

BATON PASSING:

Profitable succession takes planning. And courage, PG. 29



Michael Ludwig

September 2009
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Today's Trucking

The Business Magazine of Canada's Trucking Industry



That Motown Sound

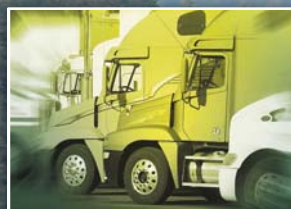
We test drive the new Detroit
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2010 HOLDS MANY AND ONE PROVEN:

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 **Kenneth R. Wilson
Award Winner**

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Workers wanna work

I am writing this letter to you in the hope that you can help the employees of Navistar's Chatham, Ont., plant. We are trying to get the word out to Canadian truckers and trucking companies.

As reported in Navistar's corporate communications dated June 9, 2009 the market share for Navistar's class-8 heavy-duty vehicles increased by about eight percent in the second quarter of this year compared to the same period in 2008. The increase is largely driven by the ProStar, one of the most fuel-efficient class-8 trucks on the road.

The ProStars were built in Chatham.

Our labor cost at the Chatham plant remained lower than or matched U.S. operations; only Mexico is lower. But is the quality as good? Why would they move the only Canadian plant jobs to Mexico?

The ProStar and LoneStar class-8 trucks were engineered, perfected and assembled at the Chatham facility and remain the flagships of the corporation.

We would like to see trucking companies and owner-operators email or call



Navistar dealers and tell them that they don't want their trucks built in Mexico.

They should say they want their trucks built in the Chatham plant or they might cancel their orders.

Just maybe we can save jobs and keep Canadians working.

Richard Cowden,
Wallaceburg, Ont.

Keeping tabs on the wind

In a recent *Today's Trucking*, the outside back cover featured a full-page ad for Peterbilt, showing off its new ultra-streamlined aerodynamically superior tractor. It's barely recognizable from the old "bricks" from the recent past.

Flip to the inside back cover and there's an ad for a trailer, advertising the latest



technology with a picture of the back end of their newest trailer.

But the shape of van trailers has not changed in 60 years.

Industry aerodynamic design money evidently goes to the front end while the back is ignored. Why? Because the front end is the brains and brawn of the operation...the "sexy" part if you will.

From an aerodynamic perspective, however, the shape of the front end is almost inconsequential compared to the back. We can't seem to convince the industry that the back of the trailer always was and still is the biggest source of aero drag at highway speeds.

Streamlining the front helps but not as much as streamlining the back. After-market additions such as trailer skirts and tail extensions are getting attention and they do work well in no-wind conditions. Trouble is, there is never "no wind." In strong cross winds, these items may pose a handling issue. Enlarged vehicle cross sectional area would increase side forces in gusty winds, upping aero drag and rolling friction due to increased tire scrubbing.

Kent Smerdon, BSc,
Nepean, Ont.

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



Online Resources

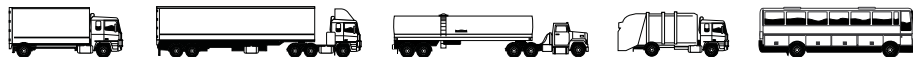
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By Rolf Lockwood



What Would Bob Say?

Ontario's LCV pilot program is good for trucking. Or is it? I have some reservations.

Somewhere in the Lockwood archives, and I can't begin to express my wonderment at how well organized they are, sits a 26-year-old report on truck safety penned by Dr. Robert Uffen. He died in July, I've just learned, a realization that prompts me to write about a subject I've been deliberately avoiding in this space: long combination vehicles (LCVs).

Dr. Uffen was a terrific guy, far more accomplished than 99.99 percent of the rest of us, and far more civilized, too. Not that I knew him well, but as a trucking journalist fairly new to the game in 1983 I was always shown more respect than I may have deserved in several meetings with him.

The Uffen resume reads like a mother's dream. In a nutshell, he was a Canadian research geophysicist and professor. Various, he was a member of the National Research Council, chairman of the Defence Research Board of Canada, chief science advisor to the Privy Council, not to mention being a member of the wildly prestigious Club of Rome from 1969 to 1984. In 1983 he was made an Officer of the Order of Canada.

Like I said, a mighty accomplished guy.

So how on earth did a full member of the Club of Rome, actively engaged in charting the future of mankind, come to head the one-man Ontario Commission on Truck Safety from 1981 to 1983? Dunno, not that we don't deserve the best. In any event, it's safe to say that the public and the trucking community alike couldn't have had a more able student of this industry.

He rejected long combination vehicles.

Granted, they weren't a major focus of the study, but two fleets did a demonstration run for Uffen's benefit, which I attended. One was definitely Intercity Truck Lines, and the other escapes me. Nor do I remember the configurations—twin 45s?

Uffen concluded that too little was known about the safety implications to warrant even conditional approval of an LCV trial. And until now, Ontario having launched a pilot program this summer, long combos have stayed under the radar. Not so in some other provinces, of course.

Sure, we've come a long way in terms of safety technologies, and sure, there's a lot of accumulated experience out there to justify the Ontario trial. But there's a zillion times more traffic too, so I have some reservations.

The province will issue 100 LCV permits, no more than two to any single carrier. The trial will run over the next year using twin 53-ft trailers in combination. Predictable and sensible restrictions will apply.

My reservations? One, these permits can only be acquired by members of the Ontario Trucking Association or the Private Motor Truck Council. Fine organizations both, but is there something arbitrarily untrustworthy about non-members? Hardly.

Two, while we're only talking 100 LCVs so far, they'll represent another roadblock to the one recently created by the launch of 105 km/h speed limiters. They've changed highway dynamics significantly, and with LCVs restricted to 90 clicks we've now added a third speed group. Not good.

Three, the slippery McGuinty Liberals are selling the public a bill of goods on at least one aspect of this one, saying for

Sure, we've come a long way in terms of safety technologies... But there's a zillion times more traffic too.

example that these LCVs are no heavier than other tractor-trailers on the road. Well, wait a minute. At 63,500 kg they're no heavier than the heaviest existing B-train, sure, but what percentage of truck

traffic runs at that weight now? I don't know off the top, but it's small. A government FAQ on the subject also claims that an LCV's "stopping ability is generally superior to other tractor-trailers." Whoa, not so clear-cut at all. I don't trust something that has to be sold by lies.

All of that said, I'll keep an open mind, but I'll remain fearful about what this might do to rates and shipper expectations. I'm also worried about driver attitudes, and I'd say that they'd better be appropriately compensated for the extra stress and responsibility of LCV life.

And what would Dr. Uffen say? Like me, he'd reserve judgment. Proof, pudding, and all that. ▲

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

Dispatch

BY MARCO BEGHETTO

Braking Point

The long-awaited NHTSA brake stopping distance rule is here. It'll cost you, but it won't run you broke.

After more false starts than an old cabover on a February morning in Saskatoon, the U.S. National Highway Traffic Safety Administration (NHTSA) has finally issued a stringent new braking standard that cuts allowable tractor stopping distance by 30 percent.

With the goal of narrowing the gap between truck and car braking abilities, the rule requires that a truck traveling at 60 mph at its full gross vehicle weight comes to a complete stop in 250 ft—down from 355 ft—although new technology can practically get it down to about 210 ft.

It applies to truck-tractors only, and does not include straight jobs, trailers and buses.

NHTSA says the overwhelming majority of the North American truck fleet—three-axle tractors weighing less than 59,600 pounds—

must meet the new stopping distance by Aug. 1, 2011. Two-axle tractors and severe service units weighing over 59,600 pounds have until 2013.

NHTSA estimates that the rule will save 227 lives annually, and will also prevent 300 serious injuries. The agency also figures it'll reduce property damage costs by over US\$169 million a year.

If you've been following the issue over the last, oh say, half-decade or so, you know by now that the rule won't require an overhaul of your fleet's entire braking system as some originally predicted. NHTSA is not mandating a blanket shift to air disc brakes—the system Europe systematically converted to about 20 years ago—as larger s-cam drum brakes will effectively meet the standard in most cases. (Every application is different, of course, and some lightweight applications won't require any change on the steer axle



MAKING THE CUT: This ever happen to you? New NHTSA brake standards will cut back the stopping distances by 30 percent, drastically improving the safety level of panic stops.

Trucks

at all). Typically, many trucks come with 15 or 15.5-inch brake drums today and that'll go up to 16 or 16.5-inch brakes.

As suppliers like ArvinMeritor and Bendix note, these larger drums have already been in use on many trucks for years.



In a nutshell, brake makers and truck OEMs will meet the standard by adding brake torque, possibly just on the steer axle alone. ArvinMeritor's Paul Johnston says you can gain 20-percent brake torque with bigger cam brakes, 28 percent with discs up front and S-cams out back, or 38 percent with air discs at all tractor wheel positions.

Either way, the cost to you is going up, although the chasm in price between larger drum brakes and discs is quite significant. It'll run you \$211 US per three-axle tractor to beef up the drums, not counting a 100-pound weight penalty. For disc brakes, add about \$1100 per truck.

Despite the steep price tag, it's expected that the rule will slowly accelerate market penetration of air disc brakes, particularly on the steer axles of 4x2 tractors.

"The cost of air disc brakes will come down as volume and manufacturing efficiencies picks up. Right now it's low volume from us and our competitors," says Aaron Schwass, Bendix's Foundation Brake Product Line director. "Also, the cost of drum brakes will go up a little.

"Disc brakes will never cost the same as drum brakes, nor should they



Like a dog to a hire hydrant, Nicolas Gagnon's Pete (right) gets down to business.

READY, SET, BLOW!

There's pretty much only two things you really need at the infamous street festival, Rodeo du Camion, in Notre-Dame-du-Nord, Que. First, water. To keep you hydrated underneath that blazing August sun. And by water, we mean beer, of course. Second: A camera. Trust us.

This year was the 29th edition of this nutty event in which loaded B-trains, race against each other up a seven-percent grade for about a quarter of a mile along this little French town's two main streets. They call it a truck pull, but it's really just a slightly uphill drag race.

Over the years various rivalries have developed and while some folks just enter for the fun of it, there are those who take it very seriously indeed, dyno-testing their motors beforehand. Think of it like a tuner car

show for truckers. Coors Light, a major sponsor, and its beverages can be seen in many a six-pack hanging off the belts of fans. Our company is also a long-time major sponsor, not incidentally.

While there's plenty of eye candy around, of chromed and non-chromed variety, it's the utterly amazing strength of the trucks—especially their drivelines—that is the real attraction. In the pic above, the two highest-horsepower finalists in the loaded (triple trailers) category take each other on. The gross? Somewhere in the neighborhood of 185,000 lb. The winner, Nicolas Gagnon (on the right), likes to lift his left front wheel a foot or two off the ground when he pours on the coal. Amazingly, nothing broke—which is a tribute to the sort of driving skill and equipment strength on display here.



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because disc brakes are an advanced technology with additional value, but the gap will close eventually."

So, just what are the benefits for spec'ing discs? How about shorter stopping distances, no fade, truly

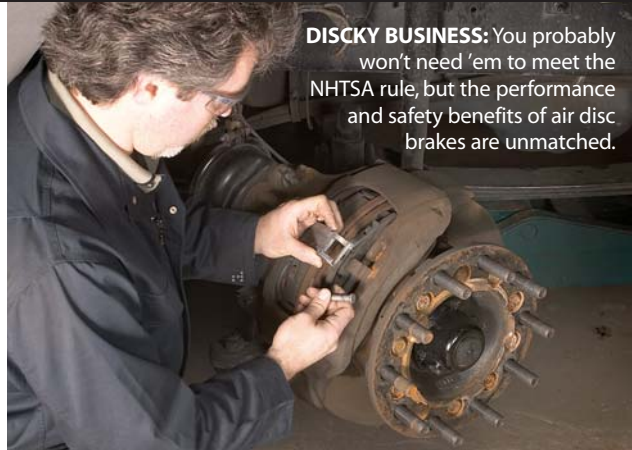
automatic adjustment, and increased side-to-side braking balance, for starters. That's mainly why bulk hazmat fleets and those that operate in mountainous or severe weather terrain have been the early North American adopters.

Dispatches

The disc advantage is even more apparent at higher speeds of 75 mph, but in an era of mandatory speed limiters (coming to a jurisdiction near you) that might eventually be a moot point.

On the question of balance, there's still some lingering concern that a mixed drum/disc tractor-trailer unit or, perhaps, big brakes sitting ahead of ordinary s-cams could throw things out of whack during panic stops. Manufacturers are aware of the issue, but once the appropriate adjustments are made to the air brake system, they don't anticipate any problems.

ArvinMeritor's Joe Kay, chief engineer of the Foundation Brake and



DISCKY BUSINESS: You probably won't need 'em to meet the NHTSA rule, but the performance and safety benefits of air disc brakes are unmatched.

Wheel-end Business, said North American suppliers have paid close attention to Europe's past learning curves. Generally, he says the tractor will incur more of the braking workload (about five percent) while the trailer will experience a proportionate reduction

in workload.

The bottom line: Much to the relief of the average trucking operator, you won't necessarily need to spec air disc brakes on your tractors to meet the standard. Unless, of course, you want to.

— *with files from*
Rolf Lockwood

Stateside

From Green To Golden

A steady diet of CARB regulations could have California-bound truckers tightening their belts as they swallow the costs to comply with tougher environmental rules.

They say that whatever rule they cook up in the staunchly "green" Golden State, usually ends up turning into a national standard somewhere down the road, so even if you're not hauling south on the Pacific Highway, cross-border truckers might want to pay close attention. (For a story on how some carriers are coping, see "California, Here We Come," on pg 40.)



LOG BOOK

Go online for more events, visit www.todaystrucking.com

September 13-19

Brake Safety Awareness Week 2009, North America-wide. Sponsored by the Commercial Vehicle Safety Alliance and your local ministry of transport, the event aims at educating drivers at roadside about brake safety. Contact: 202/775-1623 or go to www.cvsa.org.

September 30

Transportation Management Development Program, Fredericton, N.B. The University of New Brunswick's College of Extended Learning is launching a comprehensive one-day course to teach the skills and provide the tools to be a more effective manager in today's ever-evolving trucking industry. Contact: 1/866-599-4646 or click on www.cel.unb.ca.

October 4-7

American Trucking Associations 2009 Management Conference & Exhibition, Mandalay Bay Resort & Convention Center, Las Vegas, Nev. The annual event will focus on helping motor carriers prosper in today's sagging economy. Contact: 703/838-1700 or go www.truckline.com.

October 6-7

Atlantic Provinces Trucking Association Annual Conference, Brudenell Resorts, PEI. Atlantic truckers have lots to

discuss in these unpredictable times. Contact: 506/855-2782 or go to www.apta.ca.

October 6-8

International Construction and Utility Equipment Exposition, Kentucky Fair and Exposition Center, Louisville, Ken. ICUEE is also known as the Demo Expo and features demonstrations of the latest machinery, products and services targeted to meet the industry needs of professionals in utility and construction. Contact: 866/236-0442 or go to www.icuee.com.

October 18-24

Operation Safe Driver 2009, North America-wide. Make sure your equipment is road-worthy. Organized by the Commercial Vehicle Safety Alliance, law enforcement across North America will be out in full force targeting unsafe trucks and their drivers. Contact: 877/606-7323 or jump to www.cvsa.org.

November 20

OTA Convention 2009, Doubletree International Plaza Hotel. In these challenging times, OTA has decided to scale back the conference to one day. That just means it'll be more jam-packed with all the seminars and transportation analysts covering all the key issues affecting your business. Contact: 416/249-7401 or go to www.ontruck.org.

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on the Docket

SAY YOU'RE INSURED: Canadian truckers might for the first time be able to buy Canadian insurance to haul into the U.S., according to a recent proposal of rulemaking issued by the Federal Motor Carrier Safety Administration (FMCSA).

Presently, Canada-domiciled trucking carriers must maintain insurance policies issued by U.S. insurance companies either directly (and thereby maintain two separate policies) or through a "fronting agreement" where the risk is "reinsured" back to the Canadian provider by the American issuer.

The latter option is the most common, but it adds expense and administration costs to the 9,000 or so Canadian carriers that haul south. American carriers operating in Canada, incidentally, don't face the same burdens.

The proposal was first identified as a commitment under the Security and Prosperity Partnership (SPP) of North America. Now, thanks to lobbying by the Canadian Trucking Alliance (CTA) and provincial associations, FMCSA has accepted a petition from the Canadian government and proposed an amendment to 49 CFR Part 387 ("Minimum Levels of Financial Responsibility for Motor Carriers"), which would eliminate the need for Canadian insurance companies to link with a U.S. insurer.

The new rule would not affect the required minimum levels of financial responsibility that carriers must now maintain, notes FMCSA, which estimates that the change would result

in savings of about \$30,000 per carrier over the next 10 years.

"I have to admit to being frustrated by the pace of reform," said CTA boss David Bradley, "but in the end FMCSA has done the right thing and we hope to see a final regulation published in the not too distant future."

DIAL TC FOR TDG: Transport Canada plans to amend the Transportation of Dangerous Goods Regulations, temporarily requiring truckers to report the loss or theft or other unlawful interference of dangerous goods. The Interim Order is meant to ensure



authorities are immediately alerted to potential security threats during high-profile events across Canada next year, particularly the Olympic Games in Vancouver and the G8 Summit

in Huntsville, Ont. The TDG regs do not currently include any provision for reporting these incidents.

If approved, the order will remain in force for two years after the day on which it is made. When an incident report is made to CANUTEC in accordance with the Interim Order, a listing of certain information is required, including names and addresses of the carrier, shipper, consignee, classification of the dangerous goods and quantity and description of container.

to make the investment and recoup the costs through freight rates."

And a large number of B.C. outfits are in the business of traveling to California. The I-5 runs parallel to the Pacific Ocean and touches both the Mexican and Canadian borders and is the main international route for B.C. truckers. The state is a big market for Canadian goods, and there is plenty of fresh produce for the return trip.

It's so important that the BCTA has been lobbying the province to help carriers meet CARB regulations. BCTA is urging outreach, education, and some financial incentives from the government that would make it easier for truckers to voluntarily adopt fuel-saving technologies that suit their individual needs.

The association would also like to see the government make low-cost loans and grants to assist carriers in cutting fuel usage and make real GHG reductions—and in turn, comply with CARB regulations.

"If you want to run in California, you have to follow California rules," says Landry. "We don't want our carriers to have two fleets, one for California and one for the rest of North America, and I think they really understand the problem."

The regulations in California will be phased in as part of an effort to reduce the financial burden.

For tractors, 2011 and newer trucks with sleeper cabs must be SmartWay certified, beginning Jan. 1, 2010. Day cab tractors that are 2011 and newer

The California Air Resources Board (CARB), a world leader of intertwining enviro regs, recently approved the Heavy-Duty Vehicle Greenhouse Gas Emission Reduction Regulation, which legislates a phased-in compliance schedule for the purchase and/or retrofit of fuel-efficient tractors and trailers, as well as reefer units.

Any truck heading into the

state will have to comply with the regulation, regardless where they call home. The fines will likely be steep and it's no secret the bankrupted state can use all the extra coin it can get these days.

The rules, some of which kick-in Jan. 1, 2010, will require tractors and any coupled 53-foot or longer box-type trailer to meet certain fuel-efficiency standards, including the use of

aerodynamic technology and low-rolling resistance tires.

While many might not be enthusiastic about the related cost to comply, the British Columbia Trucking Association (BCTA) is at least satisfied the rules apply to everyone.

"Everybody is on a level playing field," says Paul Landry, president and CEO of the BCTA. "If you want to do business there you have

must use SmartWay verified low rolling resistance tires beginning Jan. 1, 2010.

All pre-2011 tractors that pull affected trailers must use SmartWay verified low rolling resistance tires, beginning Jan. 1, 2012.

For trailers, 2011 and newer 53-foot or longer box-type trailers must be either SmartWay certified or retrofitted with SmartWay verified technologies of either low rolling resistance tires or aerodynamic devices beginning Jan. 1, 2010.

All pre-2011 53-foot or longer box-type trailers (with the exception of certain 2003 to 2008 refrigerated-van trailers) must meet the same requirements as newer trailers by Dec. 31, 2012.

Reefer trailers moving in and out of California have a different standard to live up to.

Trucks that haul reefers manufactured before 2001 now have until Dec. 31 to meet the state's "In-Use Performance Standards," meaning they'll require emission-control retrofits.

The rule was originally slated to take effect July 16, but enforcement was delayed because CARB said several thousand TRUs were "not in position to comply."

Like many of us know when embarking on a New Year's resolution, it isn't easy starting a CARB diet.

— Steve MacLeod

Income Funds

Dunford Done With Trusts

Trucking's most steadfast defender of the income trust model has changed his mind.

Contrans, one of the transport industry's last income-trust holdouts, is converting back to a corporation, announced chairman and CEO Stan Dunford, who also happens to be the carrier's largest unitholder.



CORPORATE LOOK: Contrans CEO Stan Dunford says its time to shed his fleet's income trust status.

The outspoken Dunford says "the advantages originally offered by the income-trust model to Contrans and its unitholders have been greatly diminished by the poor business environment."

The announcement came at Contrans' second-quarter meeting and about 15 months after Dunford said the change to corporate status probably wouldn't happen.

Immediately after Ottawa announced in 2006 it would tax income trusts like other

businesses, Dunford became one of the first trucking execs to cast doubt on the future of income trusts. But since then, he has held on tight to the income trust model while other public trust carriers like TransForce, Mullen and Andlauer converted to corporations.

Starting in 2011, income trusts will be subject to standard taxation, and when the federal government

announced it's stripping the trusts of their special status, they were given a rollover period, during which time they could convert without penalty. That get-out-of-jail-free period is drawing to a close.

Dunford said he anticipates the conversion will come into

effect Dec. 1 of this year.

Aaron Druxbury, a trucking market analyst with National Bank Financial says Dunford's change of direction doesn't surprise him, only the timing does.

"What I think it comes down to is they had to suspend the distributions and then they didn't reinstate it in the second quarter. So the question became 'do you form a new distribution policy and then change it again in a few months because you're converting, or do

Retail Diesel Price Watch

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WEEKLY PUMP PRICE SURVEY / cents per litre

Prices as of August 4, 2009 • Updated prices at www.mjervin.com

CITY	Price	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	100.4	0.0	84.4
VANCOUVER *	93.8	-1.6	60.3
VICTORIA	95.2	-0.8	64.1
PRINCE GEORGE	88.8	1.0	61.5
KAMLOOPS	91.5	0.8	64.1
KELOWNA	94.6	0.0	67.0
FORT ST. JOHN	92.9	-4.0	65.4
YELLOWKNIFE	99.9	0.0	82.0
CALGARY *	80.4	-1.5	63.6
RED DEER	80.4	-0.8	63.6
EDMONTON	79.4	0.0	62.7
LETHBRIDGE	82.2	0.3	65.3
LLOYDMINSTER	85.9	0.0	68.8
REGINA *	85.9	0.0	62.8
SASKATOON	86.4	-0.3	63.3
PRINCE ALBERT	87.4	0.0	64.2
WINNIPEG *	86.9	0.0	67.3
BRANDON	84.9	0.0	65.4
TORONTO *	87.2	1.3	64.8
OTTAWA	86.9	-0.7	64.5
KINGSTON	84.9	-1.7	62.6
PETERBOROUGH	88.9	2.0	66.4
WINDSOR	83.0	-0.4	60.8
LONDON	87.1	0.7	64.7
SUDBURY	89.4	1.0	66.8
SAULT STE MARIE	90.9	0.0	68.3
THUNDER BAY	91.7	0.2	69.0
NORTH BAY	88.3	-0.5	65.8
TIMMINS	93.2	2.3	70.5
HAMILTON	86.4	1.5	64.0
ST. CATHARINES	86.8	1.5	64.4
MONTREAL *	96.9	2.5	65.6
QUÉBEC	96.3	2.2	65.1
SHERBROOKE	96.9	3.0	65.6
GASPÉ	94.9	1.0	67.7
CHICOUTIMI	94.7	2.2	67.5
RIMOUSKI	96.9	2.5	67.5
TROIS RIVIÈRES	96.9	2.7	65.6
DRUMMONDVILLE	91.7	1.0	61.0
VAL D'OR	95.4	1.5	68.1
SAINT JOHN *	96.0	3.3	64.1
FREDERICTON	96.1	1.1	64.1
MONCTON	97.2	3.5	65.1
BATHURST	99.5	2.7	67.2
EDMUNDSTON	97.4	2.9	65.3
MIRAMICHI	97.5	3.4	65.4
CAMPBELLTON	97.5	3.0	65.4
SUSSEX	96.1	3.0	64.1
WOODSTOCK	98.0	2.1	65.8
HALIFAX *	92.9	1.5	62.8
SYDNEY	94.7	-0.8	64.4
YARMOUTH	93.6	0.0	63.4
TRURO	92.2	0.0	62.2
KENTVILLE	92.4	0.0	62.4
NEW GLASGOW	94.9	0.2	64.6
CHARLOTTETOWN *	93.7	4.4	65.6
ST. JOHN'S *	101.4	1.2	69.2
GANDER	97.9	1.2	66.1
LABRADOR CITY	108.8	1.3	75.8
CORNER BROOK	100.1	1.3	68.1
CANADA AVERAGE (V)	88.4	0.3	63.9

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



DOUBLE FAULT!

Want to see a truck towing a six-axle flatbed loaded with concrete blocks drive at 90 km/h off a highway and into a barrier? Don't worry, it's the government's idea. Just click on www.highway11northbay.com. From the homepage go the demonstration videos and watch the 2004 International 9400 slam safely at full speed into a state-of-the-art dragnet system, which was recently installed at Thibeault Hill in the central Ontario town of North Bay, near where highway 11 meets 17. The system consists of seven metal nets attached to energy absorbers. It's similar to the jet-stopping technology you've seen on aircraft carriers.

It requires far less distance to stop trucks than the conventional gravel bed ramps, so drivers have more time to make that last-minute OMG-type decision (of course, they shouldn't be putting themselves in that position in the first place). The only such system in Ontario, the ramp mechanism is also said to be more effective in winter, plus easier to maintain.



Metal nets will stop runaway trucks on Hwy. 11. It works for aircraft.

president, marketing and business development at the Port of Hamilton. (Yes, that's a lot of "Hamiltons" in a couple paragraphs).

"There are a lot of people who are really excited about using this service," he said, "but some of them have to re-engineer their logistics chain to work it in."

The initiative was initially driven by the Hamilton Port Authority, which created a wholly-owned subsidiary called Sea3 to develop and market the service. Partners include McKeil Marine, the Montreal-based shipping agent Montship Inc., and terminal operators Federal Marine Terminals (Hamilton) and Montreal Gateway Terminals (Montreal).

Hamilton said the name Sea3 refers to the three distinct advantages the service brings to shippers and residents in the trade corridor between Hamilton and Montreal—namely cost-effective transportation of goods, environmental benefits like lower energy consumption and reduced

you just do it all at once?"

As for trucking's last major public income trust, bulk hauler Trimac of Calgary, Druxbury figures the McCaig family is gearing up to take it private again. "The trust structure there is more of their internal tax strategy," he said.

(For more on trucking's evolving economic freight landscape, see "U-V Recovery?" pg 30).

Intermodal

Sea3 Cargo Boat Sets Sail

The first regularly scheduled container service between Montreal and Hamilton, Ont., got underway this summer. The Niagara Spirit, a tug and barge vessel operated by McKeil Marine, set sail with 260 TEUs aboard—a full load—from Pier 26 at the Port of Hamilton, across

Lake Ontario and down the St. Lawrence to the Port of Montreal.

It will make that trip every Friday until the close of the season this fall. And the return trip, from Montreal to Hamilton, sets sail every Monday. The maiden "backhaul" consisted of 200 boxes, deemed by insiders to be a great start.

"It's fantastic, actually," said Ian Hamilton, vice

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emissions, and social benefits like reduced noise and road congestion.

According to Brent Kinnaird, market development manager at the Hamilton Port Authority, the service is particularly suited

to be shipped in trucks and rail cars at less than capacity, so you're talking about shipping more boxes. And ultimately that would drive the cost up."

Hamilton said the ability to carry up to 560 "heavy

overweight surcharges will benefit hugely," he said. "We are also in the process of creating an inland container depot for empties in Hamilton so users can pick up their containers in Hamilton and minimize the

Safety

Underride Not Underarmor

If Canada had tougher safety standards for rear guards on transport trucks, a 24-year-old Ottawa man could still be alive today. At least that's the opinion of Byron Bloch, a Maryland-based automotive safety consultant who made the comments to a Ottawa newspaper after a accident involving a rear-end, car-truck collision in July.

Liam Closs Mannion died recently when he drove his Volkswagen Jetta into the back of a tractor trailer on Highway 417.

According to police, Mannion failed to brake in time when traffic slowed immediately in front of him. His car plowed through the truck's underride guard and slid completely under the trailer, sheering off the roof and front windshield.

He died at the scene. Anecdotal reports also indicate Mannion was likely speeding.

Apparently, all that hasn't stopped some people from



ANCHOR'S AWAY: This new Hamilton-Montreal cargo ferry can carry nearly 600 containers a week.

to the transport of what is typically considered overweight material.

"We're focusing on things like ceramic tiles and steel—commodities that typically would be subject to either overweight surcharges on the rail, or that would have

boxes" each week is the service's true advantage. "It can carry up to the container's plated capacity [approx 28 metric tons] and initially this will mean that heavy cargos such as steel and ceramic tiles moving in 20-foot containers and paying

local drayage charges."

This year the service will operate for about 20 weeks (July to mid-November). Next year it will go the full 40 weeks starting in mid-to-late March, with plenty of potential for expansion.

— by Allan Janssen

Power Leasing GO 24 Brossard Truck rental / leasing

Network member National Lease

pointing the finger at the trucking industry and the government's supposed lack of oversight of it.

Although rear impact guards have improved since the "junk from the 1953 regulations," Bloch says they still need to be improved.

"The guards are basically only about half the strength they need to be," said Bloch, who gives expert testimony in auto accident cases.

A spokesman for Wilson Specialized Motor Express, the trucking company that owns the trailer involved in accident, told the newspaper the truck-trailer unit was "fairly new" and met all safety standards.

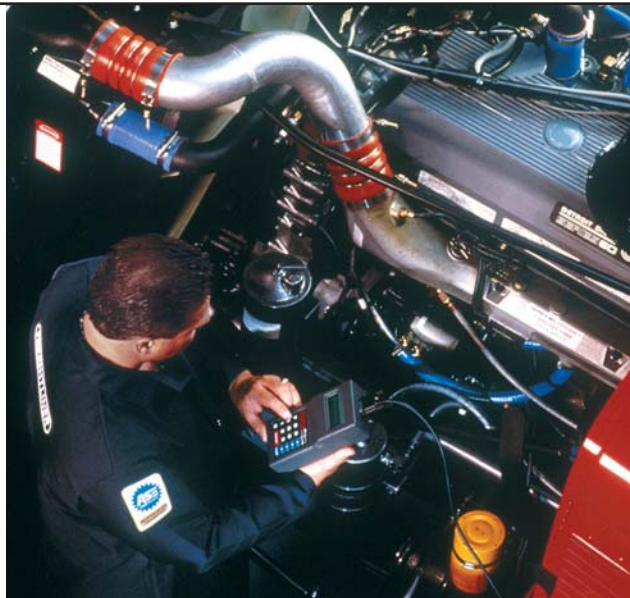
The trucking industry naturally opposes such measures, arguing that stronger underride guards would likely add more weight (and expense). The safety benefits, in turn, are dubious and that educating young four-wheel drivers on how to share the road with trucks is money better spent.

Or, as one retired trucker put it in the news comments section at todaystrucking.com, "What happens when a car driver drives into a rock bluff or... into a cement building? Will a [trailer's] guard [be blamed]? Of course not."

Maintenance

Shops Laud "Right to Repair"

You gotta fight ... for your right ... to re-pair. OK, so maybe it doesn't quite have the same ring to it as the similarly worded '80s teenage angst anthem your kids used to listen to, but that doesn't seem to bother



HOOK US UP: In a landslide vote, Parliament has given independent shops access to OEM-sensitive repair data.

independent repair shops, who, thanks to a landslide vote on Bill C-273; a.k.a., the "Right to Repair Bill," will finally have access to all the tools, training, and information they need to fix trucks and cars.

The 248-to-17 vote in Parliament earlier this summer surprised many observers. While the bill was expected to pass second reading, few industry-watchers predicted it would receive such resounding approval.

Bill C-273 requires vehicle makers, including commercial truck OEMs, to make available to independent repair shops emissions-related information, diagnostic data and proprietary tools, as is customary in the U.S. The information isn't free—independent shops will still have to pay a reasonable fee in the aftermarket for it, but the legislation releases the vehicle owner from having to go back to the dealership only for repairs.

The Automotive

Industries Association notes that in 2004 alone, blocked access to OBD II (On Board Diagnosis) shifted as much as \$2 billion worth of auto repair work away from independent shops.

Proponents point out that the bill has massive industry, political, and populist support. Indeed, more than 9,000 letters were sent to federal MPs advocating passage of the bill.

As Bill C-273 heads to the Committee stage, the hard work now begins as any interested party can challenge the bill or request amendments. Observers say a Committee report to Parliament should be ready very soon.

Emissions

Price Check in Aisle 2010

In the seemingly endless war of words between the EGR and SCR camps, decorum has not always been evident. But in an online press conference, Navistar execs were

a little more measured, and perhaps, more confident, too.

The main purpose of the conference was to announce pricing for 2010 Navistar truck engine products. (Heavy-duty trucks with the MaxxForce 11 and MaxxForce 13, will be about \$8,000 more and MaxxForce 7, 9, and 10 as well as the MaxxForce DT will increase by \$6,000). But it also served as an update on the company's progress with "advanced" EGR technology and its lawsuit against the EPA.

Ramin Younessi, group vice president of product development and business strategy, says he's conducting hot-weather and high-altitude final-validation tests in Death Valley and the infamous Baker grade in California and extensive cold-weather testing in Minnesota.

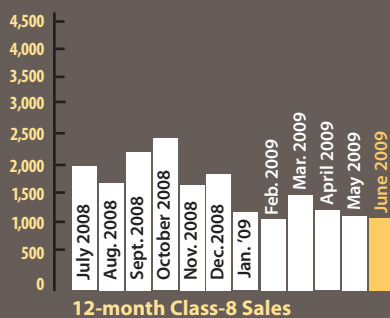
As we reported last time, Navistar is claiming that while the EPA's 2007 guidelines for engine-makers allowed no loopholes for anyone, the 2010 rules change that, and the company is adamant that the playing field is not level. Navistar, of course is continuing on with EGR engine technology while all of its competitors are adopting the SCR after-treatment solution.

As expected, those engines are slightly more money, although they're said to improve fuel economy over EGR. Detroit Diesel DD15 and DD16 big bore engines, as well as the medium-duty DD13, will be about \$9,000 while Volvo and Mack announced a surcharge of about \$9,600. ▲

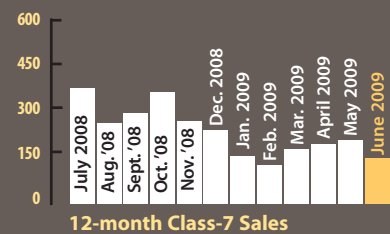
Canada: Truck Sales Index

June 2009

CLASS 8	This Month	YTD '09	YTD '08	Share
International	340	2023	3019	28.9%
Freightliner	194	1509	2418	21.6%
Kenworth	124	736	2228	10.5%
Volvo	88	729	1172	10.4%
Mack	82	563	923	8.1%
Sterling	59	537	1069	7.7%
Western Star	64	518	620	7.4%
Peterbilt	87	376	1422	5.4%
TOTAL	1038	6991	12,871	100.0%



CLASS 7	This Month	YTD '09	YTD '08	Share
International	55	288	677	32.1%
Peterbilt	25	159	374	17.7%
Kenworth	23	152	353	16.9%
Freightliner	17	117	254	13.0%
Hino Canada	13	115	220	12.8%
Sterling	7	66	164	7.4%
TOTAL	140	897	2042	100.0%



CLASS 6	This Month	YTD '09	YTD '08	Share
Hino Canada	17	147	117	40.6%
International	14	135	229	37.3%
Freightliner	4	41	53	11.3%
Sterling	2	22	30	6.1%
Peterbilt	0	17	0	4.7%
TOTAL	37	362	429	100.0%



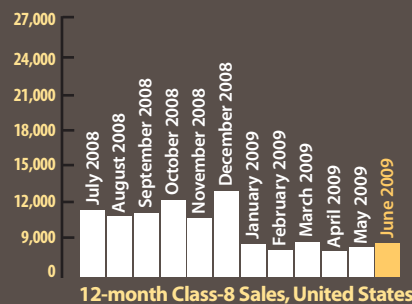
CLASS 5	This Month	YTD '09	YTD '08	Share
Hino Canada	37	217	378	40.1%
Sterling	33	188	467	34.8%
International	15	95	328	17.6%
Kenworth	2	31	38	5.7%
Peterbilt	1	6	0	1.1%
Freightliner	1	4	23	0.7%
TOTAL	89	541	1234	100.0%



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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '09
International	2752	11913
Freightliner	1934	11743
Peterbilt	1037	5134
Kenworth	891	4791
Volvo	437	3491
Mack	623	3024
Sterling	288	1990
Western Star	42	348
Other	2	11
TOTAL	8006	42,445



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
International	7	38	4	39	131	86	11	9	1	14	340
Freightliner	10	29	5	10	88	30	13	8	0	1	194
Kenworth	16	17	5	12	42	29	3	0	0	0	124
Volvo	6	9	8	12	31	9	8	2	0	3	88
Mack	3	3	10	5	48	8	2	3	0	0	82
Sterling	12	11	1	1	11	21	0	0	2	0	59
Western Star	4	19	3	1	9	4	5	19	0	0	64
Peterbilt	18	12	8	4	26	8	10	1	0	0	87
TOTAL	76	138	44	84	386	195	52	42	3	18	1038
YTD 2009	480	1111	347	441	2501	1486	319	246	14	46	6991

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

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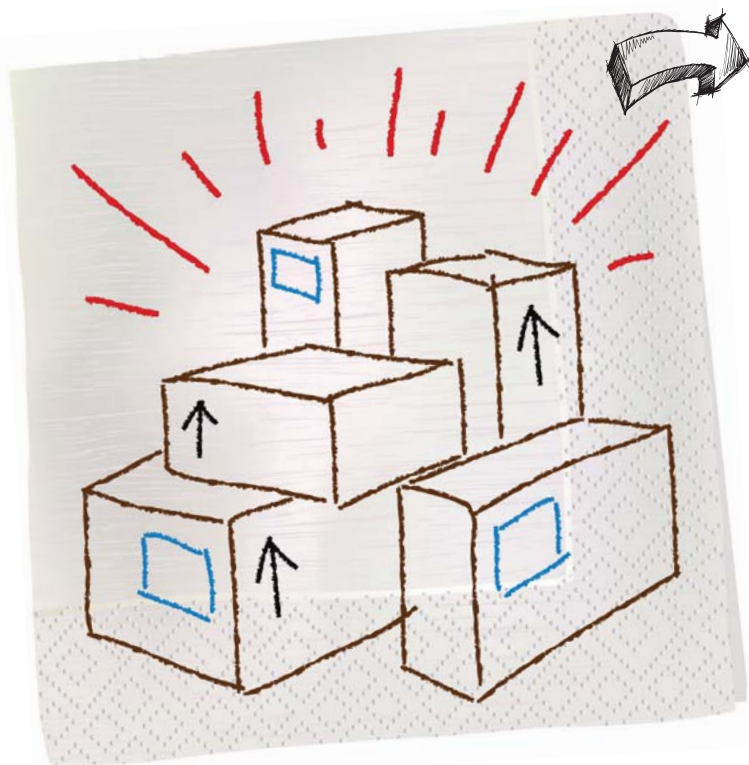
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Street Smarts

INSIDE:

- 25 Signage headaches
- 27 PowerfulPoint presentations
- 29 Keeping it in the family

MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY



**FOOD THINGS
COME IN TRUCKS:**
The transportation chain is
a natural path for charity.



Wheels Of Fortune

charity And the award for the biggest heart in trucking goes to?

By Peter Carter

Back in April, Moncton-based Keltic Transportation owner-operator Kevin Desilva was going through his online correspondence and saw an item that not only caught his eye; it snared his heart.

The story, which appeared on www.todaystrucking.com, (produced by the same team that publishes *Today's Trucking*), was about a charity food event, in Montreal, scheduled for May.

A four-year-old Guelph, Ont., organization called FTC Canada, which is devoted to feeding young people around the world, had teamed with a Montreal-

based outfit called Sun Youth and had collected enough food hampers to feed 1,000 families. Problem was, the hampers were in Guelph; Sun Youth's in Montreal; and there's a lot of tarmac between those two locations.

The story that Desilva saw mentioned that FTC Canada needed trucks.

Up stepped the owner-operator. With the support of Keltic, he contacted FTC to volunteer his time and his Volvo. Desilva made his way to Guelph and then back to Montreal, loaded with hampers. Conveniently, even though Desilva and Keltic were offering their services for free,



SEMI-TOUGH: "Imagine," Fletcher says, "the strength."

FTC was proactive enough to find a load of Croc shoes that needed delivering, from Laval to Guelph, so the run wasn't a complete wash.

Street Smarts

A similar thing happened a few months later, when FTC became involved in a food drop in Hamilton. Word went out that they needed a truck for a charitable food drop and, Mississauga-based Caravan Logistics upped for the task.

Most of the time, the kind of thing Desilva, Keltic, Caravan and FTC did is so commonplace, it hardly qualifies as news. Whether you're talking guys who donate

their rigs to the local Santa Claus parade or multi-thousand-dollar corporate scholarship programs, you don't have to swing a Cat to find transportation-industry do-gooders.

Go to www.todaytrucking.com and type "charity" or "donations" into the search box; and you'll find a litany of trucking-related generosity, ranging from Rosenau Transport's Calgary-based 18 Wheels of

CRUISING FOR PINKS

On Saturday, Oct. 3, hundreds of women truckers across the continent will be hopping into their cabs and joining the second annual Convoy for a Cure, a fundraising phenomenon that started last July in Eastern Ontario and has since caught on from New Brunswick clean down to Texas.

It all began when Gatineau-based trucker Rachèle Champagne found herself driving down the 401 alongside two of her friends, Jennifer Duval and Shelly Fry Hoernicke and realized, as she puts it, "Wow... we got ourselves a women's convoy here."



Rachèle Champagne

She decided to turn it into a cause that's dear to every woman's heart, and that's the fight against breast cancer.

Three months later, on Oct. 18, the first all-female convoy took place from Cornwall, Ont., along the Mac-Jack Freeway to Cardinal, with 29 drivers raising almost \$15,000 for the Canadian Breast Cancer Foundation.

The buzz spread and this year, in addition to the Cornwall event, there will be convoys in Moncton, Edmonton, and Dallas, Texas. (*Today's Trucking* caught up with the Convoy for a Cure crowd at the Fergus, Ont., truck show, where the women were raising money and awareness by selling their little pink wristbands.)

The Edmonton event, spearheaded by owner-operator Kristin McCallum, is also scheduled for Oct. 3. In New Brunswick, Roxanne Doran Smith arranged for a convoy on Oct. 17th and in Texas, it'll be on Oct. 24, courtesy of long-haul driver Cindy Stowe.

In each locale, the organizers are looking for sponsors, drivers and other ways to make the events prosperous, memorable and fun, so if you're interested, you can find everything you need to know at

www.convoyforcure.com.

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Christmas Campaign, which last year delivered almost a quarter of a million worth of food, to the World's Largest Truck Convoy, which raises millions for the Special Olympics, (www.sosoconvoy.com). Or how about Schenker Canada's recent food drive that collected more than 27,669 kilos of grub to be donated to food banks across the country?

The list is simply too exhaustive to print.

With that in mind, the Canadian representative of FTC Canada, Ryan Fletcher, is trying to launch a trucker-benevolence recognition project. Fletcher says he'd like to invent some sort of national trucking-industry good-guy award, along the lines of the "best technician" or "best fleet-graphics" contests.

"The industry's crawling with charitable people," he says. "I met you [*Today's Trucking*] through Jamie [Jamie Williams,

es from where it gets distributed. "In Canada," their annual report states, "we are becoming well-positioned as experts in procurement and distribution." In a regular month, they move about a million dollars worth of non-perishables. The American arm of FTC is so busy they have their own fleet and hire them out when the free-food business slows.

Fletcher isn't sure what the next step in

his "biggest-heart-in-trucking" project will be. All he knows is that judging from the range of charitable causes truckers get involved with, he's going to be dealing with a wealth of riches. Riches that almost everybody in trucking seems to want to share.

Fletcher is encouraging anyone with ideas for his project to contact him at ryan@ftccanada.org ▲



CEO of PeopleNet, which named FTC the beneficiary of their annual golf tourney] and then you helped me contact Keltic and Kevin. Every time I meet somebody, they introduce me to somebody else. People in trucking are all linked, from one coast to the other. Imagine how much strength there is in that."

The fact is, FTC Canada is a pretty big shipper in its own right. Throughout most of the year, FTC hires (and pays) carriers to fetch donated non-perishables from manufacturers to deliver to central warehous-

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Jumping On The Banned Wagon

safety *There's been plenty of focus on driver distraction from inside the vehicle, but is anything being done to combat what's on the outside?*

By Steve Macleod

Surprise surprise. Ontario drivers will likely be banned from using handheld cell phones as early as next month.

That will make it the fourth province to jump on the banned-wagon, trailing Newfoundland and Labrador, Nova Scotia and Quebec.

Manitoba's probably going to join the club next.

Overall, I'd have to say cell phones get a bad rap.

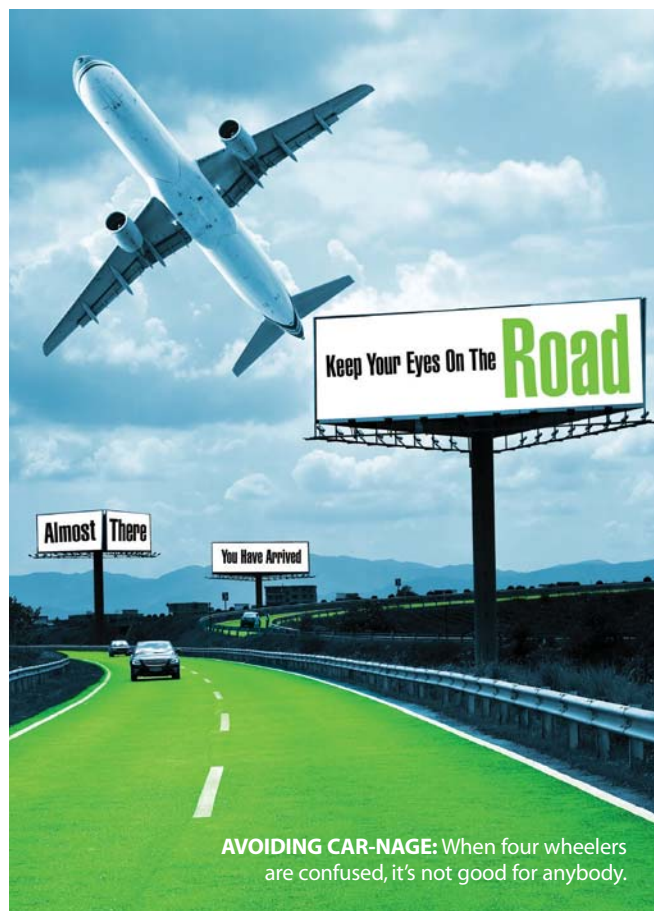
They can be a safety problem, there's no doubt about it. A recent study in the U.S. even reported that 100-percent of heavy truck collisions were a result of driver distraction, which included everything from cell phone use to dispatching devices.

But not all distractions are of the in-cab variety.

Signs cluttering the shoulders of a highway can be a serious distraction and a motorist trying to sort through all the billboards to find his exit sign hardly has full attention on the road ahead.

And then, when he does spot his turnoff, you can expect a sudden lane change at the last second, of course.

And as one of our readers pointed out recently, the problem is not just the amount of signs on the highway, but the inconsistencies as well. He drives a route in and out of Quebec and noticed an increasing number of four wheelers were using inspection-station areas in the province as rest stops—



AVOIDING CAR-NAGE: When four wheelers are confused, it's not good for anybody.

pulling in, stretching their legs or even relieving themselves.

Apparently, Quebec's transport department noticed too, and erected a couple of signs to warn passenger vehicles they aren't welcome in the trucks-only area.

For whatever reason though, the department is using different signs at different scales, telling motorists not to enter, which, as our concerned reader pointed out, could be confusing. And if that driver realizes at the last second that he's heading in the wrong direction, a panic deci-

sion could lead to a collision.

Newfoundland and Labrador—coincidentally the first province to ban cell-phone use while driving—has seen the signs that signs could be a problem.

This summer the province is trolling the highways to de-clutter the highway and remove a number of unnecessary and illegally placed signs. It's all part of the province's plan to implement a new highway signage system based on the Tourist-Oriented Directional Signage (TODS) model.

TODS has been implemented sporadically across North America and provides a streamlined, standardized approach to the placement of directional signs. The signs use universal symbols for easy identification.

Businesses still have the ability to place signs along the highway, but must follow tighter restrictions.

It makes you wonder why TODS hasn't caught on in more jurisdictions. Politicians and suit-types always talk about the importance of safety, and changing highway signs is a relatively cheap process. Newfoundland budgeted just \$400,000 to get its program in gear.

Pinning highway safety on one problem or another, whether it's highway signs or cell phones, is only solving part of the problem. At some point, a comprehensive plan will need to be put into action. A highway safety plan that addresses all areas of concern, including safe practices of the general public.

By focusing only on one or two safety initiatives, a whole world of danger still lurks out there. Safety is important, and with the highway as your workplace, your lives depend on it.

If only the lawmakers could see the signs. ▲

Steve Macleod is the Western Editor of *Today's Trucking*. He can be reached at 780-633-9113 or stmacleod@shaw.ca.

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No Snooze Is Good News

safety *How to jazz up your safety meetings. By Brian Botham*

When I think back to my early days as a driver, I remember being told to show up at the yard an hour early for a safety meeting and then getting stuck with 20 other guys in front of a 13-in. color television while they played half-hour safety videos.

In particular, I recall one old classic called “Circle of Safety”. I think I remember it more for the cheese factor than its usefulness.

I’m happy to report we have come a long way from the half-hour videos on the barely-able-to-see TV. With modern technology you can very easily put together an educational, informative and entertaining safety meeting.

For starters, PowerPoint can be your best friend. It is very easy to use, even for the most non-computer-type people. You can add pictures, graphics, videos and even scanned images of logs and vehicle inspection reports.

Just keep the tacky stuff to a minimum. Don’t get carried away with engine sounds or spinning graphics. (For some very practical tips, google “Death to bad PowerPoint.”) Some entertainment is definitely beneficial, but remember that the message you are trying to get across can get lost.

Another plus for PowerPoint is that you can print the presentation and turn it into a handbook for your drivers. They can make notes on it and refer back to it later.

When designing your safety meetings, you can purchase a pre-packaged safety program but you might get more results if you create a program that deals specifically with trends and problems within your own fleet. A digital camera, a few graphics from

and tell the drivers what they will learn.

③ Make sure the venue is comfortable with minimal distractions.

④ Keep any eye on the drivers during the session. If you see them dozing off or losing interest, take a break.

⑨ Monitor the results. Did your training have the desired effect? Were you able to reduce backing collisions or HOS violations or OOS Inspections? If it didn’t work, you might need to revise your program.

⑩ Train all of your drivers. Remember that new hires



DOZER DRIVERS: Tedious safety meetings=uninterested drivers=increased accidents.

your safety profile and lots of specific references with local names go a long way in making things relevant. (e.g., “Do your brake check before going down that nasty hill just south of Dogpatch.”)

Some key points to remember when conducting a safety meeting:

① Have a goal. Know what you want to accomplish with the meeting and use your program to get that point across. Will you be focusing on yard safety? Minimizing idling at loading docks? This cannot be stated too often. Set a goal.

② Explain the objectives at the beginning of the meeting

⑤ One or two drivers will always know more than you, so humor them but don’t let them take over.

⑥ Encourage questions but stay on topic. Don’t get sidetracked.

⑦ At the end of the meeting, give them a test and then take it up with them and review it so they have complete understanding of the topic you have presented.

⑧ Follow up. Remember, when the meeting is over, reinforce the training with your drivers. Use posters, memos, satellite messages, whatever it takes to remind them of what they learned.

should get the same training as everyone else who attended your safety meeting. The entire fleet needs to be on the same page. I realize it can be difficult to get all of your drivers in for a safety meeting but it is possible. Be creative, schedule multiple sessions over the course of a few weeks to make sure you get everyone in the fleet.

⑪ If anyone has a copy of “Circle of Safety” kicking around I would love to see it again. ▲

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

HOW DO YOU SPELL TIRES WITH HIGH VALUE?

H-A-N-K-O-O-K

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.

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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.

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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**



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Successful Succession

strategies *Passing the family business from one generation to the next is like capital punishment; it's all in the execution.* By Michael Ludwig

Every business owner wants to pass his or her hard work and accomplishments to the next generation. Proper succession creates a business legacy and the reassurance that you have done something right.

But succession takes dedication, pre-planning and the ability for both

business run as smoothly and effectively as possible.

When it comes to succession, there are (at least) 10 steps you should consider, keeping in mind that each party should have its own corporate lawyer and accountant to go to for advice. And neither of these experts should have worked

■ Establish a vision of where the next generation wants the company to go.

■ For those taking over, determine roles and responsibilities for each person. Remember there is only one captain per ship, and in the case of a family business, one person has to be in charge and the rest must agree to follow that person's vision. The entrance group will typically be made up of strong-willed individuals, each with their own tweak on how things should go. However, one person will likely stand out as the overall leader.

Inevitably someone, or many, will disagree with said leader so a plan should be in place to deal with

■ Pray. And pray hard.

And like any good business plan, your vision should be in steps, where the entrance group sees the company in one, three, five, 10 years, and should be followed as closely as possible.

Over my years, I've come to understand that running a family business isn't like any other job—you have a more personal investment in the company and you go to work every day with your eyes set on the future. Not just yours, but the futures of everyone you work with, your family and the business that you helped to build. But being cooped up in the office with your family day in and day out can make for a tough day. This means the lines of communication always need to be open and everyone needs to make an effort to understand the other's point of view.

parties to separate family affairs from business affairs.

Not everyone can do it.

Each generation has different values, perspectives and ideas—not just in the business world, but in daily life as well. For example, the clothes your sons or daughters wear out of the house might seem outrageous to you, but it's the style, and the world they live in makes it the norm.

The same is true for many businesses.

A generation gap is most noticeable when one person is filing paperwork into a standard white cabinet and the other is emailing his driver's cab, uploading forms onto his Blackberry and VOIPing with customers across the country.

At the end of the day though, each party has the same goal—to make the

SPLITTING HEIRS: Only one person gets to be leader.

for the company before.

■ Define your goals. The basis of your goals should maintain the values instituted by the "old guard" that got you where you are today.

■ Define an exit strategy for those leaving.

■ Define an entrance strategy for those taking over.

Just as an FYI, these entrance and exit strategies may center on dividing stocks and all of the legalities involved in being a business owner, or soon-to-be business owner.

any disagreements. (A disagreement at a family business will lead to hushed and awkward Christmas dinners, and no one wants that.)

■ Determine the value to be paid to the exiters and how that money is going to be paid.

■ Execute the exit strategy.

■ Execute the entrance strategy. (Both need to be done without executing each other.)

■ Follow the leader.

And at some point, you just need realize that you need to step back and let the next generation take the wheel. ▲

Michael Ludwig is President of Simcoe, Ont.,-based Ludwig Transport. His parents, Fred and Rose, started the company in 1961. He is the eldest of their three children.



A few rays of light have begun shining on the freight economy. Just don't get burned.

BY MARCO BEGHETTO

It might appear to some of us these days that all the economic science involved in predicting the behavior of medium-term markets is as conclusive as a childhood game of plucking rose peddles: Recovery. Recovery not.

But there's a third option, it seems: Recovery—sort of.

Translated in economist-speak, the forecast "consensus" apparently boils down to "cautiously optimistic," meaning most analysts, including freight experts, think we've touched rock bottom. Whether or not we'll continue to scrape along the gravelly base for quite a while longer, begin riding up the painfully bumpy U-shaped curve, or (brace yourselves) propel sharply aloft—as a small handful of number-crunchers have boldly speculated recently—are the kinds of questions that keep economists' pay scale in our stratosphere.

It used to be, once upon 2001, that trucking could be counted on as a decently reliable bellwether for economic performance. But in this downturn, carriers and owner-ops wait to feel the wind blow like everyone else.

"Generally, trucking and rail freight rebounds ahead of the economy as people get more confident and want to ramp up inventory ahead of a possible [boost] in sales," explains National Bank trucking analyst Aaron Duxbury. "But in this downturn, the inventory-to-sales ratio is at pretty huge levels. While absolute inventories have fallen, sales have fallen much faster, and in Canada it's way above anything we've seen since the early '90s."

Inventories have drawn back about five to 10 percent from their summer peak as

the economy shows a pulse, but trucking is still playing catch-up as those products take time to move off the racks.

As for the state of freight, Duxbury confidently pitches his tent in the slow-but-steady camp. He sympathizes with Canadian truckers who have yet to see a correlation between recent capital market-led economic improvements and freight trends, but, citing industrial production numbers of late, he predicts a modest bump in freight volumes later this year and in early 2010.

Naturally, truckers on the ground tend to be more skeptical, although fleets are certainly less pessimistic than they were

last quarter. According to the latest Ontario Trucking Association (OTA) Business Pulse e-Survey, the gap between responding carriers that are pessimistic versus those that see light at the end of the recessionary tunnel has virtually vanished at 32 percent each, with an equal percentage being "unsure."

(In the previous April survey, 16 points separated the two camps, which was already half of the whopping 35-percent gap back in the first quarter).

While carriers see local sectors becoming more sanguine in the next few months, many aren't convinced the U.S. economy is out of danger, and that's naturally clouding



UW RECOVERY?



PRE-BUY 'BAMA:

It's perfectly natural for some in the trucking industry to wonder why U.S. President Obama doesn't extend his "Cash for Clunkers" program to heavy trucks, or for that matter, why Canadian PM Stephen Harper doesn't follow suit. After all, what better way to accelerate nearly paralyzed truck sales? Right?

The car incentive program—which gives buyers a \$4,500 rebate to trade in their old cars toward the purchase of newer, fuel-efficient ones—has been deemed by its proponents to be a huge success, if of course, one measures success by how much you want to borrow from the future. In fact, the government ran out of money for the program in a fortnight or so (that tends to happen when you're handing out cash to get rid of junk people would have had to upgrade eventually anyway) and at press time, Congress was considering kicking-in another \$2 billion.

For better or worse, heavy equipment won't see any such pre-buy, even as more expensive EPA-mandated engines loom in five months.

Truck equipment analysts at Polk & Co. project registrations of commercial vehicles in Classes 3 to 8 to drop for the third consecutive year, nearly 21 percent (from 485,000 to 380,600). By 2013, Polk predicts total commercial vehicle registrations to reach 583,900, still well below pre-2008

volumes. (In 2006, commercial vehicle registrations peaked at 802,100).

Though, anecdotally, one exec at a leading vocational player in Canada tells us some customers are talking about placing new orders, perhaps because the housing-

construction market in Canada hasn't really tanked or they're considering pre-buys based on the perception that SCR systems could cause spec'ing complications on some work trucks.

Either way, truckmakers plan to sell current engines well into 2010, so some sort of modest spike in orders in the next few months isn't out of the question.



even throughout the supposed peak, pre-Holiday shipping season. And when spending starts to come back well into next year, it will remain far lower than it was in 2008.

"At the end of the day," Costello said, "our government overspent and we as households overspent, and we can't do that anymore."

Aside from President Obama's recent musings about bailouts for his previous multi-million bailouts, at least one economist doesn't think America's massive debt load will keep a lid on what he believes is the cusp of a steep "V-shaped" recovery.

Writing in *The Financial Times*, Tim Bond of Barclays Capital contends that throughout history, depressed economies have always recovered much faster than the expectations at the time. Among his other arguments: Asia, dependant on exports to America, is already seeing a V-shaped bounce; and that new numbers show that households have made the appropriate saving adjustments to declines in wealth. "Never has a bull market climbed a steeper wall of worry. In spite of a proliferation of positive economic indicators, the consensus remains gloomy," he writes. "Bullish economists are [like] hens' teeth."

Sure, it's outside the margins of conventional wisdom, but Bond's take has to be refreshing at least to anyone who subscribes to the notion that this is in part a media-fueled recession.

Duxbury appreciates it as food-for-thought, but neither he nor many other analysts are buying. "With 70 percent of the U.S. economy driven by the consumer, I just don't see those people going out and leveraging up their houses and that kind of stuff to go buy things like they did between 2005 and 2007," he says.

And even if demand does surge ahead of expectations, it's the supply side that is the key to improving trucking and right now the industry still has a major capacity hurdle to leap over. Truck bankruptcies have failed to accelerate in these tough times in part because of uncharacteristically low diesel prices, shippers' contagious appetite for bargain-basement rates, and extremely lenient lenders and leasers who would rather keep

the outlook for the export-based economy.

There are so many variables at work, says OTA President David Bradley—the U.S. economy, the recent appreciation of the dollar, the availability of credit—that continue to overhang our view of things. "I would characterize our outlook as being slightly more hopeful than optimistic at this point."

American Trucking Associations (ATA) chief economist Bob Costello would hardly disagree. In a web-based press conference in late July, Costello said that American fleets are "just starting to see signs of economic life," but in the big picture, consumer spending will be tepid

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struggling truckers afloat than send in the repo man.

The good news is that much of that could soon come to an end.

Diesel will jump when distillate inventories recede, the Canadian dollar is rising and insurance and credit markets are getting tighter.

On top of that, truckers who've been working for a buck-and-a bit per mile until now are going to have to get real clever about convincing their opportunistic customers they need a substantial rate hike.

If not, maintaining steady cash flow is going to be a problem, especially for small and medium operators who are invested too heavily against their accounts receivables.

Just don't put Bill Cameron in that group. The owner of three-truck southern Ontario flatbed carrier Parks Transportation says "he saw the writing on the wall" a couple of years ago and made sure he was nearly debt-free on equipment. Times have been tough since then, sure, but he's still rolling and holding on rates.

"Lately, I've been accused of being unreasonable, even insane, for turning down outbound van freight at \$1.20 per mile or flatbed outbound at \$1.50 or \$1.70," he says. "We've had a few customers we decided we couldn't work for. But although there's other customers that can get large carriers cheaper than us, we still get the work."

How? Turn off your cliché detector for a sec, but to Cameron's customers "service still happens to mean something."

"I never thought I'd be sitting here saying that being there when you say you will would have made us special," he says, "but apparently it does."

YELLOW BRICK WALL

What does Yellow Roadway Corp. (YRC Worldwide) seeing red, permanently, mean for the balance of the North American LTL sector? How about somewhere between 10 and 15 percent of LTL freight up for grabs?



It's no secret the Yellow submarine has struggled to keep from sinking these last few months. And despite reaching a new labor pact with 35,000 Teamsters last month, most observers continue to doubt whether the world's largest LTL fleet will be able to avoid bankruptcy and liquidation beyond that. An analyst at Baltimore-based Stifel Nicolaus recently downgraded YRC shares from "hold" to "sell," concluding that the company stock is worthless. "Company employees now own "35 percent of zero," David Ross told business media.

At its peak, YRC controlled nearly 20 percent of the U.S. LTL freight market and industry estimates pegged it as a \$500 million player in Canada.

It's been rapidly downsizing, so it could be half of that by now, but "it still has significant industry capacity," says Aaron Duxbury of National Bank Financial.

A recent *Wall Street Journal* article highlighted the raptor-like manner in which competitors like Con Way and FedEx Freight are attacking YRC lanes and going after its customers.

In the event YRC goes under, those large over-the road rivals will be quick to speak for much of that freight. But the blowback will be felt by many small and medium carriers who might finally get some breathing room in those traditional regional lanes the LTL giants and their partners have been encroaching on.

"I have to imagine all of LTL will benefit," says Duxbury. "That's too big of a player to shut down not to be felt by everyone."

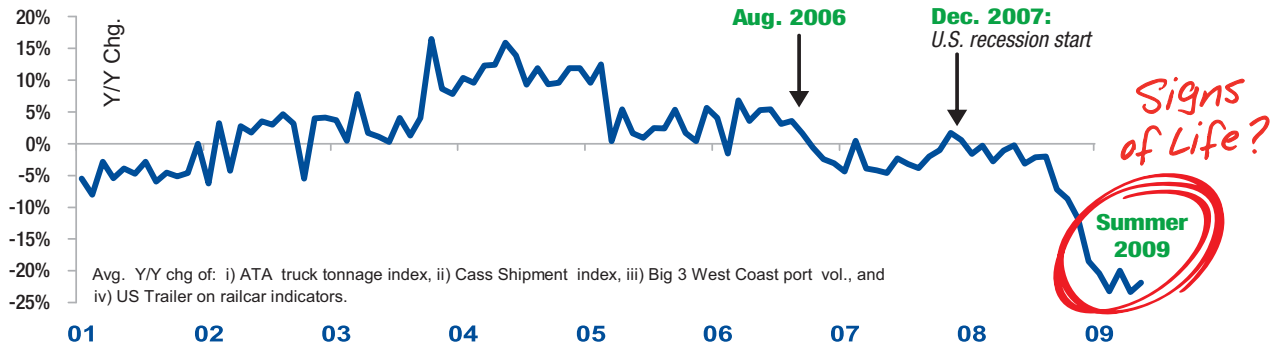
To achieve that level of commitment, Parks Transportation has joined forces with a trio of similarly sized operators who share Cameron's stubbornness on rates and service. This, he believes, is the title of small-fleet survival in trucking's next chapter. "We're squeezing out whatever [costs] we can as it is. The only other way to find savings and kill [dead] miles is to work together," he says. "I don't need to put two other trucks on the road that I may only need this month and have trucks sitting around when I don't need them. This way, everyone wins."

If there's ever going to be capacity

equilibrium again, some can't win, of course. And Cameron is convinced that many of those that do might have to settle for smaller rewards. "I doubt I'll live long enough to see the economy return to the peak it was three years ago," he says very non-facetiously. "People and businesses are realizing how far over their resources they've been spending. They're learning to trim the fat and realize they can still get the job done. When times are good, you never have to look for that."

Nor in tough times, as Cameron well knows, can you just sit back and pluck rose petals and read tea leaves. ▲

NBF NORTH AMERICAN FREIGHT MONITOR



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GET USED TO IT: The pre-owned truck market is no get-em-while-you-need-em blowout sale.

Navigating that murky universe known as the used-truck market.

BY STEVE MACLEOD

Other Peoples' Rigs

According to a recent report from research firm FTR Associates, production of class 8 trucks will finish the year 47 percent below 2008 levels and 2010 production is expected to be 30 percent below 2008 levels.

But there is some positive. FTR reported an increase in new truck sales in June from the previous month, although compared to June 2008, sales are more than 50 percent lower.

However, a fair number of bankruptcies and repossessions has crept into the used market, which has increased inventory and partially led to the price adjustment.

Turchet expects trade-in cycles to be stretched, as well, not only because of fleets' reluctance to buy but also because there's less wear and tear on trucks that aren't putting on the miles.

Frank Oliveira is Vice President of Arrow Truck Sales of Canada. He says demand for reliable, fuel-efficient and late-model trucks is good.

"As for inventory or supply, there's much to select from, but unfortunately there are limited numbers of the well spec'd fuel efficient trucks."

Credit may be tougher to come by right now than it was a year or two ago, too, but interest rates are favorably low.

However, all those aforementioned bankruptcies and repossessions have made lenders a skeptical and the faithful truck buyer is under a microscope.

"The financing companies and banks are really determining what we do, and they want warranties and large down payments," says Dave Mack, general manager of Thunder Bay Truck Centres. "You'll need at least 20 percent down to get financing."

The lenders will also be going over your financials with a fine-tooth comb. Financial statements, tax statements, income, expenses, and cost per mile, will all be part of the application process.

"The better presentation you can make, the better chance you have of getting the financing," adds Mack.

So where does that leave you? If you have \$10,000 for a down payment, going with the 20-percent rule, you'll be shopping for a rig valued at about \$50,000, which will most likely be five to six years old. The interest rate should be around nine to 10 percent, which will mean making monthly payments of about \$1,200.

It may feel good to know you will be running the cleanest-burning engines in history, but now is hardly the time to swallow a big increase in costs. There was roughly a \$10,000 premium on the '07 diesels, and rumor has it, there'll be a similar bump-up in price come 2010. Fortunately, the used-truck market is heading in the opposite direction of its newer, shinier brethren. Prices are staying put or better. For fleets as well as owner-operators, the used-truck market has perhaps never been more attractive.

"The prices, just when I think they've hit bottom, they get lower," says Mike Estey, used truck manager with Harper Truck Centres.

On average, used trucks are \$7,000 to \$10,000 cheaper than they were last year and it's not a get-'em-while-you-can blowout sale either. Estey expects the used-truck market to retain its current low price range for at least the next couple of years.

"The used-truck market needed a price adjustment," explains Estey. "Prices simply adjusted because they needed to. These are much better prices for people coming in and they'll be successful because of it."

"I don't think we've hit bottom yet," adds Nevio Turchet, Used Truck Manager, Canada, for Daimler's remarketing division. "We're holding our own and selling used trucks but there's no indications of an upswing."

On a side note, the low price point of used trucks might be difficult to sustain if new truck sales don't increase. After all, a used truck was new at one point, and new truck sales are important to keeping the used truck market replenished.

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For a new truck, the interest rate will be lower, probably by about three points. But you're going to have to come up with more of a down payment to please the lenders. With \$20,000 down and a purchase price of \$120,000, the monthly payments would be about \$2,600.

If you're counting on your current truck to work as a down payment—or part of a down payment—you might be in for a surprise. With used-truck prices dropping, the trade-in value of trucks has also fallen off.

"Some guys who bought trucks four or five years ago, when the dollar was at \$1.35 or \$1.40 exchange, come in now with the exchange at \$1.18 or \$1.20 and expect the truck to depreciate at normal values. It hasn't," says Mack. "You're not exactly comparing apples to apples anymore."

There are trucks at prices to serve every

budget and every need, ranging anywhere from \$15,000 to \$100,000.

Daimler's Turchet put agrees, with one caveat: "You get what you pay for.

"You've got companies that stand behind their products and then you've got your curbsiders. Everybody's looking for a bargain but that doesn't mean they should jump at the lowest price."

And you might not have to settle for a

used truck that's almost good enough. Just like technology has changed the face of the new truck market, it's played a big role in the used truck market.

"It's really become a global business because of the web," notes Estey. Nearly every dealer has created a virtual showroom on the Internet, so the perfect new-ish truck doesn't have to be right down the street.

Of course that would be helpful. ▲

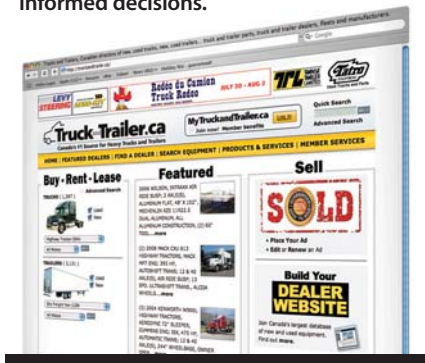
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Driven by Innovation

BY TOM BERG

Diesel fuel is too dear to waste. So users are looking at ways to conserve it and to avoid consuming it altogether.

This goes for refrigeration units as well as trucks, and studies are showing that greater efficiency is worth paying extra money to get. And the latest units are also cleaner burning—especially important if the long arm of a clean air law is reaching out to you.

In California, users of what authorities call transportation refrigeration units, or TRUs, must switch to units with reduced exhaust emissions by December 31.

This means many existing reefers must be retrofitted with new engines or diesel particulate filters, or they must be entirely replaced with new units. This decree affects model-year 2000 units and older and of course applies to Canadians hauling into and out of the Golden state, too.

Also, industry experts agree that what happens in California this year tends to be repeated in other jurisdictions in the future.

The American Trucking Association (ATA) is challenging the rules, but some fleets aren't waiting for legal decisions. They're proceeding as if the new laws are already in place.

One is Team Campbell Logistics, a food distributor with operations in California and neighboring states, with headquarters in Chino, in the sometimes smoggy Inland Empire east of Los Angeles.

Team Campbell Logistics has 288 older reefers affected by CARB's rules, and if it wants to continue running them it must replace their engines with cleaner-burning new ones or retrofit the existing engines with diesel particulate filters to cut soot and other pollutants. A DPF would cost \$8,000 to \$10,000 and a new engine is priced at \$7,000 to \$10,000.

This is too much to be worthwhile, because the TRUs would still have original compressors and other equipment and thus would gain little in efficiency, says Steve Pilcher, vice president of transportation.

"A DPF is a high-efficiency muffler placed on an old engine," Pilcher says. "To me it doesn't make sense to put a new muffler on older equipment. For our company, it made more sense to install new reefers that are significantly more efficient and are equipped with data loggers and advanced microprocessors."

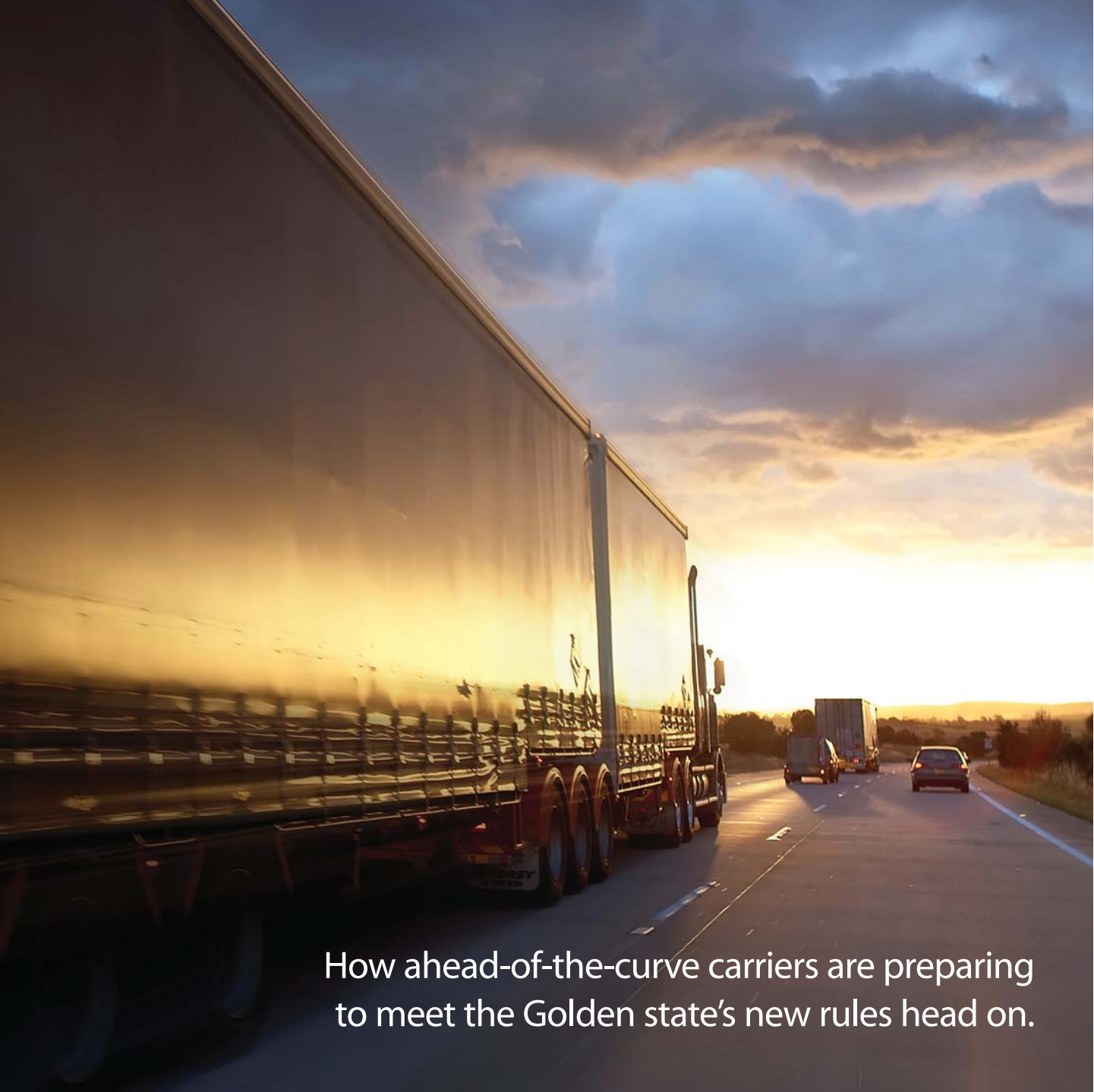
So Team Campbell is replacing the old 1997- to 2001-model TRUs with new reefers.

The fleet is buying Thermo King SB 210-50 units with emissions-compliant diesels and standby electric capability. A careful study showed that buying the new units and installing them on existing trailers or moving them to new trailers would be more economical in the long run, even with the higher purchase costs and electric standby's premium of 10 to 20 percent over a straight-diesel version. The old units will be sold to out-of-state users.

TRU FACTS: More and more firms are relying on shore power to keep their reefers compliant.



Calif  rr



How ahead-of-the-curve carriers are preparing to meet the Golden state's new rules head on.

nia

Plugging into “shore power” is one of the options CARB allows to meet its regs, and the agency believes it's the best way because electric operation results in zero emissions by the units themselves. (Emissions from electric power plants are regulated separately.)

But there aren't many places to plug into, as the outlets must supply either 230-volt 2-phase or 460-volt 3-phase power, and installing them can be costly.

CARB offers grants to help defray the cost of installation, and Pilcher says he's asked for \$500,000 to pay for electrifica-

tion of his company's loading docks. He's not yet heard back from CARB on the application. His company now has four 460-volt outlets at a distribution center that are used to power refrigerated containers brought in from the harbor and elsewhere in California with loads of fresh produce, dairy products and chocolate.

By December 2015 CARB will require the 2008-model engines to be replaced or retrofitted, but the units' standby electric apparatus could qualify as an “alternative technology.” That would mean their trailers could transport products, as long as



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the TRUs operate on electric standby during loading, unloading or awaiting delivery, without further modification.

Even if Team Campbell Logistics' TRUs need to be retrofitted in the future, Pilcher believes that it will pay to adjust them then. "In seven years there'll likely be more competition and more approved DPFs out there, and prices should be lower," he says.

Thermo King has offered stand-by electric capability for reefers for 50 years, says Jerry Duppler, the manufacturer's trailer product manager. It is attractive for local operations whose trailers and trucks return home every night and their units plugged in.

In some areas electricity rates are low enough to result in significant savings. Electric "cold plate" reefers have long been used in refrigerated delivery trucks, and battery-powered reefers that plug in at night are now available. However, standby equipment is generally not a good choice for over-the-road operations whose trailers spend more time moving than sitting, Duppler says.

Emissions-free cryogenic reefers are used in some applications, and Thermo King is working on advanced versions using frozen carbon dioxide as the refrigerant.

The CO₂ is expelled into the atmosphere after it expands in an evaporator to cool a load. Yes, it's a greenhouse gas now under attack by environmentalists, Duppler acknowledges. But the CO₂ for reefers would come from other industries that generate it as part of their operations, so its venting is simply delayed until the gas serves another useful purpose, and then its effects are no worse than if vented sooner.

Meanwhile, diesel power is still required for most transport refrigeration and heating uses, and some fleets are finding the diesel-electric operation of Carrier Transcold's Vector unit an attractive proposition.

Introduced in early 2006, the so-called Deltec hybrid will run with or without the diesel. The Vector's diesel spins a generator that runs the electrically powered cooling and heating equipment. It

TRUCK-COST ACCOUNTING

If you compare a car from the early '80s to one today, you get air conditioning, central locking, electric windows, performance and braking, fuel economy, navigation systems and so on that you didn't get back then.

But you pay for it.

The cost has spiraled up, matched only by housing prices (at least, until just recently) and gas prices. A few quick calculations will prove a heavy truck tractor is still a financial bargain, well below the Consumer Price Index, yet carrying at least as much content as the average car.

Harder to show on a spreadsheet, the conventional truck of today is infinitely safer than the cabover of yesteryear. And it's not that big hunk of iron sticking out front that makes it so; there's a major contribution from the sophisticated electronics on board.

Kenworth Chief Engineer Mike Dozier pointed out in an interview that we are now coming to use the various sensors and systems together to intelligently control following distance, rollover detection and stability. Upcoming is automated braking. We have lane departure warning, anti-lock braking, even navigation systems to take the worry out of negotiating a crowded city.

Ed Saxman, who has had more than 30 years with Mack and Volvo, points to the cab structure improvements at his company that come from the Volvo heritage, but also notes that most manufacturers today design to the ECE29 crash standard or to SAE criteria. He said he remembers in the mid-'80s writing the engineering request for power steering to be standard on VolvoWhite trucks, as they were branded at the time.

Now we are seeing rack and pinion steering.

Heating and air conditioning are standard now, where they were almost unheard of in trucks of the early '80s.

And while air suspension was not new in the early part of this period, there were still plenty of steel springs and even walking-beam Hendricksons. But there's so much more. Dozier says that the concentration on meeting emissions standards has somewhat stalled the industry's ability to deliver fuel economy gains as it did in the earlier days. However,

having got down to virtually zero NO_x and PM for 2010, Dozier predicts the next stage will be efforts to improve fuel economy through the reduction of CO₂. That will be a direct user benefit, but it also addresses CO₂ emissions that may well be the next likely target for emissions mandates as the environmental focus shifts to greenhouse gases and global warming.

It's not all roses, though. As that cost curve starts to uptick, so do service costs of the new complex trucks, complains Darryl Stuart. They are more difficult to repair in the fleet shop as well, especially since a good part of the service literature is proprietary and captive to the dealer. But when we look at the big picture, we see that the level of accommodation for the driver, driving ease, safety, cost of operation, durability and reliability are all up. And today, despite the impact of the last two huge emissions changes, a tractor costs only 3.4 times as much as the average car. What a bargain!

— Steve Sturgess

FIRED UP ABOUT SAVINGS:
Modern truck electronics help keep your costs down.



California Here We Come

eliminates the drive belt and other moving parts, and is more efficient than a straight diesel unit, Carrier claims. It has no batteries so must be plugged in to run electrically, and it doesn't regenerate as a hybrid-drive truck or car does.

"When they introduced it to us two years ago, they talked up the maintenance benefits because it has fewer moving parts," says Jon Beckstead, director of transportation

for Associated Foods, which distributes food to independently owned grocery stores in seven Intermountain states from a center at Farr West, Utah. "We have not had one Vector go down on us, and we're now three years into it," he says.

"The Vector is pretty much what Carrier told us it would be. We should save 29,000 maintenance hours, at \$1.50 to \$1.90 per hour, our cost, based on hourly running."

Part of the savings is due to a Vector's engine running fewer hours—28 per week on average compared to 35 with a typical straight-diesel unit, he says. At a gallon per hour, the Vector thus saves seven gallons of fuel a week; multiply the per-gallon cost by the number of Vector-equipped trailers by 52 weeks and the money saved adds up. Associated now has 60 Vector reefers and expected to add another 20 this summer. As the fleet buys new trailers and reefers, eventually all 280 vehicles will be Vector powered.

Another advantage is quiet running, even on diesel. "Drivers love them," Beckstead says, "because it's easier for them to sleep." The units are silent when plugged in, but "we're not using shore power as yet. We have started testing it here in the yard. Customers are not wired for it as yet, but we've sold them on having that capability."

One produce house rents a trailer to use as temporary warehouse when output increases during summer picking, and running its reefer on plug-in instead of diesel would be ideal. So the producer is thinking of wiring for it. So are individual stores, where quietness and reduction of diesel fumes in residential neighborhoods would be advantages.

Shore power can be much less costly than diesel fuel. How much less depends on a region's electricity rates. On Vancouver Island, British Columbia, running on electricity is 70 percent cheaper than burning diesel, which last month was \$1.40 per liter or \$5.32 per U.S. gallon, according to Jason Kozubal, operations manager at Paradise Island Foods. It now has one Carrier Vector with five more on order.

"They're amazing machines," Kozubal says.

"They reduce costs—better fuel economy while running on diesel, and we can plug it in for electric operation. With our first one we had a year of trials and watched it real closely. It saved approximately 36 percent in fuel while running it both on diesel and electric" compared to a straight-diesel unit. "It's got 40 percent fewer parts and has less refrigerant. So there's less risk overall. In cold weather it warms up quite a bit faster because of the electric heating elements, and it's more effective in keeping produce warm in



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CARB will require the
**2008
MODEL
ENGINES**

to be replaced or retrofitted, but the units’ standby electric apparatus could qualify as an ‘**alternative technology.**’”



cold weather. And it pulls down temps better than a regular reefer.”

Quietness is appreciated by drivers and people who live near the company’s distribution center.

“It’s a whole lot quieter, 60-percent quieter, Carrier tells us from their testing” when running on diesel, Kozubal continues. “Neighbors love us. People who have built houses over the years near our facility, on warm summer nights they want to have their windows open and they don’t want to listen to our reefers.” They don’t have to because the Vectors can be plugged in for silent running. The outlet near the dock is keyed on and off to prevent unauthorized use and possible accidents in wet weather. From there a 50-foot cord connects to the reefer.

When Paradise Island gets its sixth Vector, it will have converted almost its entire fleet, because it has only seven trailers total. It is looking to lower operating costs in the vehicles themselves, too. It has ordered a Great Dane pup trailer with heavy insulation in four-inch-thick walls and a plastic swing curtain at the rear to hold temperatures during deliveries.

“Everybody talks about going green,” Kozubal says.

“This is one thing we can do. Hopefully we can influence others with our numbers and data. Taking advantage of this technology is the future. Overall it’s been a great experience for us, with good support from Carrier. We will pull reefers off of existing trailers and put these new units on them. Normally we wouldn’t

pull reefers off, but these are such an advantage, a financial incentive in fuel savings, noise reduction and reduced emissions.

“So there’s an environmental advantage and a business advantage, because we don’t have to pass on increased fuel costs to our customers. There is a competitive advantage over anyone who doesn’t use this technology.” ▲

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FIRST IMPRESSIONS: This 2011 Cascadia with EPA 2010 DD15 engine is a Daimler customer demo unit, already in revenue service. We drove it first. We liked it a lot.

Road Test: 2010

Home Run! *Detroit Diesel's DD15 engine, in 2010 trim, knocks the ball out of the park.* By Jim Park

Call it pre-need planning. When Detroit Diesel rolled out its DD15 engine in October 2007, the company said it was a clean-sheet design, birthed EPA-'07 compliant but also 100-percent ready for EPA-2010. Much of the fuss surrounding the use of SCR may have overshadowed the fact that the engine itself—and the DD13 and DD16 motors too—will not change come 2010.

Engineering tweaks have been performed since the launch, software up-

grades, changes in material, component design, etc., but all are part of the natural evolution of any complex machine. Readers may recall my initial impressions of the DD15 back in October '07 were very favorable, so what I've been waiting for is the addition of the oh-ten related hardware. I can say confidently that DD15's on-road performance hasn't changed a bit, and may have improved in ways I can't quantify in a three-hour test drive. I should say, too, that I suffered no ill

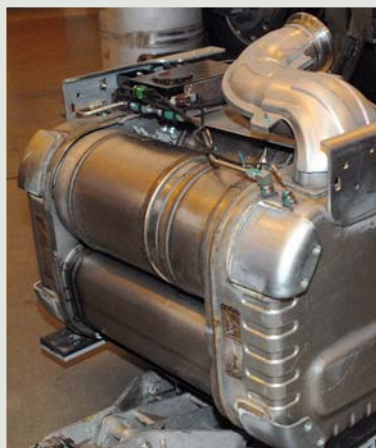
effects from my brief exposure to diesel exhaust fluid.

All the new stuff, of course, is downstream of the turbocharger—software, controllers, sensors, etc., notwithstanding. If there's any noticeable difference in the engine, I think it's even quieter than previous versions I've driven. Walking through the Engineering Test Center garage in Portland, Oregon, techs had a truck hooked up to some monitoring equipment. I walked within 20 feet of it, and though it was running, all I could hear was a subtle rumble and the clicking of what I presume were the injectors, valves, and other things under the rocker cover. It was amazingly quiet, I tell you, and equally so out on the road at speed.

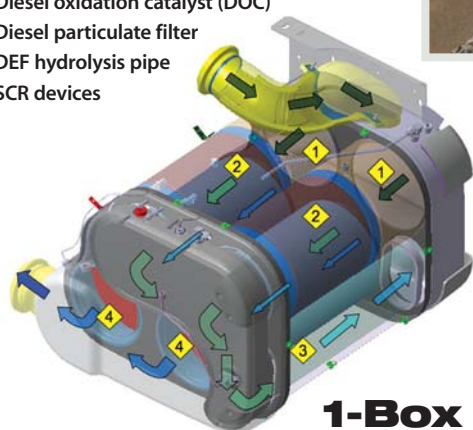
RIGHT-HAND UNDERSTEP AFTERTREATMENT SYSTEM

The **BlueTec 1-Box** system is the industry's only single-package DPF/DOC/SCR aftertreatment system. No larger than the toolbox formerly occupying the space, it fits neatly under the RH door. It features dual DOC/DPF units mounted in parallel (access to both units for cleaning is very easy) running front-to-back.

Exhaust enters from the front, and passes through parallel DOC/DPF units (said to reduce back-pressure and improve fuel economy). It



- 1) Diesel oxidation catalyst (DOC)
- 2) Diesel particulate filter
- 3) DEF hydrolysis pipe
- 4) SCR devices



then travels down into a collection chamber where the DEF dosing occurs. Exhaust then flows forward through the hydrolysis pipe where it mixes with the DEF. Exhaust flow reverses once again for the trip through the SCR catalysts where NOx scrubbing takes place.

Three tailpipe configurations are available:

horizontal single, and vertical single or dual. Intended chassis configurations include TL & LTL, bulk tanker, mixer, dump, utility, refuse, logging, plows without scrapers, and RVs. The BlueTec 1-Box system allows clear access for a right-hand PTO, and clear back-of-cab chassis installations.

AFTERTREATMENT SYSTEM

For those who never thought an exhaust system had a place in a test drive story... welcome to 2010. The exhaust/ aftertreatment system is very much a part of the engine now, and a big consideration for chassis fitters, body builders, and truckers themselves.

There was much discussion in the early years of SCR development about where they'd hang all that new hardware. It's been resolved. Daimler will offer three aftertreatment configurations based on chassis requirements and the intended application.

In addition to the Blue-Tec 1-Box system (see sidebar), a two-box vertical system called 2V2 features separate SCR and DOC/DPF units mounted vertically behind the cab. This configuration lends

itself to applications where frame space and ground clearance are larger concerns than a clear back-of-cab area. It permits larger fuel tanks and a right-hand PTO option. It's available on day cabs in left- and right-hand mounting. The back-of-cab protrusion is said to be similar to the EPA '07 vertical DPF.

Horizontally speaking, the 2HV system—two-box, horizontal DPF/vertical SCR — was designed for fleets demanding large-capacity fuel tanks on shorter, 220- to 230-in. wheelbase tractors—like many Canadians. It'll be available on day cabs and sleeper cabs, but not on 58/60- and 70/72-in. models.

Cummins will supply engines with proprietary aftertreatment systems, different from those used on Detroit Diesels.

SPEC SHEET

DETROIT DIESEL EPA 2010
RATINGS (*proposed*)

DD13

Displ. 12.8L

Dry wt. 2,540 lb (1,152 kg)

Horsepower @ 1800 rpm	Torque (lb ft) @ 1100 rpm
350	1350
370	1250
380	1350
380	1450
410	1450
410	1550
410	1650
435	1550
450	1550
450	1650

DD13 Multi-Torque Power Ratings

380	1350/1550
410	1450/1650

DD15

Displ. 14.8L

Dry wt. 2,880 lb (1,306 kg)

Horsepower @ 1800 rpm	Torque (lb ft) @ 1100 rpm
455	1550
455	1650
475	1650
505	1650
475	1850
500	1850
530	1850
560	1850
475/505	1650
455/475	1550

DD15 Multi-Torque Power Ratings

455	1550/1750
475	1650/1850



▲ **PRACTICAL MATTERS:** The Blue-Tec 1-Box aftertreatment system fits neatly beneath the passenger door. The black box contains the dosing meter. The hose on the right leads to the injector nozzle.

▲ **FUEL-PROOF:** DEF tanks come in three sizes, mated to the vehicle's fuel capacity (13 gallon shown). The filler necks are sonically welded and are sized to prevent the insertion of diesel nozzles.

DEF TANKS

Also new for 2010 is the DEF tank. They're mounted on the left-hand side under and just behind the cab. The fill necks are fitted with a 19-mm orifice so you can't get a diesel pump nozzle in there. There's also a magnetic lock ring fitted into the filler neck. Commercial DEF dispensing pumps will need to detect this ring before the fluid will flow, preventing DEF from being pumped into a diesel fuel tank.

The tanks have a temperature-controlled coolant-loop heater to keep the DEF warm in winter, and fluid lines running from the tank to the metering unit are electrically heated. A transfer pump is located on the side of the DEF tank,

EPA has granted a 70-minute grace period at startup in cold weather, before DEF injection is required. On the coldest days, when the DEF might be frozen, dosing won't be required until the fluid thaws. During recent winter testing at ambient temps of minus 20 and 30 degrees F, and even with a cold-soaked, frozen-solid DEF supply, the system was dosing in just 50 minutes (tested using EPA guidelines). Real-world operating conditions will see the fluid heated faster in most cases.

In other words, you won't be sitting idle waiting for the tank to thaw. You can start up, warm up for a few minutes, and then drive away.

DRIVE TIME

I split my day of driving between three trucks on two laps of the 165-mile loop Daimler uses to test trucks. It's a combination of four-lane Interstate, two-lane road with mountain grades, and stop-and-go urban traffic. It runs east out of Portland on I-84, around Mt. Hood on Highways 26 and 35, and back into the city from the south.

I got to drive three engines, actually, two DD15s and a DD13. My first drive was the red Cascadia—a customer-spec'd demo unit awaiting delivery. Its DD15 was mated to a 9-speed manual transmission, attached to a rather tall set of rear ends. It clearly wasn't set up for this terrain. It



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Contact : Mr. Joe De Simone

cruised 1,150 rpm at 55 mph—150 rpm above peak torque—which is rather low for the DD15's sweet spot. It did better at 65 mph, but Oregon has a 55-mph speed limit.

On the first loop, I ran alongside a day cab equipped with a DD13 and a 10-speed, which actually out-pulled the gear-bound DD15 I was driving on the uphill side of the loop—though not through any fault of the bigger engine. I couldn't keep the engine within the proper torque range for the pull (1,100 to 1,200 rpm) at an appropriate road speed because the gear steps of the 9-speed were so vast. Dropping a gear put the engine speed too high, or the road speed too low. It's a flatlander, that truck.

I switched to the day cab half-way around the loop, on the downhill side, and have to say the difference in driveability was stunning. The closer steps of the 10-



EXHAUSTIVE MAKEOVER: Detroit Diesel's DD15 in EPA 2010 dress. It looks the same as the '07 version because all the new stuff is downstream of the turbocharger.

speed and the more reasonable 3.70 gears made all the difference. Later in the day, I made the entire loop in a third truck, equipped with a DD15, a 10-speed UltraShift, and even taller gears than the first one... 2.64:1. A direct-drive transmission and low-pro wide-base single drive tires made the difference. It worked like a charm, too.

The second DD15 and the DD13 both did a remarkable job in the hills, and pulled like champs in their peak torque ranges. Likewise on the downside, the engine brake was so strong at higher rpm that it was slowing the truck down on the grade. Switching the Jake to position 2 was the solution.

The DD13 boasts all the same features as its bigger brother (it's essentially the same engine, just a smaller package), including the broad, flat torque curve. You

actually gain about 150 lb ft of torque as the revs fall from 1,400 to 1,100 rpm, meaning it pulls harder as the revs drop. Throttle and turbo response are like no other North American engine—in my opinion—and will please performance-demanding drivers immensely.

So, what about the SCR implications? There weren't any. The system is totally transparent to the driver, there's no need to manually intervene at any time, no switches to flip or gauges to watch—save for the tank level. So, 2010 is something of

a non-event in that regard.

Seven years ago Detroit Diesel's heavy-duty engine platform was just a twinkle in some engineer's eye. The company has invested close to \$2 billion turning that twinkle into the DD13, 15, and 16. They're remarkable machines offering good fuel economy and terrific performance, and they're among the cleanest engines on the planet right now. The recently announced nine-grand upcharge sounds like a lot until you consider what you get for your money. Namely, lots. ▲

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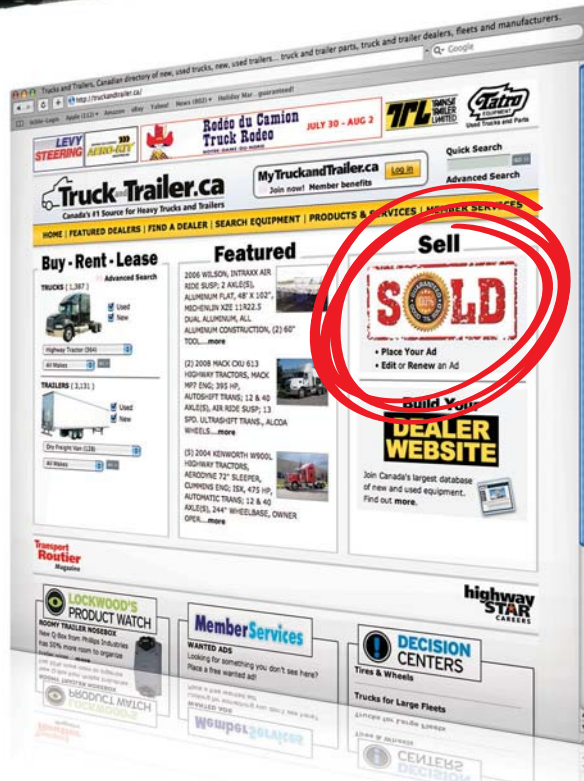


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The Highway Is Where The Trouble Is

customized Grille guards, cow catchers, 'roo bars, moose bumpers... whatever you call 'em, here's a new addition to the herd. By Steve Macleod

The new International LoneStar definitely has a unique look, but it wasn't enough for Ron Nichols.

After the owner-operator decided on a custom paint job, he decided to protect his brand new rig with an equally unique moose bumper.

The manufacturer Nichols usually buys his grille guards from had never made one for a LoneStar, but the folks at Magnum Trailer and Equipment in Abbotsford,

B.C. were eager to do it.

"Our engineering team was intrigued by the unique styling of the LoneStar since early pictures were released," says Mike Eng of Magnum. "They had a poster of the truck in the engineering office for eight months before it came to market so they could study it and capture the spirit and styling the International designers had built into the truck."

From the time Magnum first modeled

ON GUARD FOR HE: The custom-made bumper weighs about 350 lbs but is worth its weight in repairs.

the truck, through to final production, it took about six to seven weeks to produce the moose bumper.

The aluminum bumper weighs 350 lb and is designed to be as light as possible, while still being able to absorb or deflect animal impact, protecting the truck and engine.

The "Magnum Quick Latch" was incorporated into the design to provide quick and easy access to the engine compartment, and no tools are required to lower the bumper.

Nichols has been running in the Alberta oil patch since the late '60s and says he wouldn't chance one of his trucks out on a job without a moose bumper, and not just because of the off-road work.

"I hit a moose up north back in '95 and it cost us \$16,000 in damage, and took out everything in front of the rad," explains Nichols. "The hood was the biggest expense. If I didn't have the moose bumper it would've pushed the engine right back and done some serious damage."

Based in Red Deer, Alta., Nichols' two pneumatic trailers are set up to haul frac sand to well operations, and about 80 percent of the driving is done on-highway. And the highway is where the trouble is, according to Nichols.

"Any time we've hit a deer or moose, it's been on the highway," he says.

As if a 2010 LoneStar with a custom-designed moose bumper wasn't enough, Nichols had a unique idea for a paint job too—Dodge Hemi Orange.

Nichols had just finished going over the list of usual specs for his new oilfield truck and the final question was color.

When offered the "any color you want" option, Nichols jokingly asked for Dodge Challenger Hemi Orange Pearl coat. The salesman told Nichols to get the paint code from Dodge and they'd send it in. It was a perfect match.

"I'm a Dodge nut, and the Hemi orange is the same orange they were using back in the early '70s," says Nichols.

"I've had a Dodge ever since I turned 16, and that was a '56 Dodge Regent."

His LoneStar might not be a Dodge, but for Nichols, it's the next best thing. ▲



PRODUCT WATCH

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MEDIUM-DUTY SINGLE AXLE

NEW SPICER S140 SERIES AXLES DESIGNED TO INCREASE FUEL ECONOMY, REDUCE MAINTENANCE COSTS



DANA'S new family of single-drive, medium-duty axles replaces all previous 17,000-to-19,000-lb Spicer drive axles. They're available for all makes and models of straight truck chassis up to 19,000-lb gross axle weight ratings (GAWR), including delivery, rescue, municipal, and utility vehicles, among others.

S140 Series axles are said to be 85 lb lighter, compared with previous Dana and current competitive medium-duty axles, helping to improve fuel economy. With an initial Roadranger lubrication drain at 250,000 miles and 32 percent less lubrication required overall, these axles are easier to maintain and environmentally friendly.

Spicer S140 Series axles are claimed to offer 23 millimeters more ground clearance compared to other axles with the same GAWR. They're assembled in the U.S..

They can be spec'd in vehicles with drivetrain ratings up to 860 lb ft of torque and up to 300 hp, and they'll support gross combination weight ratings up to 46,000 lb, with typical GVW ratings up to 31,000 lb in most vocational applications.

Maximum gross combined weight ratings of 50,000 lb and GVW ratings of 33,000 lb are available under specific application approvals.

These S140 axles are also available with a number of options, including a carrier-integrated parking brake or electromagnetic retarder mount; a wide-track design for maximum stability; a patented axle breather design supplying unrestricted air flow and minimizing the risk of seal leaks due to axle pressurization; and integral, welded suspension brackets for increased strength and durability.

See www.dana.com

STRONGER, LIGHTER WHEEL

ALCOA INTRODUCES A 24.5-IN. MODEL IN ITS NEW LVL ONE LINE

The new 24.5-in. LVL ONE aluminum wheel from **Alcoa Wheel and Transportation Products** is claimed to be the strongest wheel in the 24.5x8.25-in. standard wheel category with a load rating of 7850 lb, 450 more than steel alternatives while weighing 30 lb less. It's also said to be the

strongest standard wheel available to work with load-range 'H' tires.

Truck operators can get useful fuel savings from pulling 540 fewer pounds—35 percent less than standard steel wheels, Alcoa claims—on an 18-wheel rig.

Designed for the working truck, vocational, construction, and over-the-road trailers, the lighter weight of the new wheel translates into less stress on tires, brakes, engines and drivetrains.

Alcoa's dual-side clean buff finish makes the 24.5-in. LVL ONE bright, and also eliminates single-side, double-wheel ordering, reducing inventory as it can be mounted on any standard tractor or trailer axle position.

See www.alcoa.com



CAT IN-FRAME KITS

CATERPILLAR'S NEW IN-FRAME OVERHAUL KITS GIVE CUSTOMERS MORE OPTIONS

Caterpillar announces the introduction of four "Precious Metals In-frame Overhaul Kits" for on-highway

engines—simple to order, pre-packaged, and backed with Cat warranties, no matter who does the work. These kits are initially available for 3406E, C-15, and C-16 engine models, with development of others underway.

The kits include all parts necessary for a variety of repair options, from a basic

ent drivers with a practical tool for communication with friends and family during extended trips, after-hours contact with dispatch, and seamless border crossings. Carriers, meanwhile, get the means to improve fleet-wide safety, increase productivity, and encourage overall driver satisfaction.

Driver E-mail is a two-way service that allows drivers to send and receive per-

sonal messages directly from the cab of the truck. These email messages are kept strictly confidential, keeping drivers in touch while away from home and thus helping with driver retention. Complete reporting details now break down driver usage, and with no prepayment or cards required, as well as discount periods offered throughout the week, costs are minimized to both driver and carrier.



repair to a complete in-frame overhaul. They can be purchased over the counter at any authorized Cat dealer and come with a factory-backed, one-year parts warranty, covering Cat parts needed to correct the failure—including Cat parts damaged by the failure—and labor needed to correct the failure at an authorized Cat dealer. Extended service coverage is also available for up to four years, with no mileage or hour limitations.

Previously, technicians would have to list and order each individual part for an overhaul, so these kits are both more convenient and cheaper, while minimizing selection errors.

The overhaul kits come in four levels: bronze, silver, gold and platinum. Every level includes Cat oil and fuel filters, exhaust manifold sleeves, exhaust manifold studs, thermostats, new hold-down bolts and O-ring seals for fuel injectors, and all necessary upper- and lower-level seals and gaskets. Every component is manufactured with the latest engineering upgrades.

See www.cat.com

SHAW UPDATES E-MAIL

SHAW TRACKING OFFERS NEW ENHANCEMENTS TO EMAIL SERVICES

Shaw Tracking says its improved email services will bring greater operational efficiency and reduced costs.

The lineup includes three components: Driver E-mail, Driver SOS, and Driver ACE Alert. With an improved web interface to support simple, user-friendly features, Shaw says these services pres-

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NAVISTAR CALLS '010 CHANGES EVOLUTIONARY LOTS OF TWEAKS

NAVISTAR says engineering work, and much testing, continues on the entire **MaxxForce** engine lineup for 2010, but the changes from 2007 technology aren't radical. The mid-range diesels in question are the MaxxForce 7, MaxxForce DT, MaxxForce 9 and MaxxForce 10. On the heavy-duty front, there's the MaxxForce 11 and MaxxForce 13, and eventually the Caterpillar C15-based MaxxForce 15. There's no clear date on the latter.

"What we're really doing is an evolutionary change, the derivative of a proven technology" said Jack Allen, president, North American Truck Group, in a recent telephone press conference.

Ramin Younessi, group vice president, product development and business strategy, added that what they've done is really "a lot of little tweaks."

Changes include advancements in fuel injection, with the "next generation" fuel injection systems delivering fuel to the combustion chamber multiple times per cycle at higher pressures.

Air-intake management is improved with the use of dual turbochargers. The first, smaller turbocharger spins up immediately to provide boost at lower engine speeds, while the second, larger turbo provides maximum power at higher RPMs. An inter-stage cooler sits between the turbos to help reduce air temperature going into the cylinders and allow more air to be packed into the large second stage



turbo for maximum power at high engine speeds. Combining these features with the increased EGR rate means the combustion in the cylinder occurs slower and at a lower temperature, generating less NOx, says the company.

Younessi said the two-stage cooler should reduce the number of DPf regeneration events but he couldn't quantify the extent of those reductions.

While the ECU stays basically the same, it gets more memory and power, and on the MaxxForce 11 and 13 the two existing ECUs have been combined into one. Increases in computing power allow the engine controller to continuously calculate the optimum mix to achieve maximum power

and efficiency in many different situations.

Service intervals will be unchanged on the smaller engines, Younessi said, but on the 11 and 13-liter motors the oil drain will increase to a useful 50,000 miles.

On its heavy-duty engines, Allen and company are comfortable in allowing that they'll need emissions credits to meet EPA 2010 rules at the outset. They're going to hit the new year with nitrogen-oxide output of 0.5 grams per horsepower/hour whereas the EPOA rule demands NOx be at just 0.2 grams. Allen wouldn't say when they'll get to the lower level.

Have a look at www.navistar.com.

Driver SOS provides drivers with the ability to send emergency messages through macro alerts to as many as six email recipients at one time. Said to have a driver-friendly and easy-to-use interface, it means drivers can efficiently notify all appropriate parties of important information in a single message, even after normal business hours. One key result is a safer environment for drivers.

Driver ACE Alert provides email alerts directly from an approved electronic data interchange (EDI) or ACE solutions provider to the driver—in the cab—once a load has been cleared by customs. Both driver and dispatcher receive the proper notification, reducing the risk of penalty for arrival at the border without clearance. Drivers, in turn, save on the time required to pull over and check with dispatch on the status of their loads, thus enabling smoother, more resourceful passage across the border.

See www.shawtracking.ca

HEAVY STEER TIRE

CONTINENTAL TIRE PROMISES LONGER LIFE IN ON/OFF-ROAD APPLICATIONS

Continental Tire North America says the latest improvement to its lineup of heavy truck steer tires, the HSU2, replaces the HSU model.

The redesigned tire is said to offer increased tread life through its wider 26/32-in.-deep rib design, now with 17-percent more wear volume than the HSU. The HSU2's tread has a cut- and tear-resistant tread compound to deal with both high scrub and on/off road applications, making the tire suited for construction and other on/off highway service.

Continental's patented stone-ejection system is claimed to reduce casing penetrations and stone retention. The system

actively ejects rocks and debris from the tire's grooves to prevent stone trapping and drilling, and protects against the cracking and tearing associated with stone retention, Continental says. The HSU2's enhanced bead design enables

10,000-lb load carrying capacity at 65 mph.

Also included is Continental's proprietary VAI (Visual Alignment Indicator) system, a series of sipes at graduated tread depths, equally spaced around the inside and outside shoulder ribs. The sipes allow for easy detection of wear

differences between the shoulder ribs, signalling a potential sign of vehicle front-end alignment problems.

The new HSU2 is available in the 315/80R22.5 size.

See www.continental-truck.com



DEEP-CYCLE BATTERY

CARRIER'S NEW REEFER BATTERY PROMISES LONGER LIFE THAN CONVENTIONAL WET-CELL TYPES

Available through **Carrier Transicold** dealers, the new maintenance-free PowerRush Platinum battery is said to deliver high performance by way of its absorbed glass mat (AGM) technology. It provides 1150 CCA (cold cranking amps) of high starting power, deep cycling ability and what Carrier calls "exceptional" cold starting performance. At minus 4F (minus 20C), the pure-lead PowerRush



Platinum AGM is claimed to retain 75 percent more power than typical Group 31 wet cell batteries.

The 99.99-percent pure lead construction of the battery maximizes the sustained battery charge, helping to ensure that the battery will reliably start a refrigerated unit even if the unit has been idle for extended periods. The compressed glass mats are packed tightly between many extremely thin plates to create high vibration and shock resistance. The high number of plates gives a lot of surface area, which translates into high power. And Carrier says its fast charge acceptance reduces engine run time for recharging, potentially reducing fuel consumption when the refrigeration unit is used in "Start-Stop" mode.

The PowerRush Platinum battery includes a very long four-year full replacement warranty.

In addition to powering refrigeration units, the battery can be used in many other Group 31 applications, where high-performance AGM batteries are finding favor in supporting increased electrical requirements for vehicle electronics and cab accessories.

See www.trucktrailer.carrier.com and www.carrier.com

CONTAINER SECURITY

SNATCHLATCH SECURITY DEVICE PROTECTS TRAILER AND CONTAINER SEALS FROM THEFT AND PILFERAGE

SnatchLatch, which says it makes the trailer security devices being used by the FBI and U.S. Air Force, has released an "affordable" new trailer door security and shipping container security device, including a version specifically for Utility trailers.

The SnatchLatch HT provides bolt seal security on a broad range of heavy trucking trailers, containers, dry vans and reefers. Its stablemate, the SnatchLatch HTU, provides the same security for the proprietary handle systems on Utility brand trailers.

Constructed of heavy 10-gauge steel, the patented SnatchLatch security devices are easily installed over a container or trailer door's existing handle and latch mechanism, the company says.

SnatchLatch security devices protect the bolt seal, hasp and padlock on trailer

and shipping container doors, making it virtually impossible to tamper with the bolt seal or lock. They also provide tamper-proof security on stationary shipping or storage containers. All SnatchLatch products are designed to work without



modifications to existing equipment.

The product line now provides heavy trucking security units compatible with security devices used throughout the shipping and truck transportation industry. Working with, not replacing other security devices, every SnatchLatch can be reused thousands of times.

See www.SnatchLatch.com

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AFTERMARKET FUEL TANKS

ACCURIDE LAUNCHES OE-QUALITY 'HIGHWAY ORIGINAL' ALL-MAKES FUEL TANK PROGRAM

The new Highway Original brand fuel tanks from **Accuride** are manufactured using OEM-grade aluminum with automated seam welds, the company says, and are certified to meet all government

safety standards. Designed to fit all major OEM applications, the tanks are available in standard sizes from 50 to 150 gal.

On the new brand's website www.highwayoriginal.com customers can access an online configurator to build fuel tanks to custom specs. You can select options like capacity, diameter, finish, and position of the draw/return and fill neck location to allow for easy

mounting and unobstructed access to the fill neck.

Accuride notes that it stocks more than 40 of the most popular standard tank configurations at its Indianapolis, In. Distribution Center. The tanks can be ordered through an express program.

See www accuridecorp.com

TWENTY-FOOT CABLES

MORE PHILLIPS ELECTRICAL AND AIR CABLES NOW AVAILABLE IN 20-FT LENGTHS

Phillips Industries has now added 20-ft length options to its most popular electrical and air cable products. Cables previously available only in 12- and 15-ft lengths are now offered in 20-ft form length for products such as ABS Lectracoil, Permacoil, ABS Permacoil, and 3 N' 1 electrical and air assemblies and rubber airlines, among many others. The new cable options, which can be spec'd on new trucks or bought via the aftermarket, offer a solution for fleets that need the extra length for sharper turning radius.

See www.phillipsind.com

MEDIUM-TRUCK SERVICE

MITCHELL 1 LAUNCHES ONLINE SERVICE INFORMATION FOR MEDIUM-DUTY TRUCKS

Mitchell 1 has released its new online service information for medium trucks, Medium-Truck.net. It's a complete web-based service and repair information product covering class 4 through 7 straight trucks built from 1990 to the present. The companion product, Tractor-Trailer.net, supports the maintenance of heavy-duty class 7 and 8 tractors, and trailers.

Medium-Truck.net provides 24/7 online access to real-world service information for vehicle operators and service and repair shops. It's automatically updated on a monthly basis so subscribers know they have the most current service and repair information available to diagnose and fix vehicles correctly. Medium-Truck.net has all the vital procedural service information in one place, including thousands of detailed color wiring diagrams to help solve complex electrical problems.



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Medium-Truck.net is said to be easy to learn and easy to use. By entering the



vehicle VIN number, the program automatically populates the year/make/model for rapid vehicle selection.

To order Medium-Truck.net, call 888-724-6742 or locate an independent service representative at www.mitchell1.com. Subscribers can bundle Medium-Truck.net with Tractor-Trailer.net if they repair both types of vehicles.

Mitchell1 is a Snap-on Company.
See www.mitchell1.com

AIR-WEIGH PRINTER

AIR-WEIGH OFFERS DATE/TIME PRINTER FOR WEIGHT RECEIPT IN THE CAB

Air-Weigh has a new Date & Time Printer option for the LoadMaxx series of truck and tractor scales. The new printer provides the convenience of a printed weight receipt right in the cab, showing the date and time of the weighing along with all of the axle weights,

FUTURE HEAVY TRUCKS WON'T BE SO HEAVY: VOLVO

In Sweden, **VOLVO GROUP** says its engineers have created a method for constructing trucks that weigh less while carrying the same loads. The intended benefit: reduced fuel consumption and thus carbon dioxide emissions.

To date, lightweight technology has mainly been used in Volvo Aero's aircraft engine components, but engineers at AB Volvo's research company, Volvo Technology, say that similar technology can be used to reduce the weight of the cab and chassis in heavy trucks by at least 20 percent within 10 years.



"We're creating the super-light vehicle in a computer program that simulates how hundreds of thousands of small construction alterations can reduce the vehicle's total weight without affecting other key characteristics in the vehicle, such as crashworthiness or the ability to bear loads," says Carl Fredrik Hartung, project manager at Volvo Technology.

A lighter vehicle can obviously be powered by a smaller, more fuel-efficient engine, but if it's a diesel/electric hybrid or if it runs on a renewable fuel, then fuel consumption and carbon emissions can be reduced even further.

One of the challenges is that a super-light vehicle must be constructed partly with extra durable but more expensive materials, which means that the vehicle must be manufactured in volumes that are sufficiently large for the cost to be kept down.

"It is important to conduct thorough computer simulations and standardize the manufacturing process so that it will be profitable to manufacture lighter vehicles for commercial use. We have come a long way but a great deal of work remains before the first super-light vehicles hit the road," says Hartung.

See www.volvogroup.com.

gross vehicle weight, and net payload weight. Plus, signature lines for both the driver and the shipper/receiver can virtually eliminate weight disputes, and drivers can print multiple copies of the same ticket for the shipper and receiver.

See www.air-weigh.com

ARROW WARRANTY

FOUR YEARS, 400,000 MILES

Arrow Truck Sales recently announced a whopping great optional warranty on its

used trucks. It's called "unprecedented", a four-year/400,000 mile comprehensive engine warranty option on pre-owned units. Arrow's warranty includes full coverage (not just major components) during the entire 4-year period, but it's only available on 2005 and newer Volvo VNLs with less than 500,000 miles.

With one retail location in Canada (Mississauga, Ont.) and 15 throughout the U.S., Arrow is part of the Volvo Group.

See www.arrowtruck.com

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In Gear

WATERBORNE ANTI-CHIP COATING

FROM PPG COMES A VERSATILE CHIP-RESISTANT COATING FOR UNDERBODIES, WHEEL WELLS, AND OTHER VULNERABLE VEHICLE AREAS

PPG Commercial Coatings has introduced Corashield, an environmentally-friendly coating formulated to provide resistance to chipping, cracking and

marring of painted or unpainted surfaces from high-impact sand, gravel or other abrasive material.

It's said to be ideal for use on underbodies, inner wheel wells, fender liners, interior door panels, running boards and other similar applications. As a single-component product, Corashield can be applied by spraying, brushing or rolling onto exposed surfaces and into restrict-

ed areas by spray wands.

It's suitable for application over steel, aluminum, fiberglass and most metal primers, plus it can also be top-coated. As a waterborne, zero-VOC product, it's also ecologically sound.

Corashield features a high performance-to-price ratio, says PPG, as well as light weight and sag resistance—wet film build of up to 40 mils can be applied without runs or drips

See www.ppgcommercialcoatings.com and www.ppg.com

GPS TRACKING

DESCARTES SYSTEMS OFFERS REAL-TIME VISIBILITY OF DELIVERY OPERATIONS. The **Descartes Systems Group** of Waterloo, Ont., recently introduced MobileLink: Tracker, for use with either the company's Roadshow or Fleetwise line of routing and scheduling products. It's a new wireless application that uses GPS technology to provide delivery operators with real-time visibility of their trucks and thus allow fast decision-making to meet customer commitments.

Capturing vital vehicle location information, the tracker provides dispatchers and customer service reps with real-time updates of driver progress against established route plans. It can drive down operating costs by better managing exceptions like excessive wait times, unscheduled driver breaks, and vehicles straying from designated delivery routes.

MobileLink: Tracker is said to be ideal for complex operations where drivers are just too busy to speak with dispatchers. Responding to the need for an easy-to-use, hands-free wireless application, it acts as a "black box" and requires no driver interaction to operate. A small device containing a GPS receiver and radio modem is mounted within the truck and communicates across radio frequency networks with Roadshow and Fleetwise.

The system delivers up-to-the-minute arrive and depart status updates, and calculates estimated times of arrival and departure for both delivery and service operations.

See www.descartes.com

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IMPACT WRENCH

CHICAGO PNEUMATIC INTRODUCES FIRST HALF-INCH WRENCH WITH SIDE-TO-SIDE FORWARD/REVERSE FUNCTIONALITY

Chicago Pneumatic says its new model CP7749 is the world's first and only half-inch pneumatic impact wrench with



Chicago Pneumatic CP7749

side-to-side forward/reverse functionality (patent-pending S2S Technology) located directly above the trigger. The company calls it “the easiest to use and most convenient one-hand forward/reverse system ever engineered in a pneumatic impact wrench.”

The S2S feature allows technicians to change between forward and reverse “effortlessly” with one hand in any position. The three-position regulator in forward provides control and helps to prevent over-tightening, while full power remains constant in reverse to ensure technicians have max power to remove

fasteners without changing the setting in the forward position.

The CP7749's lightweight and compact magnesium composite design is only 4.37 lb and 7.3 in. in length. The tool features a twin hammer clutch to ensure long-term durability and power, with a full tease trigger for ultimate control of its 725 lb ft of torque. It comes with a two-year warranty.

The CP7749 is also available with a two-inch anvil (CP7749-2) for tire removal applications.

See www.cp.com

TIRE MANAGEMENT

PRESSUREPRO AND ENTIRE CREATE COMPLETE TIRE-PRESSURE MONITORING AND MANAGEMENT PACKAGE

Advantage PressurePro and **Australia's Vehicle Management Corporation**

have introduced the new enTIRE PressureAgent. It integrates the former's tire-pressure monitoring systems with VMC's advanced tire management software—enTIRE. It reads, analyzes and reports tire-pressure information,

comparing pressure readings to the recommended pressure for each tire type and vehicle position. By way of customizable software, users can now formulate alerts, readings, maintenance work orders and more to suit their exact needs.

Users get an automated method of collecting pressure readings from their fleet with minimal effort.

Said to be the first interface of its kind, the enTIRE PressureAgent is claimed to offer substantial gains in cost savings and safety through extended tire life, decreased downtime, improved handling and more. Data is uploaded directly into Microsoft Excel to allow further analysis. Customers can download historical pressure readings from each tire on a vehicle into enTIRE, which contains detailed information about the recommended pressure for each tire and axle.

The system allows users to track and log operational trends—such as performance in specific locations, heating and cooling trends, and driver practices.

See www.entire.net.au and www.advantagepressurepro.com ▲

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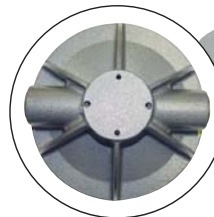
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By Peter Carter

Man Enough To Join The Club

If you do your act on the street, you better expect some drive-by whining

When I was growing up in Sudbury, Ont., we had one local TV station, CKSO, and it ran a kids' show every afternoon.

When a guy named Joe Cook was the host, the program was called Cook's Clubhouse; at another time the emcee was named Hub Somebody or Other. I forget. But the show was Hub's Club.

It worked like this. A dozen or so grade-school kids with no particular talents showed up, sat on benches on various levels so the audience could see each of their faces; the host went around with a microphone and got each youngster to say his or her name and maybe what school he or she attended, and then the host made jokes and fooled around and after 20 minutes, the kids left.

If anything else happened, I can't remember what it was.

Except one time, when a group of us from St. Albert's elementary school went on Hub's Club.

Hub was actually a parishioner at St. Clement's, the church my family went to. So he came on like he was all buddy-buddy with us St. Albert's kids.

Until suddenly it wasn't so friendly anymore.

One of the kids in the group—not from our school—told Hub he had to leave the studio early to catch his bus home.

With a glance in my direction, Hub said, "Don't worry. Carter's buses are always late."

My family ran the bus lines that served the city at the time. Several local politicians were trying to make a case for the takeover of the company by the local municipal government. Right there, on TV, a grown man made a joke about my family business, on the air, at my expense. The nerve.

Did it hurt?

As Sarah Palin would say, "you betcha."

But like a lot of other things that make you say "ow," it was educational.

It reinforced one of those lessons that anybody growing up in a family business learns; and that is, if your operation is in the public eye, people will free to criticize.

Our fleet—our pride and joy and bread and butter—was routinely dissed. All Dad was doing was trying to do was feed our family (and those of the 100 or so people working for us) but because we were "out there," we'd hear if a vehicle was broken down, spewing smoke, muddy, late, crowded, in the wrong lane or, in some yahoo's estimation, traveling too slowly.

I'd like to say it gave me a thick skin but that would be a lie. I still hate criticism.

What it taught me is that fleet folks, early on, learn how to keep their best game face on, even when it's having mud flung in it.

Other lessons, anybody in a family transportation biz knew. For instance if you see me pour oil into a family car or truck, I have a habit of wringing out the container until it's drier than an Arizona sandstorm. The same with fuel. Just because the pump clicks off doesn't mean you don't have another, oh, good 30 seconds of filling up ahead of you.

Neither can I bring myself to use a signal light when there's nobody around to signal to. "Those units," I can hear my late father say, "only have so many switches in them."

I know it's a dumb habit but still.

Brakes are more or less emergency devices to be employed when you don't have time to slow down properly. Mirrors are as important as windshields.

And children can work when they're very, very young.

But most important was this: A family that runs a public enterprise like a trucking company takes deep personal almost biological pride in the operation, and anyone who doesn't understand that ought to try it sometime.

Plus your kids grow up tough, like me. ▲



YOUR EDITOR, GETTING AN EARLY START: A person is never too young to start learning how to work in a family business.



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