a low percentage. Based on the demographics, and looking at what the benefits are, I don't see a lot of uptake from our industry."

Paul Knibbs is the owner of Truckers Business Consulting Group, and as someone who has been in the industry for over 30 years as a trucker, insurance broker and consultant, he knows what benefits truckers are looking for. These aren't among them.

"I don't see a lot of people who are self-employed taking advantage of this," Knibbs says. "It's a cost to them. A lot of people are pretty tight-fisted when they are self-employed."

He says the cost of the plan is pretty high, especially considering that after deductions, a lot of self-employed people don't have a large taxable income. The plan calls for a self-employed person's salary to be a minimum of \$6,000 to be eligible to enroll.

Dorothy Sanderson is the owner of her own small fleet in Cannington, Ont. A member of the Women in Trucking Association, Sanderson has been in the industry for over 30 years. She says the benefits aren't enough to cover the real issue of unemployment within the trucking industry, which has been hit hard by the recent recession.

For her, real E.I. benefits for the self-employed would be designed "to assist those who find themselves, through no fault of their own, without a job or income to help them and their family survive until they are in possession of new employment."

Sanderson, who was a team driver with her husband before becoming an owner-operator, says the benefits offered in Bill C-56 are something she wouldn't have invested in even if they had been around when she was having her kids on the road during the 1970s.

"Maybe someone who is just coming into the industry," she says, "a husband/wife double-team, they might say [the benefits] are good for us." However, she's leery of whether the government will pay when it comes to team drivers.

"And how do you claim for income when someone is going to say to you, 'Is that truck still operating?' and the answer is 'Yes?'" she says.

"There's still an income coming in—that's the problem." She suggests it is unclear whether or not the government would pay in a scenario where the truck is still operating and making money.

A spokesperson for Human Resources and Skills Development Canada (HRSDC) told *Today's Trucking* that people have to apply as individuals for the benefits. If both members of a team have the benefits and one of them falls ill, only that person can collect, even though both parties are sidelined.

Sanderson isn't impressed with the one-year waiting period required from the time of enrollment to when someone could start collecting on the benefits.

"What happens if you start paying in and you have a catastrophic incident or sickness within four or five months?" she says. "You haven't paid a year so you can't get anything. What benefit is all that money you've paid in?"

According to the HRSDC, "The program was carefully designed such that a person cannot buy the insurance before the occurrence of the event." A spokesperson also

called the waiting period "reasonable." HRSDC stressed the fact there is a 60-day cancellation period after the initial enrollment date. After that, you can only withdraw if you've never used your benefits.

"If they have received benefits, they will have to contribute on self-employed earnings for as long as they are self-employed," HRSDC says.

Knibbs thinks the mere fact that you're

locked into the plan once you use your benefits is reason enough to steer away from the plan.

"Let's assume you buy into the plan," he says. "You pay your year, and at some point you decide to take advantage of these benefits. Now you are locked into paying for these benefits forever. I don't think it's going to fly."

So how does one prepare for exceptional circumstances like an illness? Knibbs recommends buying into a solid disability plan through a private insurance company.

"There are lots available for people [looking] on the market right now to take care of truckers [needs]," he says. "For example, in Ontario, workers can opt out of workers compensation and take 24-hour coverage through a private carrier." He recommends looking for a private plan that will not only cover injury, but illness as well.

As for the other benefits—maternity, parental and compassionate—offered by the plan?

"There are no private insurances available to cover some of these social benefits like having a baby or caring for a sick relative," he said. Most people just have to take the time off work and absorb the cost, but there are a couple of options to make time off less painful finance-wise.

Knibbs recommends saving into a tax-free savings account that allows you to contribute up to \$5,000 a year, tax-free.

"This is an opportunity for a trucker to put money into a savings account," he says. "It grows tax-free. You can take the money out at any time."

He also suggests having an emergency fund set aside, because even if a trucker were to buy into the benefits plan offered by the government, the amount paid out is only 55 percent of income.

And he says that, frankly, the amount of the payments will not cover an owner-operator's needs when truck payments, cell phone, insurance and other monthly costs are taken into account.

"You need to get serious about putting money away," Knibbs recommends. "At the end of the day, a self-employed trucker that has the debt load that most of them do cannot sit around and survive. [A trucker] has to learn to be a better businessman and to bank some money." ▲

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VOLVO

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Flying Under The Radar

safety *How to avoid having EOBRs forced on to your trucks.*

By Brian Botham

One of the latest rulings to come down from U.S. Department of Transport (DOT) is the Electronic On Board Recorder (EOBR) regulation. It boils down to this: If the U.S. DOT conducts an audit and finds your drivers' log books to have a violation rate of 10 percent or more, you will be required to install EOBRs on every truck you own, lease or contract for the next two years.

The previous regulation stated that you had to fail two audits with 10-percent or greater violations to have the EOBRs installed. There's a big difference.

With the new rule, you will have 60 days to install the EOBRs, but only 45 days if you are a hazmat carrier. Failure to do so will result in your U.S. DOT number being revoked.

To put it in simple numbers, say you have an audit and the auditor examines 10 drivers' log books—let's estimate about 300 logs in total—and he finds 30 of those logs have HOS violations such as falsification, over-hours driving, insufficient rest, etc., not only will you face fines and probably be slapped with a conditional rating, you will have to install EOBRs on all of your trucks for the next two years.

You can read all about the legislation, which goes into effect on June 4 by typing <http://tinyurl.com/y6foc6f> into your browser.

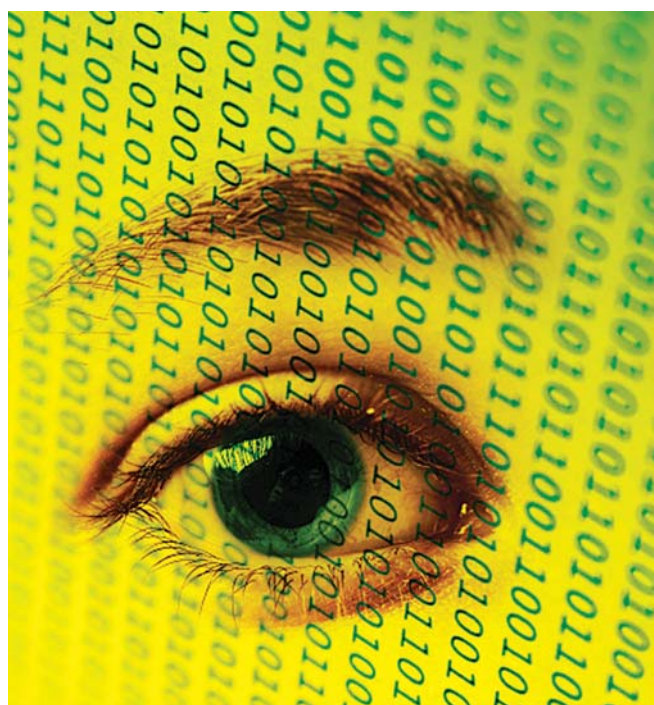
If you're wondering how many carriers might have to

install EOBRs in their trucks, consider these stats that I picked up from the Federal Motor Carrier Safety Administration (FMCSA) website. In 2009, FMCSA conducted 20,298 compliance reviews or audits. Of those, only six percent (1,293 carriers) had zero violations.

As well, 35 percent, or 7,200 carriers, had "critical violations" involving HOS infractions, which could lead to EOBRs being installed on the vehicles.

But you can be prepared for audits. With the right training, monitoring and disciplinary policies in place, you can pass an audit and more importantly properly manage

"In 2009, FMCSA conducted 20,298 compliance reviews or audits. Of those, only six percent (1,293 carriers) had zero violations."



Want to avoid all this?

First, consider the fact that you may not be able to avoid an audit. An audit can be triggered by any number of factors, ranging from a complaint from the public, a failed previous audit or just a check of your safety record.

your drivers' HOS and avoid having to install EOBRs.

I have said it before and will say it again, hours of service is a company-wide responsibility and it starts at the top with the president or CEO. The boss's philosophy will shape the entire company's attitude

towards hours of service.

With that in mind, your training program has to go beyond the driver pool; it should include your dispatchers as well your customers. Customers must be made aware of your limitations so they will know what to expect.

If your drivers are having log violations, it is more than just a driver issue. Hours of service is a company issue and it's everyone's responsibility to fix it before you run into problems with penalties and unwanted EOBRs.

Finally, I should bring to your attention another new regulation from the U.S.

Texting while driving has now been banned in all commercial vehicles, trucks and buses.

FMCSA research shows that drivers who send and receive text messages take their eyes off the road for an average of 4.6 seconds out of every six seconds. At 55 miles per hour, this means that the driver is traveling the length of a football field—including the end zones—without looking at the road. I don't have to tell you how dangerous that is.

So far this is an interim ban, but the FMCSA is proposing to make this it permanent. You can view the proposed rule and make comments on the ban at <http://regulationroom.org/> ▲

Brian Botham, CDS, is a certified director of safety through NATMI. He can be reached at 519-533-3656 or bbotham@cmvsafety.ca.



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Every Journeyman Starts with a First Step

strategies *Why we should make truck driving a real apprenticed trade.*

By Elliott Wilson

At what point is a driver considered trained? And when does the responsibility of the trainer end?

Is a driver considered trained after a 10-hour program, like I took 25 years ago? Or maybe we're talking about a six-to-eight-week program, which is so common today.

I spent \$500 on my course. Is the five grand that students spend on schools these days worth it?

The program I took was one-on-one driver instruction for an hour a day for 10 days, with no classroom work.

By today's standards, it would be deplorable. On the other hand, I wasn't tossed into the ocean after passing my road test. Instead, I was thrown into a gravel pit where I shifted the bottom end of the tranny about 5,000 times a day and backed up the stock pile almost as many times.

By the end of that summer I could shift almost flawlessly and back circles around the pit all day without ever touching a paved road. The old education was, get your license and then learn to drive somewhere out of harm's way.

My next job involved hauling water on a deserted mine road in northern Saskatchewan. I never saw the open road for nearly two years, not because I didn't want to, but because no company would touch a green-horn like me. The question

must be asked: Should we consider drivers who've gone through a several-week-long program any less green than I was after 10 days?

There is no quick solution to driver training, but I think we are in far too big a hurry to put butts in the seats and keep the wheels turning. There is an old saying, "the hurrier we go the behinder we get."

To send these lambs into the forest among wolves is a mistake that will cost us dearly. If we insist on this push from classroom to highway, I would argue that the less time there is for the old ways, the more we have to look at a real apprenticeship for truck drivers. An apprenticeship with teeth, like the programs for electricians and plumbers.

I don't think the usual four-year apprenticeship program would be required, but there is easily enough material for a one-year program. In the spring or early summer, start the training and licensing

"To send these lambs into the forest among wolves is a mistake that will cost us dearly."

process. Trainees should spend as many hours going backwards as forwards and the warm weather and dry roads keeps them focused without the added worry of winter conditions.

In the fall they should be put through skid-school program and receive training on what to expect come winter, along with continued class-

room instruction on HOS, customs, hazmat, etc.

Winter of course brings its own special challenges, so it would be preferable if the new driver had at least three seasons' worth of driving before tackling the snow.

All of the training would be done under the watchful eye of a journeyman trucker. And

I know that there are programs now that emulate what I just described, with one apparent flaw; i.e., the on-road instructors are not certified, but simply drivers with good records and valued experience.

If governments and boards of education developed programs to which the educators



SEASON OF THE SWITCH:
Different times of year call for different training modes.

are held accountable I think we would see a better-prepared pool of drivers after one year than some of us were after five years of learning the hard way.

These days, the costs associated with even a small on-road incident is simply too high to leave trucking in the hands of badly trained drivers. ▲

the new recruits would be repeatedly quizzed and tested on their knowledge of HOS, compliance, customs, etc.

Newbies should be placed with a company where at least one more-experienced driver has earned a certified trainer designation. Too many new drivers find themselves being trained by whoever is around the office on start day.

Elliott Wilson is a 25-year veteran of the industry and currently a driver with Morrice Transportation in Windsor, Ont.

So long recession, **HELLO TRUCK WORLD**

Truck World 2010 teemed with fresh innovations, glimpses of what's around the corner—as well as plenty of laughs and lore. The extravaganza is now history, but for those who showed up, Truck World 2010 was all about the future.

BY ROLF LOCKWOOD

Wandering amidst more than 300 exhibitors spread around 300,000 square feet of exhibition space, visitors to last month's Truck World 2010 show seemed like a pretty happy bunch. There was an upbeat buzz in the air.

Held at the International Centre near Toronto's Pearson International Airport on April 15th through the 17th, Truck World 2010 featured several new and useful elements.

Among them was a show within the show, namely the inaugural Vocational Truck & Equipment Expo. In a dedicated section of Hall 3A, it had a special focus on medium-duty work trucks, bodies, and equipment. The exhibition was endorsed by the Canadian Transportation Equipment Association, which declared it a solid success.

Things began on Thursday morning, April 15, with the Fleet Manager's Breakfast, featuring motivational speaker Dan Baker. The lively 70-year-old Texan and former Methodist preacher entertained some 200 guests—including Navistar senior vice president Jim Hebe—with his unique combination of humor and wisdom.

"People don't remember what you do or what you say," he advised the rapt crowd. "They remember how you made them feel."



THE SEMINARS

The show's seminar program began later that afternoon with a session produced by the Canadian Transportation Equipment Association (CTEA). The infinitely knowledgeable Eddie Tschirhart led his audience through the difficult art of spec'ing vocational trucks in this era of endless rules and regs.

The next morning there was the Fleet Forum session called "Sleep Issues: the Coming Regulatory Regime." Given that drivers will soon be tested for sleep disorders in much the same way they're now tested for drug and alcohol abuse, the seminar was timely. Leading the four-member panel was Don Osterberg, senior vice president of safety, security and driver training at Schneider National in Green Bay, WI., who manages what is arguably the continent's biggest and best fleet sleep-disorder program. Other speakers were Dr. Barry Kurtzer of DriverCheck, Mark Seymour of Kriska Transportation, and Ken Armstrong, a senior driver for Swift Transportation who has been something of a



pioneer in the process of treating sleep apnea in truck drivers.

Osterberg made the 125 audience members gasp when he said that Schneider reduced its health care costs by more than US\$700 per driver per month after screening all its drivers—in 2006—for sleep disorders and arranging treatment for those who needed help.

Two other seminars were held on Saturday the 17th for owner-operators and drivers, both led by writer and former highwaySTAR editor Jim Park.



UPFITTING ACHIEVEMENT: This Mack Granite dump truck sports a tricky bit of packaging to make the twin-steer front end fit with the emissions paraphernalia of the trucks 2010 MP8 engine. That engineering was mostly done by Quebec's Simard Suspensions. The truck also wears the ElCargo Multi Flip electric tarp system, also out of Quebec.

THE PRODUCT SCENE

There was no shortage of new hardware at Truck World, with several products being shown for the first time anywhere.

Not seen before in Canada were the new Peterbilt 587, the Kenworth T700, and the International ProStar Plus, as well as the new Mack mDrive automated transmission and all the new 2010 engines. DEF suppliers like Brenntag were in abundance as well, of course.

ArvinMeritor's all-new Meritor 14X tandem drive axle, ready for delivery in June, attracted much attention.

There were three new tires first shown at the Mid-America show in March, like the new and extremely fuel-efficient X One XDA Energy tire from Michelin. Hankook Tire Canada showed off its new long-haul drive tire, the DL07, sporting extra deep tread depth of 31/32nd in. And a new, low rolling resistance version of Continental's deep-lug drive tire, the HDL2 DL Eco Plus, was also on display. The company also gave visitors a sneak peek at an interesting winter tire, the new HDW2 Scandinavia, claimed to give up to 10 percent more grip on snow.

Among the world-exclusive introductions was a new product family from Fontaine Fifth Wheel. The "Ultra" line initially includes four new models, with more planned. One of them, the Ultra NS fifth wheel, has infinite, automatic slack adjustment.

Innovative Trailer Design Industries of Mississauga, Ont., showed a prototype, streamlined 53-ft tridem container chassis that's predicted to improve fuel efficiency by a whopping 10 to 15 percent. It has side skirts to reduce aerodynamic drag—a first in the North American intermodal industry—and uses wide-base



PEAK TIMES: Truck World staffer Isabella Poniat distributes free hats to 10-year-old Sebastian Morales, his dad Edgar Morales and his uncle Adrian Valero. Both men drive for CDI Transport. The first 2,000 visitors to the show on Saturday received free headware.



STILL IN MINT AT 54: Bob King's immaculate 1956 Autocar was one of the stars of the antique trucks display.

single tires. The chassis weighs about 9,700 lb, compared with 11,500 lb for a conventional type.

At the Simard Suspensions display, and finished just in time for the show, was a Mack Granite in twin-steer configuration with a dump body. Simard's engineering expertise, together with Mack's, was up to the complex task of fitting that twin-steer front end while also accommodating the various emissions paraphernalia of the truck's 2010 MP8 engine. No small packaging feat, by all accounts.

The same truck also showed off the brand new Multi Flip dump-body tarp system from Quebec's ElcarGo Fabrication.

The Canadian trailer innovators Alutrec also took advantage of the show to introduce their new light-weight eco-friendly flatbed. (You'll read more about this and others in an upcoming issue of *Today's Trucking*.)

Truck World will re-appear in Toronto in April 2012. In the meantime, the next Newcom show, CamExpo, is slotted into Quebec City this coming November. And in April of 2011, ExpoCan returns to Montreal. (Newcom Business Media also publishes this magazine and produces www.todaystrucking.com) ▲

ROAD *to* REDEMPTION

AFTER A TROUBLED CHILDHOOD, CLIFF LAMMEREN HAS SPENT HIS ADULT YEARS TRYING TO HELP AS MANY PEOPLE AS POSSIBLE, BOTH ON AND OFF THE HIGHWAY. **By Steve Macleod**

Growing up in a boy's home in Montreal, alongside about 200 other young guys with equally unenviable childhoods, the two constants in **CLIFF LAMMEREN'S** youth were fighting and alcohol.

Trouble was never hard to find and a learning disability made it easy for Lammeren to neglect school and spend more time on the streets. He worked as a busboy to make a bit of money, but it wasn't a good life, and he knew it.

On a whim, he answered an ad in the local paper for a job as a busboy at the U.S. Air Force NCO Club in Goose Bay, Labrador, and it was a move that changed everything.

One sergeant there, impressed by Lammeren, spent time helping him and left Cliff with some advice: set goals, work hard to achieve them, and stay focused.

"He told me, yeah you're a busboy now, but you're a hard worker," recalls Lammeren. "If you keep working hard you will be successful."

"It changed my life."

When Lammeren later returned to Montreal he was determined to continue down the right path and help as many people as he could along the way, just like the sergeant helped him.

"That's how I became the type of person who tries to fix problems. I just remember what it was like for me," he says.

Decades later, the Edmonton-based driver has a long and very full history of volunteering his time to numerous community initiatives. On top of that, he won the Bridgestone/Firestone Canadian Truck Hero award in 1988 and was named the Private Motor Truck Council driver of the year in 1999, which put him in the PMTC Driver Hall of Fame.

You can add **highwaySTAR of the Year** to the list now.

Star Choice

When Dave Marvin, his boss at the Praxair facility in Edmonton, told Cliff he was being nominated for the highwaySTAR award, Lammeren thanked him but didn't give it much thought.

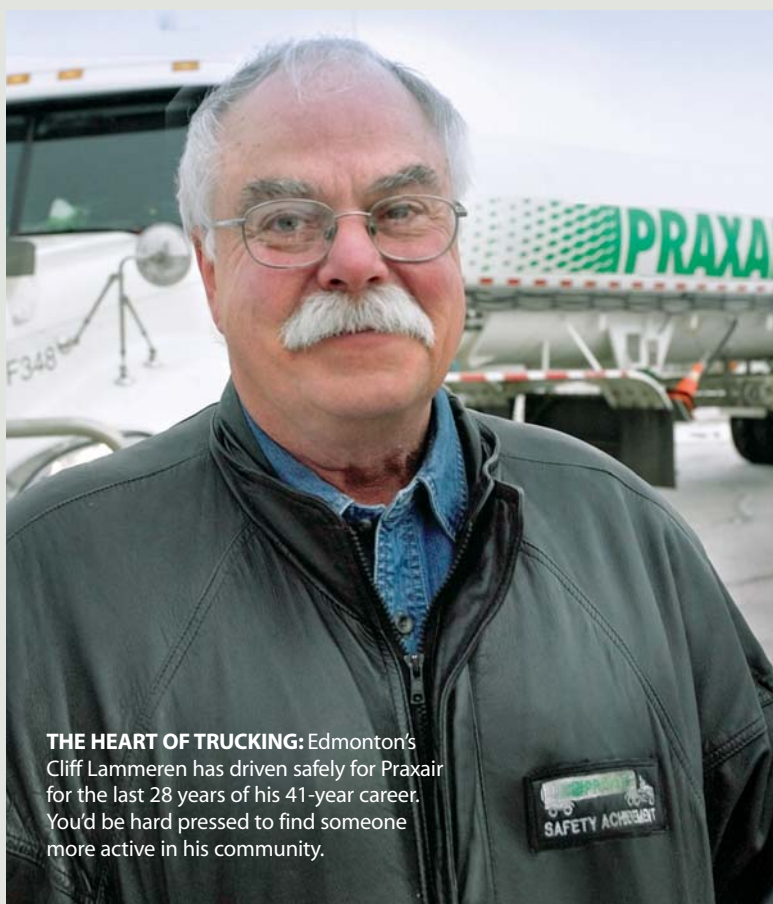
Natural humility wouldn't let him get his hopes up, and he knew there were plenty of other worthy drivers and owner-operators out on the road. He wasn't wrong. The nominations that came into our office made a long and impressive list.

But in the end, with his 41 years of accident-free driving and a real dedication to community involvement, Lammeren was chosen as the 2010 highwaySTAR of the Year.

The criteria? We look for a company driver or owner-operator who sets himself well apart from the rest. The winner must have a

first-rate safety record, of course, and a history of contributing to his community in significant ways. Our sponsors for this prestigious award are Freightliner Trucks, ArvinMeritor, Espar Heater Systems, Chevron, and the Owner-Operator Business Association of Canada.

The winner gets a trip to Toronto and a special-edition **highwaySTAR** jacket. Then there's a road-ready laptop computer



THE HEART OF TRUCKING: Edmonton's Cliff Lammeren has driven safely for Praxair for the last 28 years of his 41-year career. You'd be hard pressed to find someone more active in his community.

from OBAC and an efficient diesel-fired cab heater from Espar. And then there's a fat cheque for \$10,000.

With his wife Margaret beside him, Lammeren was given that big cheque at a ceremony during the recent Truck World 2010 show in Toronto. To top it off, his bosses at Praxair sent the Lammerens out to Niagara Falls for two nights of rest and relaxation prior to the show.

The 64-year-old, a year away from retirement, was shocked when he learned he'd won.

"I was overwhelmed and couldn't believe it, and nearly welled up with tears," he says. At the time—and he pulled to the side of the road to take that call—he even compared his excitement to the day he asked Margaret to marry him 41 years ago.

Safety First

Lammeren first got behind the wheel of a truck at 23, but it took a lie to get the job. At the interview he was asked if he'd driven truck before, and he said yes, but that wasn't exactly true. He got the job anyway and soon he was hauling paper products all around Quebec and into Ottawa, so he had to learn the driving ropes pretty quickly.

"I learned how to drive the hard way, listening to the older drivers," he says with a laugh. "They taught me in their spare time. That's how I made it."

In the mid-'70s, Lammeren moved to Alberta to make a better life for his wife and two children – Cliff Jr. and Kim, who are now 40 and 34 respectively. Ashley, 22, came later, and there are five grandchildren too.

Settling into Alberta's capital city, Lammeren spent time hauling gravel, fuel and mail before settling in at Union Carbide, which is now Praxair, and he's been there ever since. For the past 28 years, Lammeren has delivered cryogenic liquid gases throughout western Canada. Today his route involves hauling a pair of Super B's full of liquid oxygen to a pulp mill in Peace River, Alta. He runs four days on and four days off.

Delivering liquid gases in the Praxair fleet requires an extremely high level of care and Lammeren is quick to acknowledge the company for aiding in his safety record.

"They look after us pretty good. No matter the changes or the new people in management or new drivers, they're all highly focused on company safety," he explains. "They hand-pick drivers on safety and personality, and they look deep into backgrounds."

For Lammeren though, doing his job safely isn't enough. He wants everyone on the highway to feel safe and to understand the trucker, which is what landed him on a talk-radio program in Edmonton one day.

"I was sick of people bashing truckers all the time," he explains, listing off a host of misguided stereotypes. "If people knew what truck drivers put up with and what we did, they wouldn't talk like that. People don't think about how things get to the stores, they just take it for granted."

"It went off really good. Lots of people phoned in, even some other truckers," he adds.

And Lammeren walks the talk like 'knights of the road' used to do. When he sees someone in need of a helping hand he doesn't hesitate to offer one. He's pulled more than a few cars out of snowy ditches and flagged down motorists who looked lost—and they were—to give them directions and a road map.

"I became a truck driver, but I became the best truck driver I could be and I take pride in my work," says Lammeren.

Peace of Art

One of the things Lammeren still enjoys about trucking is the freedom of being on the road and the scenery outside his window.

"Because I'm an artist I love the scenery. I take a mental picture and put it on canvas," he says.

His love for art is what led Lammeren into his latest volunteer

gig. For a couple of years he's been teaching painting to a group of seniors at a home in Edmonton. One day, while picking up art supplies at Walmart, he started chatting with a lady who was doing the same thing.

It turned out she was a teacher at Austin O'Brien High School and had a number of special-needs students. When she learned that Cliff taught painting to seniors and had spent time volunteering in schools before, she thought he might be able to do the same for her students.

"They had never done anything like it before, but she thought we could try it and see how it worked," notes Lammeren. "There were 59 of them, and I went in and was like, oh man there's a lot of kids."

It did work, and now, when Lammeren is home on his four days off, he'll spend one or two of them at the school teaching special-needs children to express themselves through painting. He even buys the supplies himself.

"It's very time consuming, but so enjoyable," he explains. "They treat me like family and when they see me they light up."

"One day, if one of these kids looks back and says, 'Cliff really helped me,' that would be the best award I could get."

"When you see the blind children painting, their smiles, hugs and touches, that's an award in itself," he adds. "It's the best reward you could ever get."

Lammeren

volunteers his time elsewhere too. He initiated a program to inspect unsafe inner-city playgrounds in Edmonton, as well as raise funding to build safe ones. He's also spent time volunteering at Edmonton's Sexual Assault Centre and its Youth Emergency Shelter Society.

"Not enough people volunteer because people are too wrapped up in their own lives. People don't see the sadness and the suffering, but I do because I was there and somebody helped me," he adds. "One day, if one of these kids looks back and says, 'that Cliff really helped me,' that would be the best award I could get."

It's unfortunate for the trucking community that 2010 will be Lammeren's last year on the road.

He's waging an ongoing battle with a lung disease that nearly ended his trucking career two years ago. Instead of an oxygen tank, Lammeren went on medication and it's working. Regardless, his retirement is scheduled for Jan. 2, 2011.

"It couldn't have happened without my wife of 41 years," says Lammeren. "If I wasn't volunteering, I probably would have been in jail because that's the path I was on, and I had a lot of anger and guilt... She made me realize it wasn't my fault."

While it will be a loss to Praxair and to trucking, his retirement will be a win for the people in Cliff's community because he says, if his health holds up, he'll have more time to spend volunteering. And he's just as good at that as he is at the wheel.

Congratulations, Cliff!

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The new carrier safety system is upon us. Are you ready?

BY PETER CARTER

In the final week of March, a Kentucky-domiciled tractor trailer crossed the median of I-65 and into the path of an passenger-laden van.

There were 11 fatalities; the truck driver and 10 Mennonites in the van.

Authorities are still investigating, but there's some proof that at least in the moments before the collision, the driver hit his brakes.

Tread marks across the muddy median were smooth, authorities report, indicating that the wheels were locked.

assessing drivers' capabilities, measuring companies against carriers of similar size and, finally working with carriers to ensure they maintain their standards.

It's all based on data collected at roadside inspections. From the onset of Nov. 30, data collected over the past two years will go into the CSA 2010 data bank and every month, every carrier that operates in the U.S.A. will have its roadside-inspection information sifted and analyzed by the FMCSA and a certain decidedly high proportion of them will be subject to "intervention" of some sort by the FMCSA.

Intervention can take a wide range of forms, starting with a letter of intent. From there, intervention might mean an off-site inspection of a company's assets, or an on-site inspection.

For more serious problems, the FMCSA will work with the carrier to address the ongoing problems in a partnership format; and if things don't improve, carriers will be subject to on-site visits, fines or even orders to cease operations.

The Basics include:

- Unsafe Driving;
- Fatigued Driving (hours of service violations);
- Driver Fitness (is the driver licensed adequately for hazmat, etc?);
- Controller Substances/Alcohol;
- Vehicle Maintenance;
- Cargo-related infractions
- Crashes.

The BASICS will replace the Safety Evaluation Improvement Categories that the FMCSA now uses to see if you warrant investigation.

Starting in April, (a week after the big Kentucky crash) the FMCSA started posting SMS numbers for nine pilot-project states so you can get an idea of how CSA 2010 scores participants. (*Go to www.csa2010.fmcsa.dot.gov and click on "Data Review."* The process is similar to checking SafeStat ratings.)

Tom Bray is one of the CSA 2010 go-to experts at the Neenah, Wisc.,-based compliance experts JJ Keller & Associates. He

CSA 2010

nine eight se...

Regardless of what happened in the final seconds before that collision, there is considerable proof that if the Federal Motor Carrier Safety Administration's (FMCSA) new system for tracking and interacting with trucking companies; a.k.a. CSA 2010, had been in place, the accident would never have happened.

Ironically, CSA 2010 is scheduled to be up and running Nov. 30; seven months too late for that unfortunate group in Kentucky.

CSA stands for Comprehensive Safety Analysis. Some people describe it as a new and updated SafeStat; but it goes far deeper than that.

CSA 2010 is a whole new methodology for tracking trucking safety violations;

Under the current system, only about two percent of carriers ever have contact with the FMCSA.

Experts predict that with CSA 2010, that number will be more like 30 percent.

Also, the DOT inspectors will be basing their decisions about who to inspect largely on the carriers' and drivers' histories. The more infractions you've had in the past, the more likely you'll be pulled over.

It's a snowball effect.

CSA 2010 will employ the Safety Measurement System (SMS).

SMS will measure roadside violations and crash data and calculate a score in seven areas, known as "Basics"; a.k.a., Behavioral Analysis and Safety Improvement Categories.

says CSA 2010 is bringing an entirely new rigor to the business of driver and vehicle inspections.

With the old system of driver inspections, he says, "you could do well on one area and really bad in another and it could average out okay. Now, they're taking the statistics and slicing them more finely and looking for more problem areas.

"They are going to be seeing a lot more carriers."

David Dorrity operates a safety forensics consulting firm in Greenville, S.C.

He has watched CSA 2010 since it was proposed five years ago.

"I think CSA 2010 is a positive change that if backstopped by enforcement, fines



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and closures, will reduce crashes,” he told *Today’s Trucking*.

“For the first time there will be accountability for bad drivers as well as companies and there will be a psychology twist to target dangerous attitudes and character.”

The defining trait of CSA 2010 is that it will be based on roadside inspections and will include separate measurements for carriers and drivers. Until now, only carriers were rated. Furthermore, drivers will be cited for warnings and traffic violations, not just OSS orders.

So what must you do to prepare for CSA 2010?

Nothing, really.

But what should you do?

Says J.J.Keller’s Bray: “The biggest thing is make sure your drivers are trained so you’re getting good roadside inspections. Pre-trips and walkarounds are critical and you have to have problems fixed before heading out.

“Brush up on your compliance efforts,” he adds.

Like any other new broad-ranging set of rules, CSA 2010 has spun off a small industry in itself; with consultants, trainers and software providers offering tips and solutions, (see Hi-Tech Tally), but in fact there aren’t any steps you have to take for the changeover. Just don’t be surprised if you hear about more drivers getting stopped for surprising reasons.

Meanwhile, back in Kentucky, the FMCSA will be conducting a review of the carrier involved in the crash. But according to at least one experienced officer, senior trooper Monty Dial, retired from the Texas Highway Patrol, “this company is a perfect example of why the current system of compliance reviews does not work.”

At the moment and under the existing system, whether a compliance review is going to be conducted by the FMCSA is determined by looking at the four Safety Evaluation Areas (SEA), which include crashes, drivers, vehicles and management.

Dial says that for a carrier to get on the FMCSA’s radar, they must have an overall score of more than 200. The overall score includes driver SEA and vehicle SEA, and for the carrier involved in the Kentucky crash, scores were 88 and 60, respectively, putting it in the range of 148 overall.

While the carriers’ rating was 0.87

crashes per million miles driven, the crash rating would need to be at or above 1.5 crashes per million miles for the FMCSA to take notice, Dial says.

Adds Dorrity: “I reviewed [the company’s] FMCSA safety stats and they were horrible. It is amazing that the FMCSA or Alabama had never visited them with purpose of accessing their safety management controls.

“The current system,” he says, “obvi-

ously didn’t keep this unsafe trucking company off the highway.

“Clearly the company had multiple trucks with hours of service violations and falsifications and given the nature of this crash, one would unofficially think fatigue is a leading contributor unless there is a mechanical or physical explanation.”

When *Today’s Trucking* asked the FMCSA if the implementation of CSA 2010 might have avoided the crash, we received



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HI-TECH TALLY

One way to get a handle on what CSA 2010 means to you is to examine some of the solutions industry suppliers are offering.

J.J. KELLER AND ASSOCIATES have galloped out of the gate with a range of CSA 2010 offerings, from training materials to CSA 2010 workplace posters and online training sessions.

RAIR, a supplier of log-auditing systems is offering free monthly CSA 2010 scorecards to clients, so they can measure their percentile rankings against their peers.



RAIR president and CEO JJ Singh says, "We don't charge for something that's free," referring to the monthly CSA 2010 scorecards that will be available to all carriers from the FMCSA. "We only charge for the value we add."

RAIR can also provide input on what carriers need to improve their scores.

For example, RAIR will electronically track data on roadside inspections, and will automatically flag violations that need to go into DataQs, the electronic means for filing concerns with the FMCSA.

EBE TECHNOLOGIES has introduced a web-based CSA 2010 scorecard and workflow application that monitors your FMCSA information daily, calculates the defined points for the seven BASIC categories, and then populates the results into your scorecard. Depending on the results, the application can then trigger management "alerts" when it detects "out of standard" behaviors so you can take appropriate action, which could be training, disciplines or rehabilitation of drivers and/or your iron.

the following prepared statement.

"The launch of CSA 2010 on November 30, 2010 will significantly improve the way the Federal Motor Carrier Safety Administration (FMCSA) and its state law enforcement partners identify and address high-risk commercial truck and bus companies.

"CSA 2010 will ensure that all safety-related violations found during roadside

inspections are considered when FMCSA identifies high-risk carriers for enforcement interventions. Additionally, if a carrier is found deficient in even one safety assessment area or "BASICS," FMCSA will target the carrier for interventions ranging from warning letters to a full compliance review to address the specific safety problem."

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*Brent Bergevin –
Director of Transportation
Gemini Motor Transport*

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For more information and to hear more road-tested stories of savings, visit gowidesavegreen.com



EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

UNDERSTATED FEATURES: Volvo's 2010 VN780 is notable for all you don't see that sweetens the driving experience.



A 2010 VN780 With All The Trimmings

test drive Performance and drivability enhancements—including an “automated pre-trip assistant” and adaptive cruise control—make Volvo’s VN780 a treat worth waiting for.

By Jim Park

What's interesting about the 2010 engines is that if they work properly, I have no story to tell. Volvo's 13-liter powerplant, the D13, in 2010 trim seems to work as advertised. Therefore, I'll have to wax prolific about something else. Fortunately for both of us, there's much to cover on this truck.

But seriously, for all the engine maker did to get here with the new emissions reduction technology, you can't tell the difference from previous generations. It

performs as you'd expect, and the additions and alterations make utterly no difference to the way the truck operates—at least from the driver's perspective. We had to top off the DPF tank before we left, but that took all of 90 seconds. The DPF/SCR aftertreatment packaging is all quite neatly tucked under the passenger side of the cab, and invisible from the outside, but easy enough to access for inspection, repair, etc.

Volvo's emission-reduction strategy

SPEC SHEET

VOLVO VN 780

ENGINE:

EPA 2010 D13 – 500 HP, 1,550/1,750 lb ft

TRANSMISSION:

I-Shift ATO2612D 12-spd, .78 OD

STEER AXLE:

- Volvo VF14 13.2K front springs, unitized hubs
- Bendix Spicer 15 X 4 S-Cam brakes
- Alcoa 22.5 X 8.25 polished alum.
- Bridgestone R280 295/75R 22.5 load range H

REAR AXLES:

- ArvinMeritor MT40-143 amboid 40K, 3.25:1
- Bendix Spicer 16.5 X 7 S-Cam brakes
- Alcoa 22.5 X 14 polished alum.
- Bridgestone Greatec wide-single 445/50R 22.5

ACTIVE SAFETY EQUIPMENT:

Volvo enhanced stability technology (VEST), Volvo enhanced cruise control w. front and side warnings (VEC), Bendix ABS

ENHANCED ELECTRONICS:

Pre-trip Assistant, SmartWave Active Tire Pressure Monitoring

actually uses NOx to facilitate the oxidation of soot in the DPF. It's a chemical reaction that's too complex to get into here, but suffice to say using NOx as a catalyst to eliminate soot reduces—or as Volvo claims, eliminates—the need for fuel-fired active regen events.

Volumes could be written on what it took Volvo—and the others—to get to 2010, but the results seem satisfactory from the left seat. We're trusting here that the maintenance and operational demands won't be any more arduous than expected, but we'd not be able to report on that in any case after six hours behind the wheel.



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This was my first ride in a 2010-configured Volvo, and only my second 2010 test drive, but in my opinion, drivers have little to be concerned about. It runs like a top.

What are notable here are the numerous “smaller” enhancements Volvo has made to the product that take safety and performance to new levels.

SAFETY & PERFORMANCE

Volvo upgraded its proprietary I-Shift automated transmission last fall, adding some electronic trickery that boosts performance and drivability while improving fuel economy. The innards are actually the same across all three models, but the clutch was beefed up a little for 2010. The models mated to the 16-liter engines are rated for 3,100 newton meters (2,250 lb ft, while the smaller cousins are good for 2,600 NM, or 1,900 lb ft.

One of the electronic enhancements is a dual torque rating feature called Eco-Torque that cranks the engine up to 1,750 lb ft when it's need—mostly in a climb and only in the top two gears—to minimize the need for a downshift, thus saving fuel. You can feel it kick in, and you'll notice the boost gauge bump up a notch. It's handy, in that it happens automatically. Drivers won't feel the need to use the kick-down feature to initiate a downshift.

Among the other new features of the D-series I-Shifts are the optional Performance Mode setting for additional startability, and the ability to rock the vehicle back and forth to free it if it becomes stuck.

Also new to Volvo this year is Bendix's adaptive cruise control technology. Bendix calls it “Wingman,” Volvo calls it Volvo Enhanced Cruise (VEC). VEC is a collision avoidance system that works with a truck's cruise control to maintain a safe following distance between vehicles. Frankly, given today's litigious climate, you'd be truly nuts to delist this option from a new truck. It's still optional, unlike the electronic stability system, which Volvo made a non-delete item. Any truck involved in a rear-end collision that *could* have had an adaptive cruise control system spec'd from the outset is lawyer feed. They would eat you alive in court.

Having said that, this trip was my first real-world experience with such systems—as opposed to some stick-time on a



▲ **EMISSIONS CONTROL:** Located under the passenger side of the truck, the DEF injector is located adjacent to the DPF. There's more than 40 inches between the doser and the catalyst surface, which provides adequate time for the material to react.



ACCESS ABILITY: The DPF filler cap has been redesigned for ease of use. A cover for the fill point is optional.

test track. In short, it works, but can be annoying. Depending on the following time settings (the system measures following time rather than distance), I found the pre-determined safe following distance to be reasonable on the open highway, but it made no exceptions for certain maneuvers that deliberately take a truck closer to a leading vehicle.

For example, while driving on a particularly hilly stretch of US 220 in Virginia, I'd roll down a hill letting it run out as I began the climb up the other side. Sometimes this brought me a little close to a car in the same lane, which prompted at least an alert, or when the system was engaged, an

application of the engine and/or service brakes. That of course killed any momentum I had going into the climb.

Now, all you safety guys will be wagging your fingers at me for this, but in reality, the distance between vehicles was in the order of two seconds—nothing I'd consider too risky. And, having the ability to see beyond the car directly in front of me—unlike the VEC system—it seemed extremely unlikely that the car would hammer on the brakes and cause problems. Allowing the distance to close a little in such circumstances is de rigueur—within reason, but the system doesn't recognize the fuel-savings potential of such strategies.

I ran into similar problems on freeway on-ramps. While accelerating to highway speed on a few occasions I came up behind a slower vehicle in the right lane, which given my vantage point—as opposed to the bumper-mounted sensor of the adaptive-cruise system—posed little or no threat for collision.

The system does a good job of distinguishing between vehicles that are accelerating away from the truck and those that are slowing. I got no false alerts in that regard. And to be honest, my sense of an appropriate following distance was pretty much in line with what the system would tolerate. Even in dense traffic at slower speeds, as long as the distance between vehicles wasn't closing, the system kept to itself.

When cruise is engaged and the system is active, it will fire an audible warning if the incursion is what I'd call gentle. If you come up a little fast, you'll get the warning and an engine brake application. If the service brakes apply too, the cruise control disengages and you have to hit the resume button. I experimented with this only in the name of science, you understand.

The Volvo electronic stability control system—another Bendix innovation—worked as advertised, and I'd say that drivers who are complaining about the sensitivity of the system maybe need a little coaching or training. It's not the system that is overly sensitive...

I've driven similar systems on test tracks, where the objective was to engage the system by running too fast through a turning maneuver. Those trucks had outriggers, so there were no consequences in attempting to tip the truck over. Our Volvo had no outriggers, and taking the truck close to the edge of the envelope against my better judgment was an odd experience. Running hot through a turn isn't something I'd ever do intentionally—I pulled tanks for nearly my entire driving career, and have the highest regard for tight corners.

I did run a few bends on US 220 a little fast, and sure enough, the stability control rapped my knuckles for it. I heard and felt the brakes apply, which was enough of a warning. I can't say how close I had come to the threshold, but that the system engaged—even gently—tells me it's

LESSONS LEARNED

As you can imagine, we've heard our share of complaints from Volvo owners about some of the EPA-'07-configured trucks, so we felt compelled to ask Volvo about the status of those concerns. **Bill Dawson**, Volvo's senior vice-president of customer satisfaction came clean and acknowledged the troubles, and explained what steps they've take to resolve them.

"We had issues with our '07-configured product, we are very much aware of them. We had more issues than we would have liked," he said. "Since the 2007 engine is the base technology for 2010, we knew we had to get this right, so we've worked aggressively to resolve them."

Volvo now uses a more robust flex-pipe between the turbo and the DPF that came out last fall. And the turbo problem has been resolved by inserting a "fay" ring in the turbo that prevents the leakage from the high-pressure side of the turbine to the low side. That was causing extreme turbulence and damaging turbine vanes.

"We've installed thousands of turbochargers now with the new part and we've seen only three come back. I think that issue is now behind us," Dawson says.

Modifications have been made to the injectors, solving the cup problems, and Dawson says the issues with the so-called seventh injector have disappeared since an air purge valve was installed. "But in 2010, we won't be seeing any active [fuel-fired] regens, so that becomes a non-issue going forward," he notes.

closer than I ought to have been. VEST is another no-brainer in my mind—and not just to keep the lawyers off your back. There is some real calamity-saving potential in this technology.

OTHER GOODIES

Adaptive cruise control has a higher wow-factor than a bunch of blinking lights, but a couple of the other developments to the 2010 product line are going rate highly with drivers. One is the Pre-Trip Assistant function, designed to provide the driver with a structured, efficient means to inspect the operation of the vehicle. Using the function menu on the dashboard, drivers can electronically inspect the condition and functionality of various switches and electrical circuits, as well as the function of the lighting system and the pressure loss rate in the braking system. And it's all done from the driver's seat.

Additionally, the lights can be set to cycle on and off for easy outside inspection. Each blinks on and off in turn, from the right and left turn signals, brake lights, high-beams, etc. Drivers won't have to return to the left side of the cab each time they check a different light. Very cool.

There's also a nifty little trim tab located on the roof of the sleeper that can be adjusted to optimize air flow over the trailer, depending on the height of the

van. It's a manual adjustment that will need to be tried and tested for best performance, but the instructions are easy to follow, and should produce quantifiable results.

So, while you wouldn't know it to look at it, the 2010 VN780 has been given a serious overhaul.

What hasn't changed are the drivability, the ride, the quiet, and the comfort of the VN series. It's still right up there on all counts, and with the transmission doing the heavy lifting on throttle control, shifting, and power management, the driver has the advantage of being able to sit back and enjoy the ride—which I did immensely on a mid-April Friday in Greensboro, N.C.

The highways and byways there provide an excellent proving ground for these trucks, with a combination of Interstate, and windy, hilly two-lane roads. I can say the VN780 is equally at home on either, and it's well equipped to handle both. Now if they could just teach that adaptive cruise control system a thing or two about fuel economy.

The Volvo 2010 Driving Success Tour kicks off in the western U.S. in May and will travel to other regions of the U.S. and Canada through Summer and Fall. Come on out and get up close and personal with a VN780. ▲

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PETERBILT MODEL 587

NEW ON-HIGHWAY TRUCK IS AN EVOLUTION OF THE 387

It's earned the Environmental Protection Agency's (EPA) SmartWay certification, but just as important is the fact that air disc brakes—by Bendix—are standard on the new **Peterbilt** Model 587's front axle. That's a first.

It's available with one of two sleepers or a day cab configuration. On the aerodynamic front you'll see a 2.5 percent decrease in drag that results in

a claimed 1.25 percent fuel-efficiency gain, thanks to a new streamlined hood and moulded bumper.

Stronger halogen headlamps are said to bring 35 percent more brightness. Optional high-intensity-discharge lights raise that to over 200 percent.

Drivers may be most pleased by the industry-first PACCAR in-dash system called SmartNav, also seen as the

NavPlus on the new Kenworth T700. It's basically an onboard computer that offers navigation, vehicle diagnostics, communication and entertainment technologies in a touch-screen-operated unit. It's driven by the Microsoft Auto 4.0 Windows CE 6.0 operating system that uses the J1939 SAE standard for communication and diagnostics. It features eight gigabytes of memory, a fully integrated satellite tuner, and an embedded microphone for voice recognition. Access the system through hard keys, a touch screen or voice recognition.

The Model 587 features the new 2010 PACCAR MX engine rated at 380-485 hp or the 2010 Cummins ISX15 with a horsepower range of 400 to 600. Fuller manual and automated transmissions are available, as are axle ratings up to 46,000 lb.

See www.peterbilt.com

MICHELIN X ONE XDA

AFTER 10 YEARS OF X ONES, A NEW VERSION WITH EVEN MORE FUEL EFFICIENCY. Calling the new X One XDA Energy tire its most fuel-efficient to date, **Michelin** says it's good enough to convince truck operators still sitting on the fence about wide-base singles. In fact, the company claims it can help save "at least 7 percent" in annual fuel costs when used with its XZA3 steer tires and X One XTA trailer tires.

It sports "innovative" belt designs and Infini-Coil Technology, which refers to more than a quarter-of-a-mile of steel cord wrapped circumferentially around the crown of every X One tire. It reduces casing growth and stabilizes the contact patch, reducing irregular wear. As well,



Matrix siping technology helps provide traction on both dry and slippery surfaces because the three-dimensional sipes lock together to create stability normally associated with solid tread blocks.

The X One XDA Energy tire is available in a 445/50R22.5 size and will replace the X One XDA tire.

See www.michelintruck.com

ALL-NEW DRIVE AXLE

THE 'NEXT GENERATION' MERITOR 14X LINEHAUL DRIVE AXLE OFFERS EFFICIENCY

ArvinMeritor's all-new Meritor 14X tandem drive axle is said to be "an advanced evolutionary axle system" that replaces the RT145, of which two million or so have been built since 1985. It's claimed to be "the lightest axle in its class." Manufacturing starts in June, with planned deliveries to all major OEMs.

The inter-axle differential (now 20 percent larger) accommodates the increased torque of today's diesels. Helical gear needle bearings reduce heat and wear; upsized main differential side bearings



ArvinMeritor drive axle

every application and specific engine manufacturers' EPA 2010 recommendations, and it makes spec'ing direct-drive transmissions more feasible.

Among other new features, the optional DualTrac housing allows opera-

NISSAN'S COMMERCIAL VAN

NISSAN ENTERS NORTH AMERICAN COMMERCIAL VEHICLE MARKET WITH THE 2011 NV

NISSAN'S first foray into the North American commercial vehicle world was launched at the recent Work Truck Show, with the all new 2011 NV van in both Standard and High Roof versions. Look for it—but only at select, commercial-ready dealerships, about 30 of them in Canada—toward the end of the year. The van will be manufactured at an existing plant in Mississippi.

Designed on a clean sheet of paper, the first production models will be the NV1500, NV2500 and NV3500, with a choice of 4.0-litre V6 and 5.6-litre V8 engines. All three will be offered with Standard roof while the High Roof will be available on the NV2500 and NV3500 only. 'High Roof' means stand-up, walk-through work or cargo space.



Aside from the gas power plants—no diesel is likely—the NV is a ground-up new design from its body-on-ladder-frame construction to the integrated roof-rack mounting brackets. It's a front-engine, rear-drive configuration with a 5-speed automatic transmission and big 14-in. disc brakes behind 17-in. wheels all around. Suspension up front is independent, but at the rear it's a solid axle. It's a work truck, plain and simple.

Inside the wide-opening front and rear doors, there are features like available upfitter pre-wiring; wide-coverage cargo area lighting system; several power outlets, including available 3-prong 120V outlet; and multiple weld-nut attachment points for securing shelving and rack systems.

See www.nissancommercialvehicles.com

add capacity; and its larger input shaft and rear side bearing increase strength, the company says.

The above-centerline design of the inter-axle driveline is said to provide less driveline angularity, vibration and energy loss; improved ride quality; and overall longer component life.

The 14X offers the fastest ratio in the industry, 2.47:1 and goes all the way up to 7.17:1. That ensures coverage for nearly

tors to run wide-base single tires with the equivalent bearing life of dual-tire axles, while still offering convertibility back to duals.

The 14X axle is part of the company's 'MPG Series', products optimized for improved total life-cycle costs (www.mpgseries.com).

See www.arvinmeritor.com

KENWORTH T700

NEWEST KENWORTH PRODUCES LESS AERODYNAMIC DRAG

Kenworth says the smooth new T700 has the lowest aerodynamic drag of any KW ever built. The lightweight, sloped hood consists of three pieces for easy repair and offers clear access to underhood components. The aerodynamic bumper and chassis fairings are made of thermal plastic olefin that helps minimize fading and has improved impact resistance. It's UV-stable in non-painted form, so the T700 bumper and fairings come with painted and non-painted options.



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In Gear

There's also new forward lighting—halogen projector or optional Xenon headlamps—that respectively offer a threefold and 11-fold increase in bulb life compared to conventional sealed beams. LED turn signals are used.

On the inside, the sleeper features an 8-foot cathedral ceiling, and there's even room to sit upright in the upper bunk. The cab has multiplexed instrumentation, the expected Driver Information



Kenworth T700

Center, and the new Kenworth NavPlus that's standard on T700 premium trim offerings and optional for others. See the Peterbilt 587 item above for details.

The T700 comes standard with the 75-inch Aerodyne sleeper, its interior providing 60-plus cu ft of storage space, and nearly 25 percent more interior volume compared to a similarly spec'd T660.

See www.kenworth.com

MACK'S MDRIVE

THE 12-SPEED MDRIVE TRANSMISSION IS A VARIATION ON VOLVO'S I-SHIFT

Mack's new automated manual transmission is said to give customers up to 1.5 percent improved fuel efficiency. Available on Pinnacle highway tractors powered by MP7 and MP8 engines, with deliveries beginning early fourth quarter,

it has 12 forward and four reverse speeds, available in direct drive or overdrive. Torque capacity is 1920 lbs/ft and dry weight is 615 lb.

The mDRIVE was one of several engine and powertrain-related announcements Mack made during the Mid-America show. It also introduced the new C150/151 family of rear axles,



with new gear ratios tailored for the MP series of engines, as well as new Econodyne engine ratings to maximize fuel economy.

There's a dash-mounted control pad containing manual input and hold shift buttons. The co-pilot driver display provides transmission status information, including the number of upshifts or downshifts available and the current operating mode (such as Economy or Performance).

Economy mode maximizes time spent in top gear, while Performance mode maximizes gradeability. There's also the additional 'MackCellerator' or kick-down feature that drops the transmission one gear, plus an optional 'Grade Gripper' or hill-start assist when launching the truck on an incline to prevent the vehicle from rolling backward.

The mDRIVE is available in two versions, Fleet and Premium. The Fleet package includes basic shifter controls, with Grade Gripper and MackCellerator as options. The Premium package has more features for greater driver control. mDRIVE is available with two optional rear-mounted power takeoffs.

See www.macktrucks.com

NAVISTAR'S PROSTAR+

IMPROVED INTERNATIONAL OFFERS ENHANCED AERODYNAMICS

The **International** ProStar+ includes what Navistar calls "dramatically refined interior functionality." A re-engineered



overhead console, for example, allows for easier reach, and storage has been improved as much as 50 percent. The cab environment has also become quieter by a claimed 9 percent.

The newest ProStar aerodynamic enhancements include optional full-

Taming the Fuel Monster



By Jamie Williams
President
PeopleNet Canada

Fuel is unquestionably the toughest cost driver to tame for trucking firms due to volatile prices.

What trucking executive wouldn't snag the opportunity to improve fuel efficiency if the program paid for itself? If that sounds too good to be true, just read on.

When fuel costs spiked at over \$4.00 per gallon last summer '08), P&S Transport VP Scott Smith pressured his drivers for better results. When he heard about PeopleNet's MPG Guarantee Program's guarantee, he couldn't pass up an opportunity to try it. And that was after P&S had already saved a million dollars conducting its own initiative.

PeopleNet Professional Services garnered ROI results in less than one month that far exceeded Smith's expectations. He says that PeopleNet's fuel-management process expanded the company's view of fuel economy beyond raw speed and idling time to include less evident factors like routing, maintenance, customers, drivers and trucks.

- \$35,000 hard-cost savings after two weeks
- \$70,000 in first month
- \$105,000 at 45 days
- 9% increase in MPG
- \$12,000/month savings from the sale of underperforming trucks
- Earlier identification and resolution of mileage issues

This new perspective is a departure from how fleets are typically managed. Instead of managing to the fleet's average truck performance, PeopleNet customizes an expectation for each truck based on years of historical performance data in our database. What's more, the information is delivered in a format that makes it easy to manage to the expectations for each truck.

Don't think P&S' results are an aberration. USA Logistics Carriers increased MPG from 5.5 to 6.9 on more than 500 trucks that log millions of miles each month – an incredible savings. The list goes on and on.

In fact, the program has saved fleets \$2,000-\$10,000 per truck and improved fuel economy by 5-15 percent during the first full year of a focused fuel management program. In some cases, it has even doubled a firm's profitability.

Intrigued by an average savings of \$1.7 million for each fleet we've worked with over the past five years? Think about calling the PeopleNet fuel monster tamers.

Williams can be reached at
jwilliams@peoplenetonline.com

length chassis skirts for sleepers as well as a new cab-roof air fairing for day cab models. New powertrain features also improve fuel economy, including a clutched air compressor, variable-speed fan, low-viscosity engine oil, and fuel-efficient rear axle lubricant.

Navistar says the ProStar+ is 700 lb lighter than its predecessor.

See www.internationaltrucks.com

TRAILER AXLES

FROM TRAX, THE NEW TRAXIUM TRAILER AXLES AND LANDING GEAR

Trax Mechanical Systems used Mid-America to launch its line of Traxium trailer axles and landing gear, built in China, but engineered by Americans and aimed at North American applications.

Available in a full variety of specs, including standard and small-brake

offerings, as well as non-standard tracks, the axles come standard with extended service brakes and e-coated brake shoes.

The Traxium landing gear is available in the Pro50 model for 50K applications, adaptable for various shoe configurations, handles, and inside and outside mounts. Trax says it exceeds TTMA/AAR test standards, while still being among the lightest available. Standard features include specially formulated grease, forged steel gears, and extended-maintenance grease-containment systems. A 60K unit will be available this summer.

Led for the most part by former ArvinMeritor executives, Trax is a privately held American firm partnered



with China's Guandong Fuwa Heavy Industries. In fact, Trax people run the manufacturing show in China—including product design and engineering—as well as marketing, sales, some assembly, and distribution in North America (see Dispatches for more).

The Trax product line goes well beyond trailer axles and landing gear. More on this interesting new player in the next Product Watch newsletter on April 21.

See www.trax-mech.com

VERSAJUST AUTO SLACK

NEW BENDIX LONG-LIFE, LINK-STYLE AUTOMATIC SLACK ADJUSTER

Bendix Spicer Foundation Brake offers a new automatic slack adjuster has what's claimed to be industry-leading durability along with an extended warranty. Production on the new Versajust brake adjuster begins in the third quarter. Bendix says it will ease upgrades and replacement of all link-style adjusters including the Bendix ASA-5 model.

The company says it preserved the best elements of the ASA-5, adding new features to make it better still. Features retained include the infinite adjustment rate, which makes it less sensitive to varying temperatures and duty cycles than comparable designs. The design



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Offer ends: 9/30/10, available while supplies last.





features industry-standard clevis pin dimensions, making it easy to install as a replacement part.

The Versajust's design eliminates the need for templates, special brackets, attachments or tools, says Bendix. Advanced sealing technologies mean increased corrosion resistance and makes it better suited to severe environments and duty cycles. Replacing competitive slack adjusters with the Versajust model will be simple, Bendix claims.

See www.foundationbrakes.com

THE TERRASTAR

CLASS 4/5 INTERNATIONAL OFFERS COMMERCIAL-GRADE DESIGN

Navistar's new International TerraStar class 4/5 truck sports a commercial-duty MaxxForce diesel. The all-new 300-hp, 6.4-litre MaxxForce 7 V-8 engine delivers 660 lb ft of torque from its compacted-graphite-iron (CGI) block, which offers strength with less weight. It uses Navistar's 'Advanced EGR' emissions technology, so there's no DEF tank. It's matched with the Allison 1000 transmission.



Built on a commercial-duty platform, it has a 107-in. BBC and a 44-ft turning radius. Its real-truck cab fits three adults in the front seat, with extended cab and crew-cab configurations optional. Serviceability is aided by a tilt-away hood.

The truck also features the International Diamond Logic multiplex electrical system, which eases body integration and helps deliver customizable features.

The TerraStar will be available with a 4x2 drivetrain later this year, while a 4x4 version is planned for 2011.

See www.navistar.com

CUMMINS QUICKCHECK 5200

HANDHELD TOOL READS AND WRITES TO THE ENGINE ECM

The new **Cummins QuickCheck 5200** handheld device is a "pioneering" device that brings easy adjusting of engine features and parameters and reading trip information into customer hands. It has a new, more readable colour screen and the ability to directly adjust individual parameter settings in an engine's electronic control module (ECM), connected by a simple industry-standard data link on any Cummins on-highway engine.

The QuickCheck 5200 features two applications on the Windows CE-powered handheld: PowerSpec CE and QuickCheck CE. The former includes a subset of the full functionality of the PC version of PowerSpec. The latter is proprietary software that allows customers to tailor features and parameters to their specific needs. It can read and reset trip information and fault codes. Users can also read feature settings for the ECM, immediately adjust feature and trim settings with an edit function, and transfer a 'HotSpec' created in the program's PC version.



The QuickCheck CE application allows customers to access public data from any manufacturer's engine (with electronic controls), transmission, braking and vehicle systems.

See www.powerstore.cummins.com, www.cummins.com or everytime.cummins.com

MEDIUM-DUTY AXLES

DANA'S NEW LINE OF SPICER AXLES IS FOR MID-RANGE TRUCKS

Dana's Spicer S140 axle series is a new family of single-drive, medium-duty axles specifically engineered to improve fuel economy, the company says. Now available on International 4300, 4400, 7300, & 7400 vehicle platforms, the new axle will also be the standard class-6 axle at another major OEM by mid-year.

Spicer S140 axles are said to be nearly 100 lb lighter than competitive medium-duty axles. With an initial drain at

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of April 6, 2010 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	104.9	-1.0	88.7
VANCOUVER *	108.4	1.7	71.4
VICTORIA	105.1	0.6	73.8
PRINCE GEORGE	98.3	-0.5	70.7
KAMLOOPS	99.6	-0.3	72.0
KELOWNA	98.9	0.0	71.4
FORT ST. JOHN	99.9	0.0	72.3
YELLOWKNIFE	105.6	0.0	87.5
CALGARY *	88.3	0.2	71.1
RED DEER	89.2	0.3	72.0
EDMONTON	82.2	-2.5	65.2
LETHBRIDGE	87.9	0.3	70.7
LLOYDMINSTER	90.9	0.0	73.6
REGINA *	93.4	0.5	70.0
SASKATOON	94.3	0.9	70.8
PRINCE ALBERT	93.9	2.0	70.4
WINNIPEG *	93.9	0.0	73.9
BRANDON	91.9	0.0	72.0
TORONTO *	97.9	-0.5	74.9
OTTAWA	95.4	0.0	72.6
KINGSTON	97.3	0.5	74.3
PETERBOROUGH	97.9	1.0	74.9
WINDSOR	95.9	0.5	73.0
LONDON	95.9	0.0	73.0
SUDBURY	96.9	-1.0	74.0
SAULT STE MARIE	94.2	0.7	71.4
THUNDER BAY	95.9	-0.6	73.0
NORTH BAY	97.8	-0.3	74.9
TIMMINS	102.3	-0.4	79.1
HAMILTON	95.6	0.5	72.8
ST. CATHARINES	93.6	0.3	70.8
MONTRÉAL *	105.9	2.0	72.6
QUÉBEC	104.6	0.0	71.4
SHERBROOKE	103.9	0.0	70.8
GASPÉ	104.4	0.5	75.1
CHICOUTIMI	104.4	1.8	75.1
RIMOUSKI	104.9	0.3	73.6
TROIS RIVIÈRES	104.4	0.0	71.3
DRUMMONDVILLE	100.9	0.0	68.2
VAL D'OR	107.2	2.3	77.5
SAINT JOHN *	103.8	0.0	71.0
FREDERICTON	104.1	0.1	71.2
MONCTON	104.9	0.2	71.9
BATHURST	106.3	0.0	73.2
EDMUNDSTON	105.9	0.9	72.8
MIRAMICHI	105.4	0.0	72.3
CAMPBELLTON	105.6	0.2	72.6
SUSSEX	104.1	0.2	71.2
WOODSTOCK	106.9	0.0	73.7
HALIFAX *	100.7	0.0	69.7
SYDNEY	103.4	0.0	72.1
YARMOUTH	102.5	0.0	71.3
TRURO	101.2	0.0	70.1
KENTVILLE	101.3	-2.4	70.3
NEW GLASGOW	103.8	0.0	72.5
CHARLOTTETOWN *	101.7	0.0	72.6
ST. JOHN'S *	111.4	0.2	78.1
GANDER	107.9	0.2	75.0
LABRADOR CITY	116.7	0.2	82.8
CORNER BROOK	110.1	0.2	76.9
CANADA AVERAGE (V)	98.1	0.5	72.4

V-Volume Weighted

(+/-) indicates price variations from previous week.

Diesel includes both full-serve and self-serve prices.

The Canada average price is based on the relative weights of 10 cities (*)

www.espar.com



250,000 miles and 32 percent less lubrication required overall, these axles are more environmentally friendly than previous Dana designs.

For drivetrain ratings up to 860 lb ft



Dana's Spicer S140 axle

of torque and up to 300 hp, the axles support gross combination weight ratings up to 46,000 lb and typical gross vehicle weight ratings up to 31,000 lb in most vocational applications. Maximum GCW ratings of 50,000 lb and GVW ratings of 33,000 lb are available under specific application approvals.

Options include a carrier-integrated parking brake or electromagnetic retarder mount; a wide-track design for maximum stability; and a patented axle breather design supplying unrestricted air flow and minimizing the risk of seal leaks due to axle pressurization.

See www.roadranger.com and www.dana.com

SMARTWAY TRAILER SKIRTS

UTILITY INTRODUCES SIDE SKIRTS WITH UNIQUE BRACING

Utility Trailer's new side skirts—the USS-120 and USS-160—are EPA SmartWay-verified to achieve greater than 4 percent and 5 percent fuel savings respectively. Uniquely, their galvanized high-tensile steel braces are



said to be “virtually indestructible” and can simply be bent back to their original shape if damaged. The bracing system allows the side skirt to flex both inward and outward.

Both skirts are created with UV-protected one-piece fiberglass-reinforced-plastic and unique mounting to

the support-leg wingplate. They're CARB-compliant for California operations (the USS-120 as a stand-alone device is compliant for refrigerated trailers only).

The EPA has classified the USS-160 as an “Advanced Side Skirt” which allows truck owners to use them without any other aerodynamic device on dry vans.

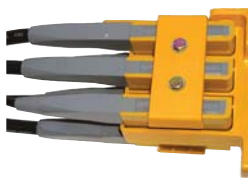
Both side skirt designs are now available as factory installed options for new Utility trailers, and retrofitting for existing trailers is available.

See www.utilitytrailer.com

NO-CORRODE HARNESS

PETERSON UNVEILS MODULAR TRAILER-LIGHTING SYSTEM

Maxi-Seal Harness Systems, a subsidiary of **Peterson Manufacturing**, says its new ‘Defender’ can defeat corrosion in trailer wiring. It's a modular harness/lighting system with what is claimed to be “the toughest integrated moisture/corrosion



protection ever engineered.”

Its robust harness components, along with Peterson's

Piranha LED lights, are totally sealed against moisture and corrosion through Maxi-Seal's ‘Power-Seal’ technology, the company says. An extended warranty backs the system against defects—and corrosion—for a whopping 10 years.

Peterson says it's virtually maintenance-free, “with field tests to prove it.”

Features include a universal distribution module; heavy-duty terminals; long-life silicone seals; installation-friendly modular plugs; sealed break-out moulds; integrated moisture barrier; dual isolated grounding; sealed terminal rings; and “innovative” J560 connectors.

See www.pmlights.com

WESTERN STAR 4900

REVISED 109-IN.-BBC MODEL AIMED AT VOCATIONS

Western Star now offers updated 4900 FA and SA 109-in.-BBC models featuring the Allison 3000RDS transmission and Detroit Diesel DD13 engine. Targeted at construction, government, refuse and utility applications, the 109 has the shortest BBC in its class along with



“superior” customization capabilities.

Updates to the 109 include under-hood air cleaners with inside/outside air and dash controls—ideal for snow plow applications—and a six gallon DEF tank with better packaging and increased clearance on the back of the cab.

The 109 is available with a 12,000 to 20,000-lb front axle, and 21,000 to 46,000-lb rears. Western Star says the 109 is “body builder friendly,” featuring a clean back-of-cab area and maximum space on the frame rails.

See www.westernstar.com

FLEXIBLE NOSEBOX

PHILLIPS OFFERS COMBINATION SINGLE/DUAL-POLE NOSEBOX

Phillips Industries' new Charge-Box is a “Sta-Dry” nosebox with both single- and dual-pole charging sockets that offers flexibility to fleets needing to provide power to trailers with liftgates. It handles tractors with either sort of liftgate cables, thus eliminating the cost of pairing trucks and trailers with the correct liftgate or auxiliary power connections.



It has an impact-resistant, non-corrosive, nylon housing with steel-reinforced mounting collars. The single and dual pole sockets with solid brass pins are enclosed in zinc die-cast housings for durability. Mounting holes at each socket location are elongated for adaptability and each socket lid has a stainless steel hinge pin and spring for long life.

The new nosebox can be spec'd on new trailers or purchased through authorized Phillips distributors.

See www.phillipsind.com ▲

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By Peter Carter

Manning Up To The Man

Why “what to say to a person in authority” should be item-one in your new training manual

Don't tell anybody, but my wife Helena and I have a plan for getting out of speeding tickets. As long as I'm driving. As soon as the officer nears my window and within earshot Helena will light into me.

Call me names.

She'll let me know what a jerk I am for driving too fast. And—sure that the officer can hear—she'll tell me that I've proved once again what a loser I am and why she stays married to me she'll never know and not only that but I never repair anything around the house like Don my neighbor does and by this time, we hope the officer's heart will be bleeding and he won't give me a ticket.

The plan came from my very smart friend John who's also the vice-president of our two-member club, Fathers Against Speeding Tickets; a.k.a. F.A.S.T. We're in the process of mass-producing little black-and-white checkered ribbons to fit on your aerial.



I'm kidding of course about speeding. I drive like an 85-year-old. Most accidents are caused by people driving too quickly for the conditions.

And I'd rather Helena and I never have to put our plan to the test. She might add a few honest zingers in there and then how would I feel?

But the topic of how to react when you get pulled over is always good for a laugh, because every person I know has a colourful-if-hard-to-believe story.

One of my sisters was once asked by a cop at roadside if she had murdered somebody.

She responded “no,” so the cop said “in that case, you don't have to speed away from the scene of the crime.”

The last time I got stopped was on Highway 17 West, about halfway between Sudbury and Sault Ste. Marie. My twin daughters were 16, had just earned their beginners' licenses and I was explaining that the double line was just advisory, not a law.

We were on a three-lane section of the highway. The opposite direction had a passing lane.

I pulled out to get by a Winnipeg-bound speed-limited 53-ft. van.

Down the road was an oncoming car, but it was in the far lane and distant enough to be safe.

I got past the truck, back into my lane, and the—surprise surprise—the officer in the oncoming unmarked car pulled a quick U-turn and hit the lights.

The young cop agreed that there was considerable irony in the fact that my daughters and I were discussing passing laws at that exact moment and he supported my suggestion that what I did was almost legal, except that there was a sign posted a kilometer back advising me that it was illegal to pass.

I missed the sign. But not as much as I miss the \$133.

I should have kept my big mouth shut.

You can't talk your way out of a ticket. I challenge you to prove me otherwise.

But more importantly, I challenge you to prove it to your drivers.

With the onset of the Federal Motor Carrier Safety Administration's new roadside-inspection-based system for determining who gets pulled over and who doesn't (CSA2010), the fact is, the more violations you get, the more you will get pulled over.

The men and women at the roadside booths will base the decision of who they're going to inspect largely on the carrier's history.

Chances are, some of you will get to know DOT folks a lot better than you do now.

I can't think of a more appropriate time for you to add to your training manuals, “How to talk to the Man.”

Better yet, how to suck it up.

Seems to me that with CSA2010, you and yours will have many more opportunities for putting your steel-toed Kodiaks in your mouth and thereby being handed even worse fines that will make your track record blacker than it need be.

Imagine paying huge fines and bills and covering expenses just because one of your drivers tried to joke his way out of a ticket. It would be the least funny joke ever. ▲

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