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Changing Climate

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Today's Trucking

The Business Magazine of Canada's Trucking Industry

The Downspeeding Decision

Can It Work For You?

PG.40

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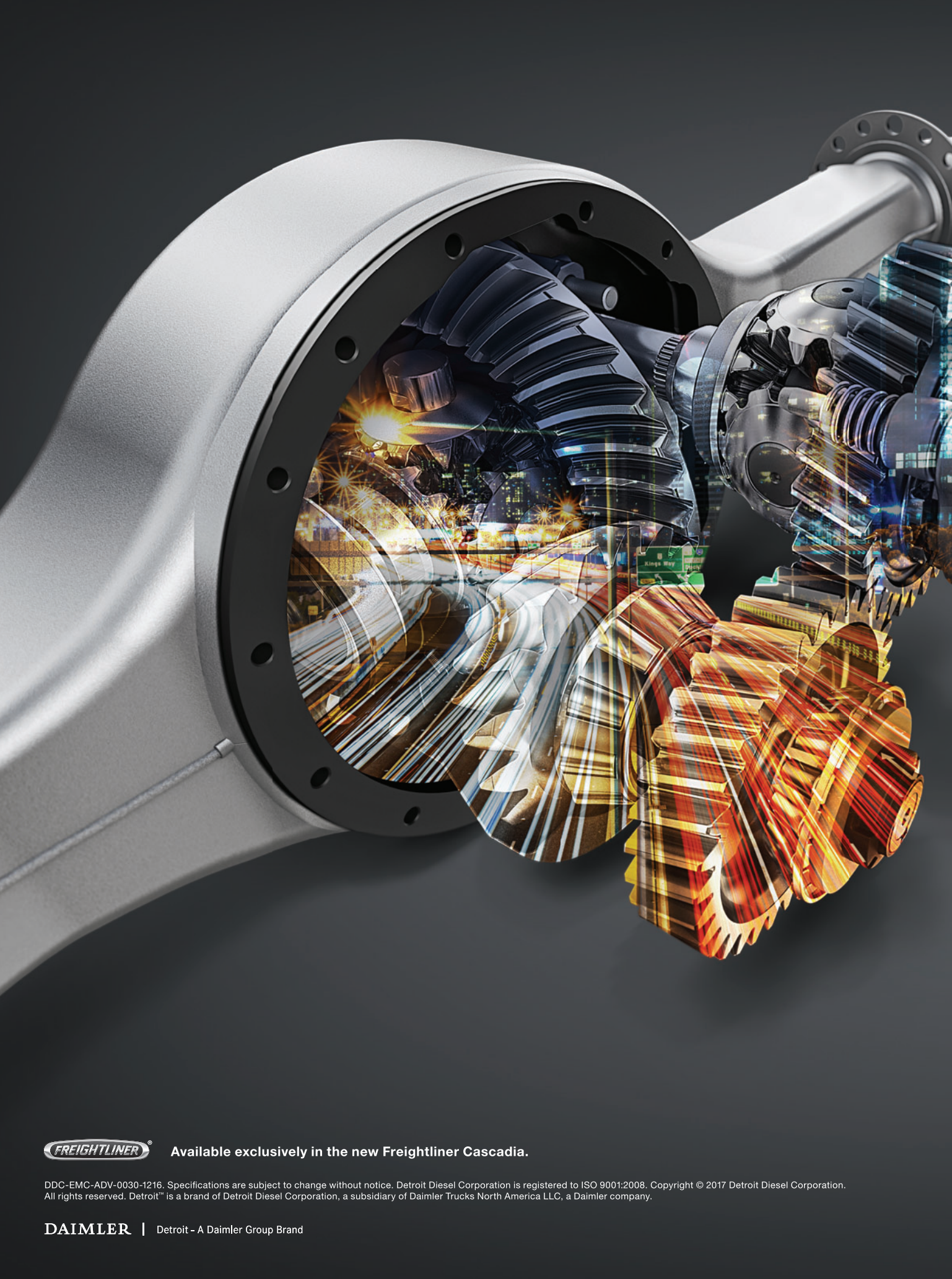

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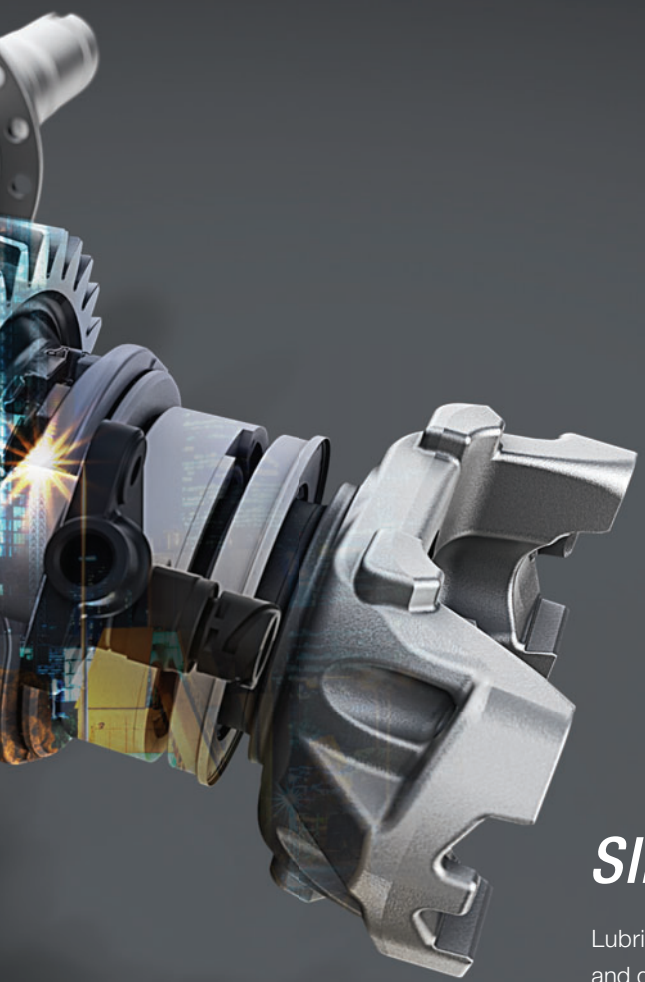

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Today's Trucking

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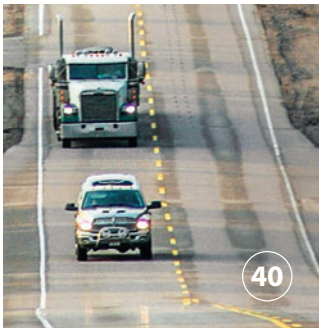
COVER PHOTO: MACK
Transmission choices have a key role in downspeeding.



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The Business Magazine of Canada's Trucking Industry

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Editor has no lessons to offer Trump

Re: Dear @realDonald Trump (March 2017)

It's weak-minded liberals like [editor John G. Smith] that are ruining the world. You do not represent the so-called Canadian way. The best you can do is to belittle the president of the United States. His job is to look after his country's best interest, not yours. Nobody [cares] about your views on so-called refugees and immigrants, especially Mr. Trump.

The president has no lessons to take from you. Next time you want to write another... article like this, think of the thousands of real non-sissy Canadian truck drivers you might be embarrassing to the world.

— **Make Lavoy**
By email

Truckers loving Trump

Re: Dear @realDonaldTrump (March 2017)

It seems like you are a not a President Trump fan and a strong Liberal/Trudeau supporter. I get this with your remarks about "Diversity is our Strength".

Have you watched the meeting with President Trump and the American truckers? It was genuine and many trucking officials, manufacturers, and awarded drivers love him.

Remember, the American people voted for him and many Canadians support his views on what is happening to North America.

— **Rick Sproull**
Prince Albert, Saskatchewan

ELDs not practical for mountain run

Here in the West, drivers regularly drive nonstop overnight, Vancouver to Calgary and Edmonton, and return the next night. With hard driving over two mountain ranges, the snow and wrecks would often push the trip over 13 hours. With paper logs, you would show 13 hours and everybody was happy.

With Electronic Logging Devices, drivers are forced to "race" through the ice and snow to make it in the 13-hour window, driving too fast for conditions.

Now the two-day trip takes three days, costing you a day's income. The company is unhappy, the customer is unhappy, the driver is unhappy. I'm sure other parts of Canada have the same problems.

— **Les Wilks**
Mission, British Columbia

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Speed limiters not working

It is amazing to me the stories about the Americans going to set speed limiters on trucks. They all say, "Look how well it works in Ontario and Quebec."

Well, it is pretty obvious to us out here in Western Canada that it is not working. You just have to drive down the highway to see who is passing you when you are doing 105 kilometers per hour. It is the trucks with Ontario- and Quebec-based plates.

I'm sure they are not stopping at the Manitoba border and turning up their trucks to run Western Canada. That would get a little expensive for every trip to say the least.

About the only trucking company that I've seen that's limited is J&R Hall. Kudos to them, even though I really don't agree with speed limiting. Most of us don't need it because we drive the posted speed limit or less, but have the power if we need it.

— **Rob Loffler**
Regina, Saskatchewan

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INTRODUCING THE NEW VOLVO VNR

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VOLVO

By John G. Smith

It's Howie Time

Football hero appears at truck show, and sneaks into a trucking magazine

If there's one rule that I have for the pages of *Today's Trucking*, it's that every word needs to focus on trucking. It's the reason we exist, and why the word "trucking" is splashed in bold letters across the front of every cover.

Then the NTEA had to invite former defensive end Howie Long to be a breakfast speaker during the annual Work Truck Show.

Anyone who spends a bit of time with me knows that I'm a proud member of Raider Nation; a lifelong fan of the Oakland-soon-to-be-Vegas Raiders. I wear Howie Long's jersey when I watch games. One of my prized possessions is a signed Howie Long football that sits in my home office. When any weekend comes, you can bet that I'll be wearing silver and black.

I've never filled out a registration form for a trade show more quickly. Sure, the annual show is one of my favorites on the trade show calendar. Look no further than our related coverage to see why.

But now there was this. It was Howie time.

The challenge would be finding a way to make his comments appear right at home in *Today's Trucking*. Surely Howie – and former Steelers great Terry Bradshaw – would say something about trucks. It was the Work Truck Show, after all.

Nope.

This will take some work.

The introduction offered a bit of background on the man who once recorded five sacks in a single game against the Washington Redskins. Howie (can I call him "Howie" now that we've sort-of met?) was playing high school football in Milford, Massachusetts in 1977. This happened to be the same year the Ford F-Series began its 40-year reign as the top-selling pickup truck in the U.S.

Truck reference Number One. Check.

Howie and Terry, let's call them both by their first names, begin talking about how the nature of players have changed. "The game is bigger, stronger, faster in every way," Howie says. "Because of that the impacts are bigger... I think we're at the envelope of what the players can take." A theme of size emerges again when he breaks down a Super Bowl play referring to the size and speed of individual players.

That reminds me: The Canadian Trucking Alliance is looking for Environment and Climate Change Canada to expand its definition of heavy linehaul tractors in proposed emissions rules, to include Gross Vehicle Weight Ratings between 80,000 and 120,000 pounds. That will better support the more-productive equipment that can be found on this side of the border.

Truck reference Number Two. Check.

The challenge would be finding a way to make his comments appear right at home in *Today's Trucking*.

Howie now begins telling the story of what it was like to watch his son Chris, also a defensive end, play in the Super Bowl with the New England Patriots. He had encouraged Chris to agree to a one-year deal with the Patriots, and then questioned whether he was a terrible dad for doing so when the team trailed the Atlanta Falcons by 28-3 in the third quarter. Of course, they went on to win 34-28 and secure another championship ring. "It's the most incredible thing I've ever seen," he says. "I must have said, 'Oh my God' 40 times."

That reminds me: Driver turnover at large truckload fleets has dropped to 71%. Drivers are less likely to hop from one contract to the next than they were last year.

Truck reference Number, uh, Two-and-a-Half?

Time to get back to some truck-specific content. But Howie, if you're reading this, and you ever want to talk trucks, give me a call. TT

John G. Smith is editor of *Today's Trucking*.
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By Rolf Lockwood

What Happens Now?

Washington seems bound to eviscerate the Environmental Protection Agency

Looks like Smartway's days are numbered, if not those of the entire U.S. Environmental Protection Agency (EPA). These days Washington is being very unkind to anyone who believes that our shared environment matters, that rivers and lakes and larger ecosystems need protection. Climate-change deniers are having a field day, and it's beyond shocking.

I'm no tree hugger, and I'm definitely not a big fan of the EPA, but it seems obvious to me that this is pure idiocy – based entirely on partisan vindictiveness with pretty much no foundation in science.

But back to Smartway. It's a voluntary government/industry partnership, with fleet and vendor members, launched by the EPA in 2004, aiming to reduce the carbon footprint of trucking operations and at accelerating the "availability, adoption and market penetration of fuel-saving technologies and operational practices". EPA claims that Smartway has cut fuel costs by nearly US $25 billion since it was formed.

Believe that figure if you like. The EPA's numbers have always been suspect in my view, but it doesn't much matter here. The fact is, fuel-saving technologies have been promoted and lots of people have benefited.

That said, I've never liked Smartway and I won't be especially sad if EPA budget cuts make it disappear. We have options. Like the North American Council for Freight Efficiency (NACFE), and Canada's own PIT Group, working in conjunction with the American Trucking Associations' Technology and Maintenance Council.

The thing is, Smartway approval became the de facto spec'ing standard for all manner of gizmology. Big shippers bought into it and demanded that their carriers embrace Smartway and spec' only officially approved componentry. It was blackmail pure and simple, and I know one carrier that emblazoned its trucks with Smartway decals that they printed themselves. That simple fakery was enough to get them in some shippers' doors.

But Smartway has never had any testing capacity of its own, so when product X claims official approval it does so on the basis of the maker's own testing to meet Smartway-mandated levels of efficiency improvement. That's likely to be third-party testing but it's no big trial to find questionable evidence applied to the approval process. I'd be wrong to say this is common, and I'd be correct to say that most "approved" tires and skirts and such deserve to be approved. But there has just never been a foolproof way to deal with this.

Yet, Smartway became god.

I won't shed a tear over its demise, if that comes to pass.

The EPA itself is also under threat, along with Greenhouse Gas emissions mandates. As it relates to trucking, I've had problems with that agency from the start. An intensely political beast with, again, not a strong enough foundation in science, the EPA has cost our industry billions of dollars with nary an apology to be heard. They have always been right.

The thing is, Smartway approval became the de facto spec'ing standard for all manner of gizmology

But they haven't been right. A sledgehammer was used at every turn when a more-subtle and considered approach would have served us all better.

I'm not for a second suggesting that we didn't have to do something to clean up diesel emissions. We did, though we weren't the villains the EPA often made us out to be. As I've said many times before, we could have aimed first for radically superior fuel economy instead of increasingly stringent emissions cuts – with no time allowed for proper technology development – and ended up in the same place. Without pain along the way.

Now I'm wondering how Canada deals with a neutered EPA, or no EPA at all. We've been following in lock step with Washington since the start, but do we still walk with them now that they're going backwards? That's a ludicrous notion but it's one of many questions that arise in the wake of seismic shifts to our south.

Dealing with all this won't be easy. TT

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

Dispat

A Changing Climate

Diesel is cheap, and environmental funding is under attack. Is there still a case for greener trucks?

By John G. Smith

Black smoke was once the inky signature of diesel engines everywhere. Now it has all but disappeared. A 1998 Model Year truck actually belched 35 times more smog-producing NOx and 60 times more Particulate Matter than equipment built to meet 2010 emissions standards, and that's before regulators turned their attention to Greenhouse Gases.

The trucking industry's environmental gains have not been limited to diesel, of course. Clean-burning fuels from natural gas to propane autogas, and even battery power, are now viable options – especially where medium-duty trucks and predictable operating ranges are involved. Nikola Motors has taken a further leap, pledging to produce electric Class 8 trucks as early as 2020.

Still, there is no mistaking a change in the underlying business climate. Steep diesel prices helped to make the business case for alternative-fueled equipment, which tends to come with premium price tags. Now diesel is relatively cheap. A new administration in the White House, meanwhile, wants to slash funding for the U.S. Environmental Protection Agency, which largely sets the emissions rules applied to equipment sold in Canada.

Don't prepare to burn coal dust just yet. The push for cleaner air continues, even if it originates from a source other than the U.S. federal government. California, for example, remains committed to reducing Greenhouse Gases to 1990 levels by 2020. "In California we are not debating climate science," said Jack Kitowski, chief of the California Air Resources Board's (CARB's) mobile source division, in a presentation during the recent Green Truck Summit in Indianapolis. "The facts will end up speaking for themselves."

Canada's federal government has aggressive targets of its own. Overall limits set for 2030, including emissions from other sources and industries, would require eliminating the same volume of gases currently generated by every existing vehicle on the road and then some, said Jody Proctor, Transport Canada's director – clean air policy analysis. About 25% of the unwanted Greenhouse Gases currently come from transportation, and trucks account for 30% of that.

"Transportation," she added, "clearly needs to be

> "Transportation clearly needs to be part of our climate change solution"
>
> — **Jody Proctor**, Transport Canada

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Trucks in the Crosshairs

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Trump Talks Trucks and Healthcare

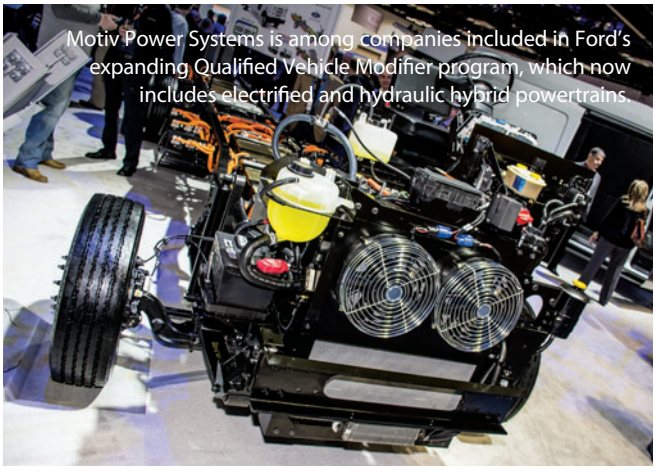
PG. 22
Automated Advances

part of our climate change solution."

Part of the solution will even involve changes to the fuel that is burned. This February, the Liberal government released a discussion paper as a prelude to clean fuel standards, to come by 2019. They're the types of standards that in British Columbia and Ontario already require 4% of every tank of diesel to include renewable fuels like biodiesel.

Wells to wheels

Wilfried Achenbach, Daimler Trucks North America's senior vice president – engineering and technology, just wants options to be compared fairly. Commitments to reduce Greenhouse Gases will require the trucking industry to "put on the brakes" when it comes to its thirst for diesel, he agrees. But a focus on "well to wheels" also considers emissions that emerge when producing different energy sources capable of moving a vehicle.



Motiv Power Systems is among companies included in Ford's expanding Qualified Vehicle Modifier program, which now includes electrified and hydraulic hybrid powertrains.

"Electricity is not for free environmentally," he explains. In the U.S., 39% of that power comes from burning coal, and 28% is from burning natural gas, which means diesel and electric powertrains are equally as clean. Each generates about 1.7 pounds of carbon dioxide to create a kilowatt-hour of energy. "Currently with our energy mix, it doesn't make any sense to go electric," he says. A shift in the equation would require more of the electricity to be produced through renewable sources like wind turbines or solar panels. That would require political will. And money.

Even when an electric option is possible, it's not necessarily practical. A tractor-trailer weighing less than 80,000 pounds might travel 950 kilometers on 450 liters of fuel, which itself will weigh 840 pounds including the Diesel Exhaust Fluid. Based on a 2022 forecast, a battery pack capable of that range will weigh about 11,000 pounds and cost more than $150,000, he says.

In colder climates like those in Canada, some electric vehicle ranges have also been 70% of those seen in warmer settings.

It helps to explain why electric rollouts have so far focused on lighter commercial equipment. But a business case for these zero-emission vehicles is clearly emerging. Several major cities around the world have announced goals to restrict

access to internal combustion engines.

"This is the future of the industry," said Jecka Glasman, Fuso's president and Chief Executive Officer, as her company unveiled a Class 4 electric truck known as the eCanter (see page 47). "It's going to be busy, it's going to be crowded, but goods are still going to need to be delivered."

Ford, meanwhile, has just expanded its Qualified Vehicle Modifier program to include companies like XL Hybrids, Lightning Hybrids and Motiv Power Systems that develop and install electrified and hydraulic hybrid powertrains. It's not all about powering the lightest pickups, either. Options already include the Ford F-650 and F-750 medium-duty trucks, Transit and E-series vans and chassis.

Such clean-running vehicles deserve to be seen as more than experiments. As recently as three years ago, most of CARB's financial incentives focused on early research and development. Now the money is more likely to be invested in ways to commercialize the equipment that emerged.

"We're past the teething issues of reliability," says Reuben Sarkar, the U.S. Department of Energy's deputy assistant secretary for transportation, referring to 30 makes and models of zero-emissions vehicles now on the market. "You're going to be getting falling technology costs in the future." The battery power that cost US $1,000 per kilowatt hour in 2008 is expected to cost $125 by 2022. Once it reaches $80 per kilowatt hour, the battery costs align with diesel and gasoline prices.

Alternative fuels

Environmentally friendly options are not limited to batteries, of course. Available fuels include renewable forms of propane, natural gas, and even diesel. Dimethyl Ether (DME) can be produced from organic waste. More readily available alternative fuels include propane and compressed or liquefied natural gas.

"Heavy trucks that replace diesel with natural gas reduce their [Greenhouse Gas] emissions up to 25%," says Stephanie Trudeau, senior vice president – regulatory framework, customers and communities at Quebec-based Gaz Metro, which distributes the fuel. The switch could save 35 tonnes of Greenhouse Gases per truck per year. Generate the natural gas from organic waste, something that is already fueling some waste management fleets, and the truck will save up to 195 tonnes per year.

Quebec, for its part, just renewed a package of financial support for natural gas vehicles and fueling networks.

"There's a certain amount of demand that's going to be there even in a low-diesel-price environment because customers have a duty cycle that's just perfect for natural gas," says Cummins Westport president Rob Neitzke. Think of medium-duty fleets that can be refueled overnight with slow-fill

Compressed Natural Gas connections in a shop, or operations with Gross Vehicle Weights under 80,000 pounds that can be pulled with available 12-liter engines.

Besides that, natural gas is still cheaper than diesel, he notes.

"Even with diesel prices being lower, propane prices are pretty cheap as well," adds Todd Mouw of Roush CleanTech, which makes and installs related fuel systems. And where diesel engines can now produce as little as 0.2 grams of NOx per horsepower hour, propane models hover around 0.05.

The options are not limited to school buses, either. Displays at the recent Work Truck Show included a Ford F-650 that runs on propane, and an F-750 medium-duty box truck that was being tested by a local bakery. Not only that, there is no need for a Diesel Particulate Filter and the related regen cycles, says Tucker Perkins, chief development officer with the Propane Education and Research Council. Other advantages when compared to diesel include longer oil drain intervals and quicker starts. Each tank stores about 85% of the content found in gasoline.

▲ Tanks of propane can typically store about 85% of the energy available with an equal volume of gasoline.

Proctor cites successful alternative fuel programs adopted by Canadian-based fleets including FortisBC, Canada Post, UPS, FedEx, and many public utilities. Quebec-based-EBI Energie is transforming residential waste into fuel, and Ballard Power continues to advance fuel cells, she adds.

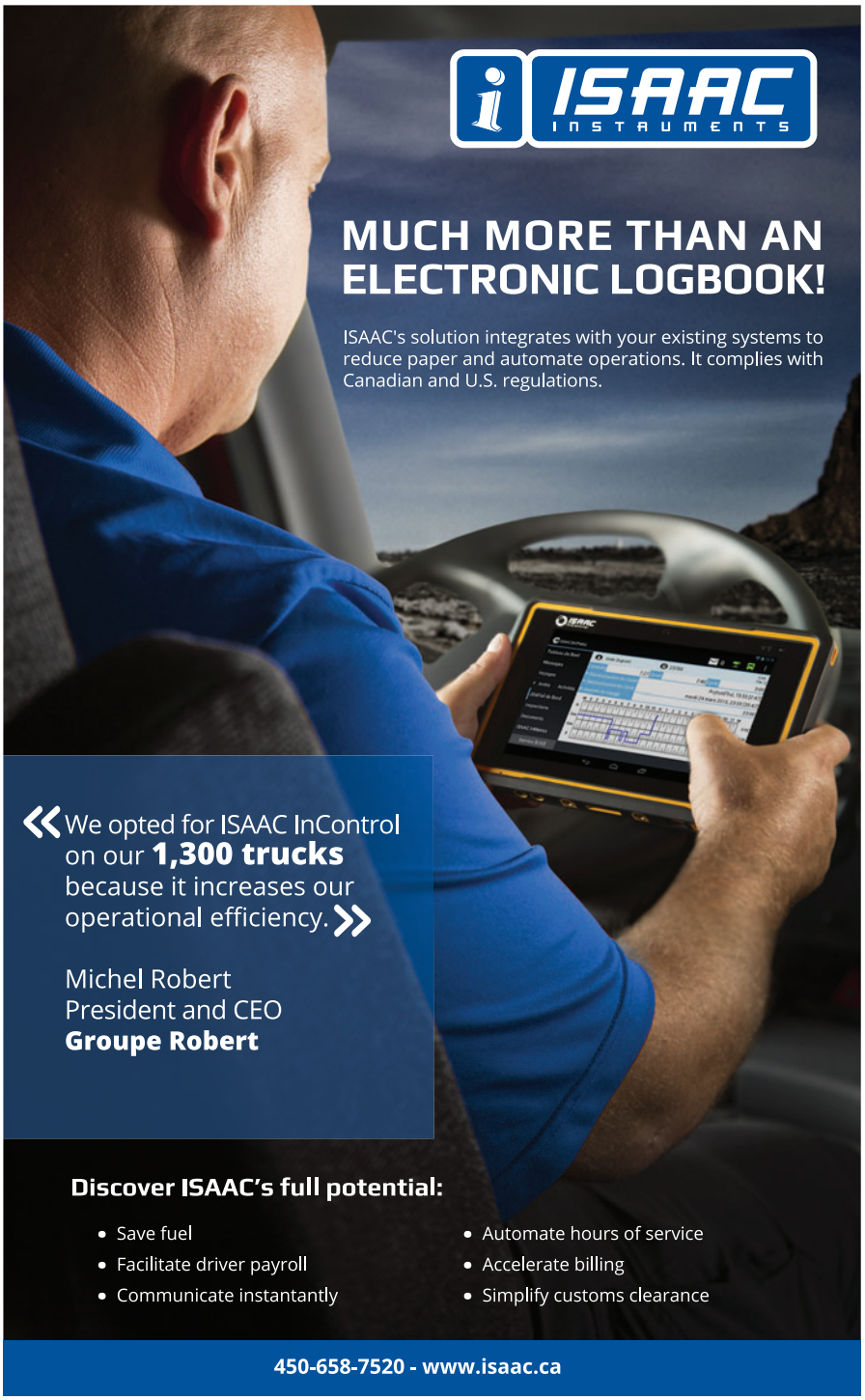
"We won't necessarily get where we need to be overnight," she says. "But we are really laying the groundwork."

Jim Castelaz, Chief Executive Officer of Motiv, refers to the way electric powertrains were once relegated to special sections of the Work Truck Show. Now they are displayed front and center along with their gasoline and diesel counterparts.

"The future is bright for electric trucks," he says. "There is really a general interest across the industry."

Sure, diesel is cheap today, but for how long? Many buyers are exploring equipment that will be in service for eight to 12 years, Castelaz adds.

"That's a long time to lock yourself into a very volatile resource... tomorrow's prices will not be what they are today." TT



Trucks in the Crosshairs

BC trucks targeted over 14-hour period

One man is charged with attempted murder after shots were fired at vehicles on BC highways 16, 37 and 97 over a 14-hour period that began Friday, March 24 at 8:30 pm – and police are looking for further witnesses.

Shots were reported in communities including Houston, Burns Lake, Vanderhoof, Clucuz Lake, Prince George, Quesnel and 100 Mile House. While there were no injuries during that initial shooting spree, bullets did hit radiators and windows.

Most of the shootings involved commercial vehicles, although one passenger vehicle was hit as well, RCMP Staff Sergeant Annie Linteau told *Today's Trucking*. There have been 22 reports of shot trucks overall.

The manhunt intensified on March 25. At 3:35 pm that afternoon, Chilliwack RCMP responded to reports of a man that had been shot on the community's Ford Mountain Forest Road. The 39-year-old victim of that shooting stumbled across Canadian Forces personnel working at a range on Chilliwack Lake Road, where he was given first aid and transported to hospital with non-life-threatening injuries.

The Integrated Police Dog Service and Lower Mainland Emergency Response Team arrested a suspect at 5:10 pm. Nearby, they found a 2009 four-door blue Dodge Caliber with Ontario plates, matching the description of a vehicle involved in the other shootings.

Peter Anthony Kampos, 38, has been charged with attempted murder. He is believed to be from Ontario.

"We are asking those who may have traveled Highway 37 on March 24, 2017 between Kitimat and Terrace, Highway 16 between Terrace and Prince George, as well as Highway 97 from Prince George to 100 Mile House, to carefully examine their vehicle for suspicious damage," says Linteau. "We are asking anyone who may have been the victim of a suspicious incident allegedly involving Mr. Kampos or the vehicle he was driving to contact their local detachment." TT

RCMP photo

▲ Police have linked this 2009 four-door blue Dodge Caliber to the shootings.

Knight-Swift Time

Truckload fleet merger creates US $6 billion powerhouse

Knight Transportation and Swift Transportation are merging in a blockbuster deal that creates one of the biggest truckload fleets in North America, valued at close to US $6 billion.

Created through an all-stock transaction, the new Knight-Swift Transportation Holdings will trade on the stock exchange as KNX.

Collectively, Knight and Swift had US $5 billion in annual revenue and were among the Top 5 truckload operations in dry van, refrigerated, dedicated, and cross-border sectors, while also holding a significant presence in brokerage and intermodal markets, the companies said.

Knight-Swift Transportation will remain headquartered in Phoenix, Arizona and have about 23,000 tractors, 77,000 trailers, and 28,000 employees.

Swift shareholders will own about 54% of the combined companies.

"By coming together under common ownership, the companies will be able to capitalize on economies of scale to achieve substantial synergies," said Richard Dozer, Swift chairman. "This is an exciting chapter in the Swift story and everyone who is a part of it should be both proud of what we bring to the table and excited about what lies ahead."

The two brands will still be operated independently and with existing leaders, said Dave Jackson, Knight's Chief Executive Officer.

Added Swift founder and controlling stockholder Jerry Moyes: "I cannot think of a better combination. The Knight and Moyes families grew up together, and the Knights helped me build Swift before starting their own company and making it an industry leader in growth and profitability. I am confident that we have the right approach to maximizing the contribution of both teams, and I look forward to helping the Knight-Swift leadership team in any way I can to continue the legacy of both great companies."

The combined company expects to generate pre-tax revenue and cost synergies of about US $15 million in the second half of this year, $100 million in 2018, and $150 million in 2019. Cited synergies include sharing best practices, purchasing power, broader geographic scale, and lower interest costs. Combined, the companies had about US $1 billion in net debt last year.

This year, Knight-Swift Transportation Holdings expects to make US $345 to $410 million in net capital expenditures.

The executive team will include executive chairman Kevin Knight, Chief Executive Officer Dave Jackson, and Chief Financial Officer Adam Miller. Once the transaction closes, Knight will serve as president of the Swift operating entities. Swift's chief executive officer and chief financial officer will also leave the business at that time. TT

Trumps talks trucks ... and healthcare

U.S. President Donald Trump met with representatives of the American Trucking Associations (ATA) and drivers from its America's Road Team in March, to talk trucking issues as well as healthcare. "We are here to tell you, Mr. President, that the trucking industry will support you as you work towards solving America's healthcare challenges," said Kevin Burch, ATA chairman. But the administration faced a roadblock in plans to introduce healthcare reform. The next day, it pulled a proposed bill because of a lack of votes.

Photos by the American Trucking Associations

TFI renames Dynamex, Hazen

TFI International has renamed Dynamex Canada, Dynamex U.S., and Hazen Final Mile as TForce Final Mile. The businesses are part of TFI's package and courier division, and generated $1.3 billion in 2016.

TFI International says the new North American division will increase opportunities in the same-day, last-mile delivery category and is in line with a focus on the expanding e-commerce sector.

In addition, TFI International renamed another one of its business units, Ensenda, as TForce Logistics.

Train opens new Montreal site

Train Trailer was scheduled to open a new Montreal facility on May 1, creating its second facility in Quebec.

"Securing a location in the heart of Montreal has been in our plans for a while. When the opportunity came up we were all over it and are excited about opening new doors in the Montreal market," said Rick Kloepfer, president of Train Trailer.

The new location is at 10525 le Chemin de la Côte-de-Liesse in Dorval, at a site commonly referred to by the industry as "the old Kingsway facility".

CTA weighs in on GHG proposal

The Canadian Trucking Alliance (CTA) is asking the federal government to balance safety and the environment in proposed emissions rules that credit the fuel economy gains realized through components such as Low Rolling Resistance tires.

"Regulating tire selection is a tricky business," says Geoff Wood, the group's vice president – operations. "Tires need to be spec'd for both safety and the environment. No one policy objective should trump the other."

Environment and Climate Change Canada recently released its plans for Greenhouse Gas limits that will apply to 2018-29 Model Year equipment, effectively mirroring those unveiled by the U.S. Environmental Protection Agency. But a tire market survey planned by Transport Canada should help find a balance between tire traction and fuel efficiency when finalizing the emissions regulations, the alliance adds.

The CTA is also asking regulators to expand the definition of heavy linehaul tractors in the emissions rules, to include Gross Vehicle Weight Ratings between 80,000 and 120,000 pounds. The rules as currently proposed offer "less-stringent" standards for tractors above 120,000 pounds – reflecting things like the powertrain needs for the higher payloads.

Purolator avoids Teamsters strike

Just one day after halting package pick-ups because of a strike threat, Purolator

returned to business as usual on March 29 when it reached a tentative labor deal with Teamsters Canada.

The deal still needs to be ratified by members of the union, and no specific details were released.

"We apologize to our customers for the inconvenience over the past few days," Ken Johnston, Purolator's vice president – human resources and labor relations, said in a statement. "We're happy to get back to delivering our customers' packages now that we've reached an agreement that positions the company and employees for sustainable growth in today's fast-changing marketplace."

Purolator's majority shareholder is Canada Post.

BC unveils plans for parking and more

British Columbia has unveiled plans to build a new 150-truck parking facility on Highway 17, streamline the permitting process for over-dimensional loads, and study emerging technologies.

Construction on the parking facility will begin this summer at the site on the north side of the highway, just east of the Port Mann Bridge, and should be completed by winter 2018. Facilities will include washrooms and showers, as well as security measures including fencing and lighting.

It's the second such facility announced for the Lower Mainland under a 10-year transportation plan known as BC on the Move. The first was built on Highway 91 at Nordel Way in Delta, and can hold up to 40 vehicles.

Also announced are plans for regulatory changes to replace permitting requirements for low-risk oversize and overweight vehicles. That could reportedly save the industry $8 million a year in permitting fees, the government says, referring to changes that are to come this fall. Meanwhile, the Ministry of Transportation and Infrastructure will increase the maximum weight allowed on 10-axle container trucks, and examine new tire and axle technologies.

Alliance applauds new recall process

The Canadian Trucking Alliance (CTA) is applauding the federal government's decision to reinforce Canada's vehicle recall process, governed under Strengthening Motor Vehicle Safety for Canadians Act (Bill S-2).

"Bill S-2 will grant the federal transport minister new powers to order manufacturers and importers of the majority of power units and trailers sold in Canada to issue recall notices and order the correction of any issues of non-compliance, which the minister believes is in the interest of safety," said Stephen Laskowski, president of the CTA, which made several related recommendations in a recent white paper. "While that suggests the scope of the policy may be somewhat

limited to matters of safety, this is a positive development for purchasers of heavy-duty trucking equipment."

Bill S-2 applies to any vehicle or equipment manufacturer that produces products which receive a national safety mark, anyone that sells a vehicle or piece of equipment to which a national safety mark is applied, and/or any imports of vehicle or equipment of a class to which standards are prescribed.

While the wording "in the interest of safety" is not defined by the Motor Vehicle Safety Act or regulations, research conducted by Gowling WLG on behalf the CTA indicates many Transport Canada websites and publications suggest what the minister could consider when evaluating specific defects or matters of non-compliance.

"There are several factors at play here but it really comes down to a problem that occurs with little or no warning and is not due to everyday wear and tear, a lack of maintenance, or negligence by the owner," says Laskowski, adding that the definition appears to be limited to the range of defects that directly endanger someone's safety, not defects that cause an indirect safety-related issue.

Lockout leads to knockout

Ontario Provincial Police say a driver had to be treated for injuries in March after locking himself out of his cab along Highway 401 in Eastern Ontario.

According to investigators, the driver struck himself in the head while attempting to gain access to the cab by smashing a window. The 46-year-old Quebec driver was released after paramedics treated his injury.

NorthEast moves into Dartmouth

NorthEast Truck and Trailer has expanded into Dartmouth, Nova Scotia, acquiring Provincial Equipment, a Utility Trailer dealer.

The new location will be a sales, service and parts facility.

"Provincial Equipment is a significant trailer dealer in the Atlantic Canada region, and their location in the Burnside Industrial Park is perfect," said Andy Leblanc, general manager for NorthEast Truck and Trailer, adding that Dartmouth is a large logistics hub on the eastern seaboard.

With the addition of the new facility, NorthEast Truck and Trailer now has two full-service locations in the Maritimes.

Bestpass expands, eyes Canadian routes

Bestpass has unveiled a toll management system designed specifically for those who lease equipment of any size – and by 2018 it expects to include most Canadian toll routes in its North American network.

The Leased Equipment Toll Solution (LETS) features re-billing from the lessor to lessee, allows transponders to be transferred from leased providers to customer accounts and back again, and offers the ability to customize the service for individual leasing provider needs. It includes all major U.S. toll roads and more than 40 tolling groups.

Bestpass is actively looking to add Canadian and Mexican toll routes to its network, too. Toronto's 407 toll highway may be "a straggler", but most of Canada's truck-related routes should be covered by Bestpass in 2018, Andrews said, responding to a question from *Today's Trucking*. It already supports the Ambassador Bridge connecting Windsor, Ontario and Detroit, Michigan, and is included in Request for Proposals on the planned Gordie Howe Bridge in the same area.

Bestpass has more than 300,000 transponders on the road, and processes about US $1.5 million in tolls per day.

Tallman to sell, produce Cobras

Tallman Group has acquired the rights to produce and sell the complete Cobra Trailers product line.

The equipment will be manufactured at Peel Truck and Trailer's Mississauga, Ontario location.

"We are committed to offering value to our customers with the complete Cobra lineup that has delivered exceptional quality in the industry," said Kevin Tallman, president of Tallman Group.

Manitoba ratings policy being reviewed

Manitoba Infrastructure has agreed to work with the Manitoba Trucking Association (MTA) to establish an interim policy for the province's Carrier Profile System (CPS) and safety ratings – and address an existing model that has reportedly caused Manitoba fleets to lose business opportunities.

The existing rankings and auditing processes are unfair to Manitoba fleets, says executive director Terry Shaw, adding that carriers are forced to pay for full audits to change their safety ratings rather than simply letting performance speak for itself. He received news of the government's commitment on April 6.

"Relative to policy in other jurisdictions, Manitoba companies were unfairly burdened," he says. The association has argued that Manitoba carriers have lost out on contracts because the marketplace was putting a lot of weight on the province's "one-word safety ratings" despite actual on-road performance thresholds.

"In 2014, the MTA and the Manitoba Motor Carrier Division recognized the need to update our Carrier Profile System," said Shaw. "We appreciate that it's a complicated process, and the government works at the speed it does. We're not faulting anybody. But in the

interim, the process to get your safety rating changed in Manitoba was incredibly complicated and expensive."

Another challenge is that each province currently interprets the National Safety Code in a different way, he said. Alberta and Saskatchewan, for example, base ratings on 12 months of data, while Manitoba uses 24 months.

"As long as these differences aren't meaningful and all carriers are subjected to relatively the same practices, rules, etc. – and the end result of these practices equals relatively the same thing – then people don't get too caught up in the differences," said Shaw.

Reset lengths don't affect performance

New research finds little difference between the performance of drivers who take one- or two-night restarts in Hours of Service, but still finds some extra benefit to a 34-hour restart.

The study by the Federal Motor Carrier Safety Administration found that drivers using either one-night or two-night restart periods had similar average working hours, average hours in duty periods, average numbers of safety critical events per 100 hours of instrumented driving time, average psychomotor vigilance test response speeds, and average subjective stress scores. But the 34-hour (two-night) resets gave drivers a chance to achieve the time and quality of sleep needed to recover from fatigue and reduce stress, the study adds.

The affects of safety and fatigue were seen as relatively the same whether drivers had more or less than 168 hours between rest periods.

Researchers looked at five-month work schedules and reviewed events like crashes, near crashes, operator fatigue/alertness, and short-term health outcomes. The report has now been submitted to the U.S. Congress.

"The release of this report closes what has been a long, and unnecessary, chapter in our industry's drive to improve highway safety," said American Trucking Associations president Chris Spear. "We knew from the beginning that these Obama administration restrictions provided no benefit to safety, and in light of the DOT's findings – corroborated by the DOT Inspector General – it is good for our industry and for the motoring public that they will be done away with."

Guidelines requested for hair sample tests

The American Trucking Associations has called on U.S. Health and Human Services Secretary Tom Price to supply guidelines for the use of hair samples in driver drug tests.

"Many trucking companies are using urinalysis to meet federal requirements, while also paying the additional cost to conduct hair testing," American Trucking Associations president Chris Spear said in a related letter. "We are frustrated that the previous administration failed to meet the statutory deadline."

The ATA believes testing hair is more effective.

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Automated Advances

Gains in autonomous vehicles not limited to technology

The technology needed to create autonomous vehicles continues to move forward, but it could still be quite awhile before self-driving vehicles become an active part of the trucking industry.

"I think one of the big issues is the Hollywood glamor of autonomous vehicles compared to the reality we are in," says Thomas Balzer, president and Chief Executive Officer of the Ohio Trucking Association. "We're really in the infancy of this thing."

Many people don't realize the work and research behind each simulated road test or staged delivery, he said during a panel discussion at the Truckload Carriers Association's annual convention. "Every time you are using Google Maps… they're collecting that data to map this, but we're still long ways away from that Hollywood reality."

Still, there is no mistaking the advances that have been realized.

"The [building blocks] are derived and developed from safety systems and driver assistance systems that we have. I think it's important to understand the levels of autonomous systems we already have on the road," said Kary Schaefer, general manager of marketing and strategy for Daimler Trucks North America.

The legal framework to allow such vehicles on the road is also being prepared in Washington, said Mike Cammisa, vice president of safety and connectivity of the American Trucking Associations (ATA). But even that will take time.

"We're used to the federal government regulating the equipment, and right now it's a little bit early for people to know how to regulate automation," he said, noting how individual states are concerned about the prospect of automated truck fleets.

The discussion shouldn't focus on getting rid of the driver, Schaefer said. "I think the focus for the industry is not how you remove the driver, or how you get a driverless vehicle, but how do you move goods from point A to point B as safe, efficient and reliable as possible."

She believes the automotive industry will lead the charge as technologies become more advanced. It's about more than developing vehicles or other transportation-related equipment, she added. It's part of the race for artificial intelligence.

"How do you emulate decision making through a machine? And that's what everybody is chasing," Schaefer said.

Cammisa acknowledged that while autonomous technology advances, many companies recognize drivers as more than just a navigator.

"At ATA, we always talk about the role of drivers may change, but we see drivers still quite involved in the trucking industry for the foreseeable future," Cammisa said. It's why the association avoids using terms like "driverless" or "unmanned vehicles" and instead uses terms like "automated" vehicles and technologies. At the end of the day, carriers will choose the technologies that make the most sense for their businesses.

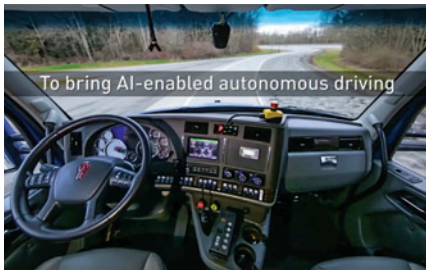
"The driver has a lot of different activities that he or she takes care of through the course of the day and those things aren't going to go away," Cammisa said. TT

TESTING, TESTING

More research projects explore autonomous, platooning trucks

Engineers were active early this year, adding to the data about emerging autonomous and platooning vehicle technologies.

PACCAR tests autonomous truck



Screenshot via NVIDIA

PACCAR has produced the prototype of an autonomous truck with support from NVIDIA, a computer hardware and software developer. NVIDIA's Drive PX 2 AI technology – which is also used by Tesla – has an SAE Level 4 ranking, which is the second-highest level of automation, exceeded only by full automation.

"This is probably the largest single mass of a product that we've helped make," said Jen-Hsun Huang, NVIDIA founder and Chief Executive Officer, during a keynote presentation at Bosch Connected World.

Volvo takes platoon to the open road

Volvo Trucks photo

Volvo Trucks – alongside Partners for Advanced Transportation Technology (PATH) from the University of California Berkeley – has successfully demonstrated partially automated highway truck platooning in a real-world setting.

Three Volvo VNL 670 tractors hauling cargo containers traveled within 50 feet of one another at about 90 kilometers per hour along Interstate 110 in Los Angeles, showcasing Cooperative Adaptive Cruise Control.

The vehicles maintained the steady speed and spacing using forward-looking sensors and Vehicle-to-Vehicle communication.

Tops at TCA

Bison chief to lead truckload group. Fleet collects safety, top driver awards.

Rob Penner

Just two months after being promoted to Chief Executive Officer of Bison Transport, Rob Penner has been tapped to serve as chairman of the Truckload Carriers Association in 2017-18. And he's calling for action during the term.

"We need more and we are capable of delivering more," Penner said. "It's time for us to move from debate to action and we need to chart our paths, detail our strategy and focus on executing on that strategy to get some meaningful things done."

The association plans to produce a position paper to focus on changes that would enhance industry productivity and profitability across North America.

Penner said trucking appears to be "trapped" in telling lawmakers and regulators what it doesn't want. He wants the voice to focus on what the industry stands for and desires.

"To use a trucking analogy, we need to decide if we're going to be the truck or the trailer. We can continue to be the trailer, and follow along the path others are taking us on, or we can choose to be truck," he said. "To be the truck we need to be actively involved in managing our own path. We must map the route that will take us where we want to go."

It isn't the only mark his fleet has made at the association. Bison Transport was awarded the National Fleet Safety Grand Prize for large carriers this year, with fellow Manitoba carrier Big Freight securing the award for carriers that accumulate less than 40 million kilometers per year. The honor is linked to low accident frequencies, and Bison has held it seven times.

Bison was also named the overall Best Fleet to Drive For in the large fleet category, under a program produced by CarriersEdge in partnership with the Truckload Carriers Association.

Driver Murray Manuliak, meanwhile, was named the association's Company Driver of the Year, recognizing 25 years of service and almost 5 million accident-free kilometers. TT

Food for Thought

Protect against the risks of new U.S. food rules

Carriers should treat food like high-value cargo if it's covered by new regulations under the U.S. Food and Drug Administration's Food Safety Modernization Act, legal experts told a crowd at the annual meeting of the Truckload Carriers Association.

Representatives with Benesch, Friedlander, Coplan and Aronoff even suggest it might be a good idea to offer lower rates to shippers willing to accept a limit of liability on claims for compromised or "adulterated" food shipments.

As of April 6, carriers with an annual revenue of more than US $27.5 million must comply with the act's regulations for safely handling food.

The Sanitary Transportation of Human and Animal Food (STF) Rule was finalized a year earlier, and introduced

requirements for shippers, loaders, carriers, rail carriers and receivers involved in transporting certain foods.

"All it did was allow the [U.S. Food and Drug Administration] to make new rules," said Chrisopher Lalak, an associate with the law firm.

Generally, the STF Rule covers all human and animal foods, additives, and dietary supplements in addition to foods regulated under the federal Food, Drug and Cosmetic Act, such as animal food, food additives, and dietary supplements. But the legal team says carriers shouldn't agree to regulatory requirements for products that aren't covered, or obligations that can't practically be met, and reassign responsibilities to those in the best position to ensure compliance.

"Look what you're agreeing to," said Lalak, adding that carelessness with contracts could lead to problems down the road. The U.S. Food and Drug Administration also allows carriers to allocate different responsibilities to the shippers and companies they work with, and this could help avoid potential legal issues.

In addition, carriers should have a procedure to follow if they become aware of any problems with temperature controls or other conditions that might compromise a food shipment – and determine exactly who is qualified to determine if a shipment is compromised or "adulterated".

It's about addressing potential challenges before they occur, and incorporating terms into contracts, rules, publications, and bills of lading.

"There's a bit of a notion out there that [the act] required you to do something different than before, operationally," Lalak said. But while there's a lot of paperwork and contractual differences, the regulation shouldn't provide many barriers or conflicts for those who were already following best practices.

There are some exemptions to the new rules, though.

Small shippers, receivers and carriers will be exempted from the rule. Food that is completely enclosed by a container unless the food requires refrigeration for safety, compressed food gases, human food by-products for use as animal food, and live food animals excluding mollusks and shellfish are excluded as well. Food that travels through the U.S. but is not distributed there will fall outside the rules, too.

"The FDA specifically say frozen foods were not covered, because of the time that it would take frozen food to become unsafe during food transportation due to variance in temperature," said Stephanie Penninger, an associate with the law firm. "They didn't think that it would actually be a problem like it would be for perishables, meats and other types of food." TT

Looking Forward... and Up

Manufacturers predict improving truck sales

By John G. Smith

There must have been a few grim faces during dealership sales meetings in 2016. Just 23,000 Class 8 models were sold in Canada and fewer than 193,000 were sold in the U.S. Those are still relatively strong numbers in a historic sense, but a fraction of the 269,000 sales in 2015. As last year came to a close, many manufacturers were predicting a slow first half for 2017 as well.

But things appear to be looking up – and earlier than expected.

Original Equipment Manufacturers at this year's Mid-America Trucking Show were somewhat bullish about the market to come, citing a growing U.S. economy and stabilizing product inventories, among other factors.

What a difference a few months can make. Earlier this year, Bendix Commercial Vehicle Systems was projecting Class 8 truck sales would drop about 5-10%. Now it expects the market to grow about 5%.

"Overall, I think the economy has turned for us in the trucking industry," Bendix chairman Joe McAleese observed, noting that fewer orders are being canceled. Truck tonnage and utilization both seem to be under control, too.

Construction in the U.S. is at a 10-year high and auto sales are solid, noted Kenworth general manager Mike Dozier, adding that consumer confidence is at a 15-year high and expected to remain strong. Inflation, gasoline prices, unemployment, and interest rates are all relatively low.

Freight tonnage is up 1-2%, prices are improving in the spot freight market, and oil rig counts are rising, said Kyle Quinn, Peterbilt's recently named general manager, adding that the market for used trucks is expected to stabilize.

They're factors that have led the two PACCAR companies to project a North American Class 8 market of 190,000 to 220,000 trucks, on top of about 85,000 medium-duty units.

"The economy is chugging along, which is good news for our industry," said John Walsh, Mack's vice president – global marketing and brand management, offering a projection of 215,000 Class 8 North American sales this year.

The broader economy isn't the only factor at play. Walsh referred to 2016 as "the year of the inventory", citing an excess number of available trucks that continued to flood the market as sales plunged. "We seem to have worked through this glut. Orders are picking up."

Those who referenced their capacity to meet growing demand also seemed to stress ongoing investments in their U.S. production capabilities. Kenworth teams referred to the US $70 million invested in Chillicothe, Ohio and Renton, Washington facilities in the last five years. Peterbilt pointed to a recently completed expansion in Denton, Texas, which included a new 102,000-square-foot test building and Automated Storage Retrieval System that holds painted hoods, sleepers and cabs.

U.S. President Donald Trump has been stressing the need to bring jobs back to the U.S., and been openly critical of businesses that build products in Mexico and China.

"This is nothing we dreamed up just because of a new administration," stressed Walsh, after referencing the rollout of a three-year, US $84-million transformation of Mack's Lehigh Valley truck plant in Pennsylvania. "We were born here, we were raised here, we helped to build the country."

McAleese, however, raised concerns about a proposed border adjustment tax that would offer a competitive tax advantage for companies that make goods in the U.S. rather than importing products.

"The corporate tax proposal, it's not going to reduce taxes. It's going to have winners and losers," he said, adding that it would affect choices in suppliers. "I don't believe it's going to achieve the objective." TT

Manufacturers were stressing U.S. production capabilities when discussing projections for stronger truck sales.

Photo by John G. Smith

> "The economy is chugging along, which is good news for our industry"
>
> — **John Walsh**, Mack Trucks

Leadership Lessons

Female industry execs stress work-life balance

The career paths to leadership roles don't always take straight lines. Kelli Saunders, president of Morai Logistics, began by answering the ad for a telemarketing rep at a logistics company. Anne McKee, Chief Operating Officer at Trailer Wizards, began studying earth sciences. Michelle Arseneau, managing partner of GX Transportation, was still in high school when she joined her sister at a fleet office job that paid better than local retailers.

"I don't know if I believe in career paths," McKee adds. "Meanderings used to work very well for me."

Despite the varied career paths, they share many similar career philosophies – and offered them up during Trucking HR Canada's recent Women with Drive summit in Toronto.

Strong leadership strategies adopted by others certainly helped them advance in personal career paths. Saunders, who now leads a company where 85% of employees are female, credits one of her early employers for encouraging women to take on roles of every sort. "It didn't matter our gender. We could do anything we wanted to," she says.

For those looking to move into management roles of their own, Saunders stresses the value of asking. "If you go out and you ask for what you want, 99% of the time you're going to get what you're asking for," she says. Admittedly, it is one of the gender gaps that she sees throughout business. Men will apply for roles when they are 40% qualified, but women will rarely put forward their names unless they are 100% qualified, she notes, referring to an often-referenced stat. Arseneau referred to her recent search for an Information Technology manager, and how there wasn't a single female candidate.

Mentorship has helped guide each of them in careers where they now guide other people. Saunders counts Trailcon Leasing's Al Boughton as a personal mentor, and herself mentors four people in legal, finance and social media roles. "I find with mentoring it's part of my responsibility to give back," she says. "I want to teach people what I've learned." McKee, meanwhile, meets once a month with her mentor and always has a set agenda listing items that could benefit from feedback.

Their successful leadership strategies are not all directly linked to the mechanics of running a business. Each stresses the value of encouraging a work-life balance. "It can be a struggle. I really like what I do and I spend a lot of time at it, and when I'm not at work I'm thinking of work," McKee admits. But she recently instituted a policy that those on vacation had to appoint designates rather than sitting by their smartphones. Meanwhile, those who have non-driving jobs at GX Transportation have been given a Results Only Work Environment.

"I don't really care if someone comes in at 8:00 and leaves at 5:30," Arseneau says. "If you can get your work done in half the time, then do it in half the time."

All three have found another sense of balance with a focus on personal health. Trailer Wizards employees can often hear the rhythmic sound of McKee's treadmill. Arseneau is careful to schedule personal time for family and exercise, even if it means performing work-related tasks at odd hours. Saunders prefers spinning and yoga classes.

"It's really important to me because I'm hyper, but it also gives me the energy to get through the day," Saunders says. And she wants employees to share in the benefits. That's why she's planning to have a dance instructor come in for classes.

They all recognize that business success is realized by the teams they build. It's why Morai Logistics exposes job candidates to group interviews, and often won't hire someone unless they feel like a good fit. There are two rules in the office. If someone gossips, it will be made public. ("It's amazing how quickly gossip goes away," Saunders says.) And respect for fellow employees is also demanded.

GX Transportation recently hired a consultant to help define the workplace culture because it was so important. They called it, "How to make work not suck." The intensive three-day session defined what the company was. Regular lunch-and-learns that followed help to ensure that employees have a way to convey ongoing challenges.

And McKee stressed the value of cross-training to support employee growth. "It's about attitude. It's about capability," she told the crowd, many of whom held recruiting and retention responsibilities of their own. "It's about finding challenges and rising to them." TT

Photo by Peter Power

Kelli Saunders, Anne McKee and Michelle Arseneau offer leadership insights during Trucking HR Canada's Women with Drive event.

Photo by John G. Smith

Strong Appeal

Trailer makers honored for tougher guards

Press conferences about vehicle components are seldom emotional affairs, but Stoughton Trailers' presentation stressing the importance of strong underride guards was different.

Standing in front of one of the redesigned underride guards that the company has made a standard offering on all of its van trailers, Marianne Karth described the May 2013 crash that brought her to the event.

Her Crown Victoria was hit by a tractor-trailer and sent spinning backward into the rear of a second trailer. The underride guard detached. The car slid underneath. Her 17-year-old daughter, AnnaLeah, was killed instantly. Her 13-year-old daughter, Mary Lydia, died a few days later.

First she showed journalists a hand-made dress that was never worn. Then she held up a pair of braids that were cut off by an emergency room nurse in the frantic hours after the crash. "That's what I have of Mary," she said with a quivering voice.

Karth had never heard of underride guards before the crash. Never gave them a second thought. Now she is championing a call to require tougher standards.

Between 2004 and 2014, 2,205 people died in underride crashes in the U.S. Even guards that meet federal safety standards established in 1998 have been shown to crumple at the outside edges.

But the Insurance Institute for Highway Safety recently awarded a ToughGuard designation to five manufacturers – Stoughton, Great Dane, Manac, Vanguard and Wabash – that have passed a test where 30% of the front of a car hits the outer corner of the guard at 55 kilometers per hour. Each guard has also passed tests with the cars striking the guard head on, and with half the front of the car hitting the guard.

Several different product upgrades were involved. Stoughton, Vanguard and Wabash have added vertical supports to the outer edges of their guards, while Great Dane added larger fasteners to vertical supports and increased the size of the lower horizontal member.

"Too many people die in crashes with large trucks because underride guards are too weak," says David Zuby, the institute's executive vice president and chief research officer. "At first, only one of the semitrailers we evaluated passed all three tests – the Manac. Now five trailers do. Manufacturers really took our findings to heart and voluntarily improved their guard designs." TT

Working Northward

Canada a focus for NTEA in 2017

The 53rd president of the NTEA is clearly looking northward when setting the work truck group's goals for the coming year.

Citing the importance of a "global" presence, Adam Keane's inaugural address at the recent Work Truck Show in Indianapolis, Indiana referred specifically to the group's Canadian office and successful meetings with regulators on this side of the border.

"This is about making sure the NTEA provides a unified North American voice for the work truck industry," says Jeff Phillips, who oversees the association's Canadian activities. "So many NTEA member companies have either people or products or parts crossing the Canada-U.S. border."

The supplier group opened its Ottawa office in 2014, and now has about 75 Canadian members, largely based around Vancouver's Lower Mainland, Montreal, and Southwestern Ontario.

Last May the NTEA's executive committee met with representatives of both Transport Canada and Environment and Climate Change Canada, as well as members of parliament.

Vehicle platforms are increasingly global, Phillips adds, referring to the need to ensure suppliers with a presence in Canada and the U.S. are competitive.

"If you create a unified voice in North America, North America can more-effectively compete on a global scale."

Purchasing Plans

A 2017 survey by the NTEA took a closer look at vocational fleets, finding that:

- 93% expect to acquire some vehicles this year, compared to 86% last year
- 39% expect to increase their vehicle counts this year, up 7% from 2016.
- 40% report a rising average truck age.
- 55% say their average truck is 5-10 years old.
- 56% say they have exceeded their typical replacement cycles.
- 53% use telematics.

(source: NTEA 2017 Fleet Purchasing Outlook)

Have truck sales begun to recover?

Several manufacturers are reporting a light at the proverbial end of the tunnel when it comes to truck sales, offering higher sales projections for 2017. (See Dispatches, Page 25.)

The glut of inventory that slowed sales in 2016 appears to have worked its way through the sales channels, says John Walsh, Mack's vice president – global marketing and brand management. Underlying economic indicators like construction activity are improving, too.

Freightliner led the way in Class 8 sales in both Canada and the U.S. in February, representing 35.3 and 37.9% of the respective markets. But in Canada it is International that holds the second position in market share at 14.6% for the year to date – even though Peterbilt and Kenworth both sold more trucks in the month.

In Class 7, International continued to hold the lead in year-to-date sales followed closely by Hino. Shift down to Class 6 and the top two positions exchange spots, with Hino taking the lead. But in Class 5, Ford is clearly the dominant player with 59.3% of the Canadian sales and 63.5% of U.S. sales.

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

Canada – February 2017

	SALES		MARKET SHARES	
CLASS 8	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Freightliner	486	1,005	33.2	35.3
International	166	414	11.3	14.6
Kenworth	203	407	13.8	14.3
Peterbilt	210	360	14.3	12.7
Western Star	129	247	8.8	8.7
Volvo Truck	164	235	11.2	8.3
Mack	108	175	7.4	6.2
Other	0	0	0.0	0.0
Total	**1,466**	**2,843**	**100.0**	**100.0**
CLASS 7	**Feb.**	**YTD**	**Feb. %**	**YTD %**
International	104	167	31.3	29.7
Hino	92	161	27.7	28.6
Freightliner	45	88	13.6	15.7
Kenworth	35	64	10.5	11.4
Peterbilt	41	62	12.3	11.0
Ford	15	20	4.5	3.6
Total	**332**	**562**	**100.0**	**100.0**
CLASS 6	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Hino	54	102	38.3	44.5
International	66	80	46.8	34.9
Freightliner	15	38	10.6	16.6
Ford	5	7	3.5	3.1
Kenworth	1	1	0.7	0.4
Peterbilt	0	1	0.0	0.4
Total	**141**	**229**	**100.0**	**100.0**
CLASS 5	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Ford	314	518	61.1	59.3
Dodge/Ram	89	162	17.3	18.5
Hino	61	115	11.9	13.2
Isuzu	48	74	9.3	8.5
International	1	4	0.2	0.5
Freightliner	1	1	0.2	0.1
Mitsubishi Fuso	0	0	0.0	0.0
GM	0	0	0.0	0.0
Kenworth	0	0	0.0	0.0
Peterbilt	0	0	0.0	0.0
Total	**514**	**874**	**100.0**	**100.0**

U.S. – February 2017

	SALES		MARKET SHARES	
CLASS 8	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Freightliner	4,310	8,387	38.5	37.9
Peterbilt	1,816	3,678	16.2	16.6
International	1,306	2,599	11.7	11.7
Kenworth	1,331	2,519	11.9	11.4
Volvo Truck	1,048	2,226	9.4	10.1
Mack	1,105	2,175	9.9	9.8
Western Star	281	553	2.5	2.5
Other	3	7	0.0	0.0
Total	**11,200**	**22,144**	**100.0**	**100.0**
CLASS 7	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Freightliner	2,131	4,333	52.1	54.0
International	956	1,896	23.4	23.6
Peterbilt	390	739	9.5	9.2
Kenworth	252	499	6.2	6.2
Ford	168	297	4.1	3.7
Hino	193	265	4.7	3.3
Total	**4,090**	**8,029**	**100.0**	**100.0**
CLASS 6	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Ford	1,642	3,728	29.1	35.1
Freightliner	2,005	3,337	35.5	31.4
International	1,438	2,311	25.5	21.7
Hino	446	960	7.9	9.0
Kenworth	101	271	1.8	2.5
Peterbilt	18	27	0.3	0.3
Total	**5,650**	**10,634**	**100.0**	**100.0**
CLASS 5	**Feb.**	**YTD**	**Feb. %**	**YTD %**
Ford	3,777	7,015	62.5	63.5
Dodge/Ram	1,590	2,682	26.3	24.3
Isuzu	282	570	4.7	5.2
Freightliner	272	537	4.5	4.9
Hino	98	180	1.6	1.6
International	15	35	0.2	0.3
GM	10	23	0.2	0.2
Mitsubishi Fuso	2	2	0.0	0.0
Kenworth	2	4	0.0	0.0
Peterbilt	0	0	0.0	0.0
Total	**6,048**	**11,048**	**100.0**	**100.0**

Source: WardsAuto

Pulse Reader Survey

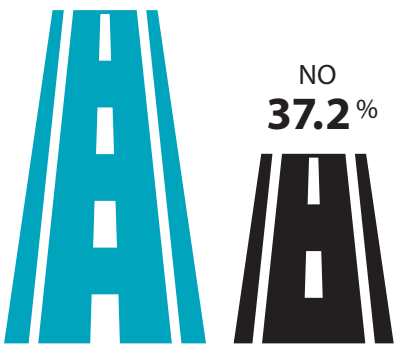
Tell us your views on... Inspections

This year's 72-hour **Roadcheck inspection** blitz is scheduled for June 6-8, but it is not the only time that enforcement teams crawl around trucks. How do you feel about today's roadside inspection practices?

Does the current approach to roadside inspections make our roads safer?

YES **62.8%**

NO **37.2%**



Do you align maintenance activities with announced inspection blitzes?

(For example, do you spend more time on wheel-related maintenance when wheel-related blitzes are planned?)

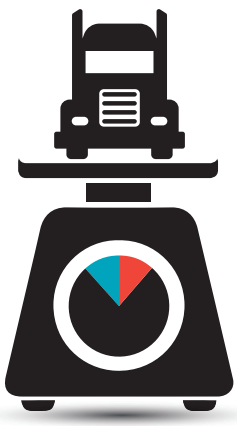
Always **11.4%**

NO **75.7%**

Sometimes **12.9%**

Does your business participate in a scale bypass program?

(ie. Partners in Compliance, Weigh2GoBC, PrePass)



YES **11.6%**

NO **76.8%**

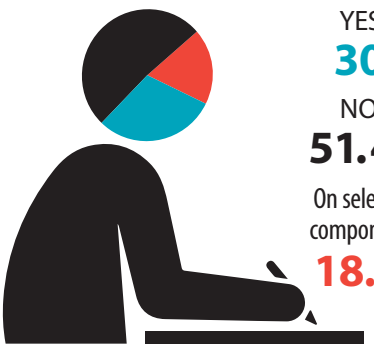
N/A **11.6%**

Did you ever fight an inspection finding in court and win?

YES **17.1%** NO **37.1%** N/A **45.7%**

How often do you review safety ratings?

Do you base maintenance practices on Commercial Vehicle Safety Alliance (CVSA) Out of Service limits?



YES **30%**

NO **51.4%**

On selected components **18.6%**

Today's Trucking *Pulse surveys* are conducted once per month, covering a variety of industry issues. To share your voice in future surveys, email **johng@newcom.ca**.

Next month: **Industry Image**

Results are rounded to the nearest 1/10th percent.

StatPack

480,000 DOWNLOADS

Big Road's Hours of Service app has been downloaded 480,000 times. Now the company from Waterloo, Ontario has been uploaded to another company. **Fleet Complete**, a telematics provider, acquired the business in March. "BigRoad is an impressive organization that has had a laser focus on creating the industry's leading product for ELD compliance," said Tony Lourakis, Chief Executive Officer of Fleet Complete. "BigRoad's driver-friendly and feature-rich application will be a great complement to our integrated platform."

71% DRIVER TURNOVER

Yearly driver turnover at large truckload fleets reporting more than US $30 million in annual revenue has plunged to 71%, reaching the lowest point in six years, the American Trucking Associations reports. Turnover at smaller truckload fleets dropped to 64%, reaching a level not seen in five years. Less than Truckload driver turnover has dropped to 8%, reaching the lowest point since the first quarter of 2016.

$62,091 NET LOSS

Titanium Transportation Group generated $116.6 million in revenue last year, marking a 6% increase over 2015 revenue. Its 2016 Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) also rose to $11.9 million. But it still reported a net loss of $62,091. The company's logistics segment revenue slumped 14% to $33.9 million, but truck transportation business was up 17% on revenues of $84 million. Last year Titanium also acquired Muskoka Transport and ProNorth Transportation.

$50 MILLION FOR TRADE DATA

The 2017 federal budget allocated $50 million over 11 years to launch a trade and transportation information system to support a new Canadian Center on Transportation Data. The announcement was welcomed by the Canadian Trucking Alliance, which noted that there isn't much national data about the movement of goods, and that investing in such a system could help address the issue.

62,796 INSPECTIONS COUNTED

This year's **Commercial Vehicle Safety Alliance's** (CVSA) annual Roadcheck inspection blitz will be held across North America from June 6 to 8. In last year's blitz, 62,796 inspections were performed, with 21.5% of trucks put Out of Service. In addition, 3.4% of drivers were put Out of Service – which equates to 9,080 trucks or 1,436 drivers. The CVSA says brakes and Hours of Service violations topped the challenges in 2016.

$19 PER SHARE

Schneider, one of North America's largest for-hire fleets, has begun trading on the New York Stock Exchange under the ticker symbol SNDR. The opening price was US $19 per share. Driver Bob Wyatt, who has been with the company for 44 years and logged more than 5 million accident-free miles, earned the honor of ringing the ceremonial bell that marks the opening of the day's trading on the stock exchange.

Trending on Today's Trucking.com

Shedding Light on the Darkness

A group of **Daimler AG** researchers has been observing the effects of artificial daylight on the performance and mental state of truck drivers, and their lab is found in a setting that most Canadian drivers would still consider the north country.

The idea for the tests in Rovaniemi, Finland emerged when project manager Siegried Rothe noticed that a comparatively low percentage of natural daylight reaches a truck driver's light receptors inside a cab.

Over the course of two weeks, eight drivers were observed in two types of cabs – one with conventional lighting, and another with a "Daylight+" module that offered additional lighting. Researchers adjusted interior lamps based on exterior light, exposed drivers to an intense light shower before and after driving, and adjusted lighting when drivers were taking the time to have a power nap.

Eight test truck drivers were examined for the benefits of artificial daylight in their truck cabs.

Photo courtesy of Daimler

Drivers reported a positive experience with the controled lighting.

"When designing the series of tests, we hadn't even considered that the space might appear larger," Rothe said as an example.

Test results will be analyzed over the next few months.

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HERE ARE A FEW EXAMPLES OF TWEETS FROM AROUND THE INDUSTRY THIS MONTH

Today's Trucking @todaystrucking
This 1969 Olsonette is sharing space with new equipment at the Morgan Olson booth. #WTS2017 #HotDoggin

Trucking HR Canada @ Trucking HR
Check out some highlights from our #WWD17 Summit in our photo gallery! Thank you to all who attended & sponsored. ow.ly/Qts309YaxR #HR

Fleet Safety Council @FleetSafetyConf
Canadian soldier single-handedly saves tractor-trailer from being struck by train.

Truckload Carriers @TCANews
TCA incoming Chairman, @Drive4Bison's Rob Penner, speaks now at #2017TCA. "It's time for us to move from debate to action," he says.

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APRIL

29 - May 3
MATERIAL HANDLING EQUIPMENT DISTRIBUTORS ASSOCIATION'S ANNUAL CONVENTION AND EXHIBITORS' SHOWCASE
The Grand America Hotel
Salt Lake City, Utah
www.mheda.org

April 30 - May 2
NPTC EDUCATIONAL MANAGEMENT CONFERENCE & EXHIBITION
Cincinnati, Ohio
www.nptc.org

30 - May 3
WAREHOUSING EDUCATION AND RESEARCH COUNCIL'S ANNUAL CONFERENCE
Fort Worth Convention Center
Fort Worth, Texas
www.werc.org

MAY

1-4
ADVANCED CLEAN TRANSPORTATION EXPO
Long Beach Convention Center
Long Beach, California
www.actexpo.com

2-4
IANA'S INTERMODAL OPERATIONS AND MAINTENANCE BUSINESS MEETING
The Westin Lombard Yorktown Center
Lombard, Illinois
www.intermodal.org

4-6
QUEBEC TRUCKING ASSOCIATION'S 66TH ANNUAL CONFERENCE

Hilton Lac Leamy
Gatineau, Quebec
www.carrefour-acq.org

10
WESTERN WOMEN WITH DRIVE LEADERSHIP CONFERENCE
Delta Calgary Airport In-Terminal Hotel
Calgary, Alberta
www.truckinghr.com

17
PRIVATE MOTOR TRUCK COUNCIL OF CANADA REGIONAL SEMINAR
Location TBA
Calgary, Alberta
www.pmtc.ca

27
TORONTO REGIONAL TRUCK DRIVING CHAMPIONSHIPS
Powerade Center
Brampton, Ontario
www.facebook.com/toronto.rtdc

28-31
CANADIAN TRANSPORTATION RESEARCH FORUM ANNUAL CONFERENCE
Radisson Hotel Winnipeg Downtown
Winnipeg, Manitoba
www.ctrf.ca

30
PRIVATE MOTOR TRUCK COUNCIL OF CANADA SPRING GOLF TOURNAMENT
Dundas Valley Golf and Curling Club
Dundas, Ontario
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JUNE

2-4
BRITISH COLUMBIA TRUCKING ASSOCIATION ANNUAL GENERAL MEETING AND MANAGEMENT CONFERENCE
Delta Grand Okanagan Resort
Kelowna, BC
www.bctrucking.com

4-7
CANADIAN COUNCIL OF MOTOR TRANSPORT ADMINISTRATORS ANNUAL MEETING
Yellowknife, NWT
www.ccmta.ca

9-10
ATLANTIC TRUCK SHOW
Moncton Coliseum
Moncton, New Brunswick
www.masterpromotions.ca

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Contact Nicholas Camilleri
416-614-5828
nicholas@newcom.ca

THE SPEC'S

TRUCK:
2001 Peterbilt 379L

ENGINE:
Caterpillar C-15

HORSEPOWER:
550

TRANSMISSION:
18-speed

WHEELBASE:
244 inches

SLEEPER:
63-inch flattop

MODIFICATIONS:
Eight-inch straight pipes, drop visor, Bully dog programmer, and ceramic exhaust manifold

Truck of the Month

Heavy-Hauling Hot Rod

This **2001 Peterbilt 379L** doesn't have a fancy nickname. It's usually referred to by its unit number: 285. But the truck still holds a special place at **Lordco**, an auto parts distributor in British Columbia.

Tim Moffat, who runs the company's fleet, personally ordered the Peterbilt in October 2000. It was Lordco's first tractor and remains on the road today.

The business now has more than 300 delivery cars and pickups, eight straight trucks, a day cab, and four highway tractors. But there's no mistaking the fact that 285 is the true pride of the fleet.

"Most of our drivers see it as a reward to drive the old 'hot rod' truck," he says, referring to a reference that was earned in 2003 when the truck completed a few trips down Mission Raceway's quarter-mile drag strip.

At work, the Pete has accumulated just under 3 million kilometers with two engine overhauls during its time in service. There was also a fresh coat of paint in 2006.

"I've personally put about 1.6 million kilometers on 285," says Moffat, who is still the unit's primary driver. He shares time at the wheel with co-workers Russ Senyk and Chris Abbott.

Maintaining the truck involves more than overhauls, of course. It receives Preventive Maintenance every 20,000 to 25,000 kilometers. And despite the truck's age, they haven't had any challenges sourcing parts, either.

"Mechanically, [285 is] in tip-top shape. It has some corrosion in spots to reveal her age. But it still looks, sounds, and most importantly drives awesome," said Moffat. He recalls plenty of white-knuckle trips through snowy mountain passes along British Columbia's notorious Coquihalla Highway, but they always delivered.

During downtime, the Peterbilt has been shined up and put on display at many truck shows, including appearances at some of Lordco's own trade shows.

"We decided to keep 285 a few years ago as a spare for when other trucks are being repaired, serviced, or during peak times when an extra truck is needed," said Moffat. But the truck still manages to accumulate as much as 80,000 kilometers per year when it is on the road.

"It's a machine and serves a purpose, but it's one that many of us at Lordco have a sentimental attachment to," he says. "Probably myself more than anyone. I hope we can keep it going for many years to come." TT

Do you have an unusual, antique, or long-service truck to be profiled?

Send your *Truck of the Month* ideas or photos to **nicholas@newcom.ca**, or mail *Today's Trucking Magazine*, 451 Attwell Drive, Toronto, ON, M9W 5C4

Heard on the Street

Nielsen becomes DTNA chief

Roger Nielsen

Roger Nielsen has been named president and Chief Executive Officer (CEO) of **Daimler Trucks North America** and its affiliate companies Freightliner Trucks, Western Star Trucks, Thomas Built Buses, Freightliner Custom Chassis Cooperation, and Detroit Diesel Corporation. He succeeds Martin Daum, who as of March 1 became Member of the Board of Management of Daimler AG responsible for Daimler Trucks and Buses. Nielsen has served as Chief Operating Officer (COO) for DTNA's entire manufacturing network, as well as all levels of operations in quality, supplier management, logistics, and customer application engineering. He joined Freightliner in 1986 as an industrial engineer.

Faria to lead Eaton Vehicle Group

João V. Faria has been appointed president of **Eaton's Vehicle Group** effective May 1 – succeeding Kenneth F. Davis who will retire August 1. In the role, Faria will be responsible for Eaton's vehicle business, which manufactures engine air management, traction control, fluid conveyance and power-train products. Faria began leading the electrical business in Latin America in 2013, and was also the corporate president for South and Central America. Prior to that he was president of hydraulics business – Americas.

Phillips names OEM trailer, tech sales manager

Jeffrey McKeown has been named OEM trailer and technical sales manager at **Phillips Industries**. McKeown was recently director of OEM and fleet sales at Techtran, and he also managed the trailer OEM segment at Haldex, among other roles in the U.S. and Canadian aftermarket. Ron Alvarez, director of global OEM/OES truck, will be responsible for OEM truck, specialty vehicle, OES, and international market sales. Phillips Industries produces electrical and air brake system components as well as electronic communications equipment.

Braswell named staff lead at TMC

Management changes continue at the **American Trucking Associations** (ATA) with **Robert Braswell** now serving as acting executive director of the group's Technology and Maintenance Council (TMC). He has worked with TMC for 25 years, playing roles in developing Recommended Practices and products, and organizing TMCSuperTech and TMCFutureTech skills competitions. Carl Kirk, who was executive director, has left the organization.

Tallman names GM for GTA

Tallman Group, which has 10 dealerships and seven associates in Ontario, has named **Jordan Markoff** as general manager of the Greater Toronto Area region. Markoff has more than 20 years of experience in sales and operations, and will direct and support locations in Markham, Oshawa and Belleville, Ontario.

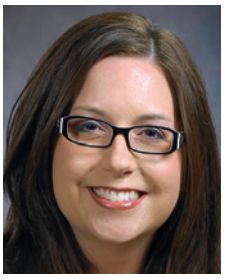
Campoli to manage Ancra sales

Lou Campoli has been named central region sales manager for **Ancra Canada's Cargo Systems Division** products, covering Ontario, Manitoba and Saskatchewan. The 30-year heavy-duty aftermarket veteran has worked with brands including Bendix and Brake-Pro. Ancra International supplies cargo handling and restraint systems. Cargo Systems Group designs and manufactures cargo securement systems.

US Xpress leaders named

Lisa Quinn Pate

US Xpress, one of the largest fleets in the U.S., has named **Eric Fuller** as Chief Executive Officer, and **Lisa Quinn Pate** as president and Chief Administrative Officer. Fuller has for the past five years served as president and Chief Administrative Officer, while Quinn Pate was general counsel. Co-founder Max Fuller continues as executive chairman.



Hold On

Unified Registration System is delayed, but what will it eventually mean?

By Heather Ness

Hold up. Wait a minute. Slow down. Just stop.

The rollout of the U.S. Federal Motor Carrier Safety Administration's (FMCSA) Unified Registration System (URS) rule has experienced some delays over the past few years. Recently, it was delayed indefinitely; suspended until further notice.

This major rulemaking combines many existing registration systems into a unified model, and affects the way all carriers interact with the administration.

What does the recent implementation delay of this rule mean for you? It means business as usual – for now. That's the good news. But let's review what changes are already in place, what's happening with URS, and where we go from here.

The URS final rule was adopted August 23, 2013 with three effective dates. The first, November 1, 2013, required motor carriers holding a USDOT number to update their information with FMCSA on a biennial (two-year) basis. This requirement is still in effect. Keep completing your biennial updates, preferably online or by using form MCS-150. You can update your MCS-150 at any time, but always be sure to update in your designated month and year as provided in 49 CFR 390.19.

The other two effective dates were later in 2015 and 2016. But in late October 2015, the FMCSA wasn't quite ready for full implementation and ended up extending those dates well into 2016. It even snuck in a completely new requirement that went into effect December 2015 – the new MCSA-1 form, which is to be used only by new entrant carriers to obtain a new USDOT number and authority. The new MCSA-1 form is still in place and is being used by new carriers to obtain USDOT numbers and authority, if applicable.

In July 2016, the FMCSA extended the effective dates of the rule yet again, this time to January 2017 and April 2017.

In January 2017, more delays came. The Agency's Federal Register notice stated, "additional time is needed to securely migrate data from multiple legacy platforms into a new central database and to conduct further compatibility testing with its state partners," and that the implementation suspended will "[provide] its state partners more time to develop, update, and verify data connectivity and system reliability." The notice also stated, "The additional time will also enable the agency to conduct more thorough training and to implement broader outreach and education activities that will provide for a seamless transition."

The "behind-the-scenes" technology necessary for the switch to the new URS was simply not ready. In turn, FMCSA delayed the Unified Registration System indefinitely. This is where we are today.

How this rule will (someday) affect you

When the system is finalized, someday, what can you expect? The following list summarizes some of the provisions that will eventually be required for all carriers subject to FMCSA regulation, including Canada-based carriers that operate in the U.S. But, again, these provisions are not yet effective:

- The MCSA-1 will officially replace the current MCS-150 and OP-1 (Operating Authority) forms.
- All entities will be required to notify FMCSA of any changes to legal names, form of business, or addresses within 30 days of the change.
- Any new applicants will be issued an inactive USDOT number. The USDOT number will be activated by the FMCSA only after all required filings are completed.
- The USDOT number will be the sole unique identifier for motor carriers, brokers, and freight forwarders subject to the regulations. The FMCSA will no longer issue Motor Carrier (MC) numbers for authority.
- All new applicants for a USDOT number will be required to pay a US $300 fee for their "safety registration". This fee is on top of to the fees linked to obtaining for-hire authority, if applicable.
- New and existing private carriers of hazardous materials and exempt for-hire carriers will be required to file proof of financial responsibility (49 CFR Section 387.9) with the FMCSA.
- New and existing private carriers and exempt for-hire motor carriers will be required to acquire the services of process agents, and file proof of those process agent designations, with the FMCSA.

What's next?

For now there is no timeline for implementing the rule. When the registration system is ready, a notice or new final rule will be published.

There is another component of the story to consider, however. In the original version adopted in 2013, FMCSA mentioned that the rule did not meet all congressional requirements, but promised additional rulemaking to do so. This new component known as URS-2 would update procedures for granting, suspending, and revoking registration. The FMCSA may also adjust the fees that would have been implemented under the original rule.

That proposal is scheduled to be published in the latter half of this year. TT

Heather Ness is the editor of *Transport Operations* at J.J.Keller and Associates. Contact her at *transporteditors@jjkeller.com*

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Buyers begin their hunt on LinkedIn

By Mike McCarron

I was honored last month when Volvo Trucks Canada invited me to participate in a panel at their sales conference in Collingwood, Ontario. Initially I was reluctant to accept since my target market isn't truck peddlers, but the temptation of a post-conference shindig with industry good-guy Peter Currie was impossible to resist.

One of the many things our panel discussed was the dramatic changes in the art of selling. Tactics that used get you in the door don't cut the mustard any more. Cold calling is as productive as a 45-foot trailer.

Today's buyers trust what their smart phones tell them. Long before they meet you for a "coffee" they hunt you down online. If they don't like what they find you'll never get in the front door.

During the panel session I was asked what's the first thing a "veteran" sales rep should do to adapt to these changes?

My response: LinkedIn.

With 467 million users, LinkedIn is the only social media tool that caters to the business crowd. It's also the first place most buyers start their hunt when they want to know more about you and your brand.

Assuming you can invest the two hours needed to create a profile that doesn't look like it was completed in a traffic jam, here are some of the reasons I'm so bullish on LinkedIn.

Self-managing Rolodex

An extensive LinkedIn network gives you access to everyone who matters in the transportation industry. At last count, my network is comprised of 3,645 accredited business connections.

Say you've lost track of a customer and want to reconnect, but your contact information is as old as your teenaged children. With LinkedIn, your connections update their info for you. They want to be found. Heck, I don't even bother to update business contacts anymore.

Power of acceptance

How do you react to the unwanted pitches that litter your inbox? It's hard to be enamored about a company's brand when its first contact with you is considered to be illegal under Canada's anti-spam laws.

One of the biggest benefits of LinkedIn is the implied consent when people accept your invitation to connect. This allows you to ramp up a content marketing program to industry connections without having to solicit "strangers" to sign up for your propaganda.

Distributing expertise

LinkedIn provides a platform to deliver well-conceived content. In a very short time you can look like an expert. This is a huge advantage when your LinkedIn connections have freight to ship.

Once you learn the basics you can try other powerful LinkedIn tools like Sales Navigator, Plugins, and Crystal. But that's for another column.

Who's zooming who?

Unfortunately, not enough LinkedIn users will pay the $60 per month to upgrade to LinkedIn Premium.

The most important feature of Premium is that it shows who's been hunting you. Your connections are checking you out for a reason. Every view is an opportunity you should pounce on.

But I'm compelled to share something else that took place in Collingwood, even though it makes me look a little bad. I'm just a full-disclosure kinda guy.

While preparing for the evening's festivities with Mr. Currie I had the pleasure of meeting a young Volvo sales rep named Shawn Shoeybi. Over a pint (or three) he sheepishly admitted that he doesn't use LinkedIn. But he could see the benefits and promised Peter he would get right on it.

Quietly, I wondered to myself how many trucks this dude could possibly sell.

Fast forward to the awards dinner and guess who won the big prize for the most units sold in Canada last year? Yep, Mr. Shoeybi.

As important as LinkedIn is, this proves that the social network is just part of the sales equation. TT

Mike McCarron is the president of *Left Lane Associates*, a firm that specializes in growth strategies, both organic and through mergers and acquisitions. A 33-year industry veteran, Mike founded MSM Transportation, which he sold in 2012. He can be reached at *mmccarron@leftlaneassociates.ca*, 1-888-204-8434, or @AceMcC on Twitter.

John Latondress and Judy Coleman have been paying the price since an insurance claim was denied because of a pre-existing condition.

The difference between injury and illness insurance could leave you unprotected

BY NICHOLAS CAMILLERI

Keep COVERED

Longhaul driver John Latondress wondered just how long he might be delayed when he pulled onto a farmer's property near New Liskeard, Ontario last August. The flatbed ahead of him was still being loaded, so he hopped out of the cab to check.

That's when the 61-year-old owner-operator noticed the 800-pound bales of hay hanging two feet off the rear of the trailer. He was the one who suggested reloading everything to ensure nothing would fall off during transport, and even offered a helping hand.

Latondress doesn't actually remember the bales falling on top of him. He only regained consciousness when they were being removed. "I didn't know what happened. I was lost, wondering, 'Why am I hurting?'" he says, recounting the story from his home near Conn, Ontario.

The medical reports answered that question. Multiple vertebrae were crushed, shoulder tendons were torn, and muscles in his left leg were damaged. The doctor on duty at the New Liskeard hospital told Lantondress that, had he been stuck under the hay much longer, he could have been killed. As it was, he spent almost a week at hospital.

Once home and recovering, Lantondress submitted an injury claim to his disability insurance provider. The letter he received in return acknowledged the incident, but denied the claim because he was previously diagnosed with a degenerative disc.

"I'm 61-years-old. I've worked driving all my life… I might have degenerative disc disease in my neck, but that has nothing to do with what happened to me," Latondress says, adding that his doctor told him the previous issue wasn't keeping him from going back to work.

Claims DENIED

Injury claims are not only rejected in Ontario. The issue emerges in other provinces as well. In 2016, for example, WCB Alberta accepted 2,215 claims for injured transport truck drivers – and 1,369 of them resulted in time off work. But 361 claims were denied, most often because the injury didn't occur on the job or there wasn't enough information to process the claim. In a few cases, the workers didn't have the coverage in place, either.

Now he doesn't know when it will be OK to return. In the meantime, he's launching a lawsuit against his disability insurance provider.

"You figure you pay for this insurance, you're going to be covered," said Latondress, noting that when he applied for his injury disability insurance, he was under the impression he would be covered 24 hours a day, seven days a week.

According to Rod Stiller, president of National Truck League – an insurance broker specializing in the transportation industry – many drivers may be under the impression they are covered in general, but aren't aware of the differences between injury and sickness coverage. And while carriers might require owner-operators to have injury coverage, the sickness coverage often isn't demanded.

The most common reason for denying a disability claim is the difference between the two, he says.

"Sickness occurs more frequently with age, and most of them aren't prepared for that," Stiller explains, adding that many owner-operators will fall into the pre-retirement age.

"Disability will happen to almost all people at some point in their lives," he says. "There are options, it will cost extra money, but it can provide all the coverage they require."

While sickness disability coverage could offer another layer of protection, some truck drivers may find it tough to find a provider who will consider them eligible, especially if they are older or already have pre-existing health conditions.

"If your house is burning at the corner of it and you rush out and buy coverage, you're not going to get coverage because the house is already on fire. Unfortunately, a lot of us leave buying disability coverage until it's too late, and already have a condition that's causing a disability," says Neil Paton, president of Edge Benefits, which offers protection products to Canadian insurance firms.

Paton stresses that people shouldn't be completely comfortable an injury policy will cover them in every possible scenario. If someone happens to be aware of a condition or problem – especially if they've already sought treatment or advice from a doctor – it could be seen as a contributing factor in an injury.

"It's a tough call because it's not black and white. You can imagine that, if someone got to the point where their back is so bad that they can hardly work and then have an injury, and that [injury] disabled them for months longer than a healthy individual that otherwise would have been fine, you can see how the challenge comes into play," says Paton.

The issue is not unique to owner-operators. Payton has seen many fleets scale back disability coverage for employed drivers, too, limiting payments to two or five years even if an injury keeps someone off the job for longer than that. It's why he recommends considering whether to buy personal coverage on top of what a fleet offers, and even considering the available coverage when deciding whether to take a job. After all, sources like Ontario's Workplace Safety and Insurance Board (WSIB) are not typically in the business of providing illness coverage.

"Disability will happen to almost all people at some point in their lives."

Rod Stiller, president of National Truck League

"When it comes to the money they spend for insurance on their vehicles or the other things they spend money on, they spend thousands and thousands of dollars just like nothing. But when it comes to their income protection, a lot of people don't give it the amount of attention or focus it deserves," says Paton, adding that seeking advice from an insurance broker would be the best place to start.

"People really should be looking at [coverage options] when they're young and their health is good, getting all the coverage that they can," he says. If drivers secure a plan at an early age, they shouldn't have to worry about whether they'll ever be denied coverage based on whether a disability was caused by injury or an illness.

For Latondress and his wife, the last few months have been a financial struggle. His truck is still on the road making money, but after making truck and insurance payments and paying a driver to keep the truck working, it doesn't leave much for living expenses. They have received financial support from friends, family and even a GoFundMe campaign, but it isn't enough. They weren't able to buy Christmas gifts for their children or grandchildren last year.

"We've had people help us, but how much more can you ask?" says Latondress.

His advice to his fellow drivers and owner-operators is to read the fine print when looking into disability policies. See exactly what is covered. TT

The Downspeeding Decision

Downspeeding is a proven fuel-saver, but can it work with Canada's heavy trucks?

BY JIM PARK

Spec'ing powertrains for Canadian operations is a tricky job. Americans take their powertrain spec's pretty seriously as well, but how tough is it to get something that will move 80,000-pound loads on interstate highways? To be fair, our southern neighbors are always pushing the proverbial envelope, but tricky takes on a whole new meaning when it comes to downspeeding.

Downspeeding is optimized for trucks that log a large percentage of their miles in top gear. With Canadian weights, that's not always easy.

"As long as the truck can stay in top gear, the 'not-necessarily-interstate' highways will work fine," says Scott Barraclough, Mack's technology product manager. "We have several fleets that spend a lot of time on two-lane highways, but they still have a very high percentage of time in top gear, which make them good candidates to benefit from downspeeding."

Downspeeding is the practice of using faster or taller (numerically smaller) rear axle ratios to reduce the engine revolutions per minute while cruising at highway speed. Those who follow developments south of the border will have heard about rear axle ratios as low as 2.26:1 providing engine speeds of 1,100 rpm or less at 105 kilometers per hour. That wouldn't be practical with a six-axle combination, even when running the Windsor-to-Quebec City corridor that is Canada's closest answer to a flat and interstate-like drive.

But downspeeding doesn't need to be limited to sub-1,000-rpm engine operating ranges.

"Dropping from a 4.33 rear end to a 3.90 is downspeeding, too," notes Steve Slesinski, Dana's director of product planning for the commercial vehicle market. "If the engine can provide the required torque and horsepower for the application at the appropriate road speed, Canadian linehaul fleets can still benefit from downspeeding."

Downspeeding works today because recent-vintage engines produce plenty of torque at very low rpms. Most engine torque curves are flat from about 1,000 to 1,400 rpm. With a cruise speed of 1,100 or 1,200 there are still a few rpms to drop through before the torque output drops off and the transmission downshifts. With Canada's heavier loads, we also need higher horsepower to keep the truck moving at highway speed. Again, a glance at a typical engine power curve chart shows horsepower is limited at the lower rpms, but abundant above 1,400 or 1,500 rpm – depending on engine make, model and ratings.

With that in mind, the entire relationship between peak torque points and adequate horsepower has to shift a little higher up the chart. So Slesinski's suggestion of switching from a 4.33 to a 3.90 gear set is appropriate and a good Canadian adaption of the downspeeding concept.

"In general we see the industry moving towards downspeeding, heavy haul at a lesser extent than longhaul, but still moving in that direction," says Allison Athey, Volvo Trucks product marketing manager – transmissions. "We're seeing a general shift toward greater deployment of downspeeding across the industry, particularly in longhaul operations. While downspeeding is currently less common in heavy haul, we are seeing a shift."

Athey says there is no particular limits on what can be done to downspeed

the powertrain. It depends heavily on the application.

And the transmission has a role to play here as well.

"A maximum Gross Vehicle Weight (GVW) or Gross Combination Weight (GCW) for downspeeding a driveline all depends on the driveline components, the application, the route, and the average weight of the load," she says. "The Volvo I-Shift with crawler gears Automated Manual Transmission enables downspeeding for higher GVW's or GCW's, and provides the ability to tailor application-specific downspeeding solutions."

Athey says the I-Shift with crawler gears helps reduce clutch wear, provides greater startability, and allows for faster rear axle ratios to be used to enable downspeeding.

For example, a tractor with a 12-speed overdrive I-Shift transmission paired with a 3.73 rear axle ratio with 11R22.5 tires at 105 kilometers per hour has 1,563 engine rpms. Instead, a 13-speed overdrive I-Shift with crawler gears and a 3.21 rear axle ratio and the same tires and road speed would run at 1,356 rpms.

"In this case, at top speed the fuel efficiency savings is up to 3% based on the general rule that every 100 rpm reduction in engine rpms provides a 1.5% improvement in fuel efficiency," she adds.

With the taller rear axle ratio, a really low first gear is needed in the transmission, and probably a direct drive model rather than an overdrive. Alex Stucky, global product strategy manager of Eaton's commercial vehicle transmissions, says his 13- and 16-speed UltraShift Plus automated transmission variants are popular in Canada because they offer greater GCW flexibility (up to 140,000 pounds) and duty cycle variation.

"The 16-speed LSE direct drive transmission is used in downsped configurations with engine speeds of 1,300 rpm or less, depending on several factors [as noted above]," he says. "Non-interstate applications often mean larger grades, lower cruise speeds, and more-aggressive operating conditions. Powertrain and drivetrain configurations should be specified considering the truck's actual duty cycle, including percentage of time on highway, secondary roads, grade requirements, etc."

Of course, this all depends on the rear axle and driveshaft ratings. Slesinski says his AdvanTek 40 tandem drive axle is approved for 110,000-pound Gross Combination Weights with a ratio as low as 2.26. Meritor offers its 14X drive axles in ratings of 145,000 pounds for applications with 3% grades, or 125,000 pounds on 8% grades.

The technology is there now for Canadians to cash in on the advantages of downspeeding. Granted, it won't work everywhere in the country, but where terrain permits it's probably worth a look. TT

Burning more fuel for better fuel efficiency?

We are so accustomed to viewing fuel efficiency in terms of consumed liters that we often overlook ton-mile efficiency – sometimes called freight efficiency. Canada's trucks with high gross vehicle weights burn more fuel than a typical American truck. When you look at two numbers, 7.5 miles per gallon (31 liters per 100 kilometers) for an American five-axle combination versus 6.0 mpg (39 L/100 km) for a Canadian six-axle vehicle, you can't help think we aren't doing so well.

But when looking at the fuel burned to move a certain weight over a distance, Canadians are significantly more efficient than our lightweight southern colleagues.

It's called ton-mile fuel efficiency, and it works like this: Multiply the weight times the distance, and then divide by the amount of fuel consumed. For example, 40 tons (the US maximum interstate weight) x 500 miles/71.5 US gallons (7 mpg) = 279 ton-miles per gallon. Now, a Canadian example: 50 tons (a Canadian RTAC six-axle combination) x 500 miles/83 US gallons (6 mpg) = 301 ton-miles per gallon.

It would take five US trucks to deliver what we can deliver with four, and we'd burn about 25 fewer US gallons (95 liters) of fuel overall. Our Greenhouse Gas emissions would be correspondingly lower as well.

The figures look even better when comparing an eight-axle Super-B train to the lowly 40-ton five-axle trucks used south of the border. Ton-mile efficiency is way up, even with the marginal increase in fuel consumption.

While there's no denying the efficiency of our uniquely Canadian truck configurations, they aren't popular with some drivers and owner-operators. From their perspective, efficiency might be just great, but their rates have to reflect the increased capital cost of a suitable power unit as well as the increases in fuel and maintenance costs.

Downspeeding the drivetrain is possible, even with these heavier loads. That improves both fuel efficiency and freight efficiency, as long as it's done correctly.

In Gear

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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS

Steel wheels usually need to be refinished every two to three years because of corrosion. Aluminum wheels don't need that interim service, but they cost more upfront.

Rust Never Sleeps

Corrosion is eating at your assets. Solutions come at a cost, but they can still be cheaper than the problem.

By Jim Park

It's too bad that corrosion isn't a line item on a budget. Maybe it's best that it isn't. The figure would shock you. It's one thing to track replacement costs for brake parts and wheels that are prematurely removed from service, but many of your electronics-related problems likely relate to corrosion, too. Emissions systems faults, Antilock Brake System faults, lighting and more probably stem from corrosion. Your budget line item should probably include downtime as well as the cost of the failed part.

Zane McCarthy, a mechanical engineer and corrosion expert who once had a brake business that solved a major corrosion problem for a school bus brake manufacturer – and now the director of business development for FlowBelow – says corrosion is a $2.2 trillion industrial problem.

"Look at it this way. The U.S. government spent $440 billion in Afghanistan over the 10 years it was operating there," he says, citing figures from 2011. "The approximate cost of corrosion to U.S. society that year was $460 billion."

McCarthy says researchers estimate the cost of corrosion from all sources such as buildings, roads, and industrial equipment is between 1 and 3% of a nation's Gross Domestic Product. That's way more than Canada spends on its military commitment to NATO.

Corrosion has always been a concern, but it has worsened over the past seven or eight years with the introduction of corrosive road de-icing chemicals, namely magnesium chloride brine solutions. These chemicals are often mixed with a binding agent such as corn syrup or beet juice to keep the material from flowing off the road. It also adheres better to vehicles, too.

The corrosion problem is so big that brake service costs prompted Penske Truck Leasing to switch to air disc brakes from wide-block S-cam brakes as a way to control the problem.

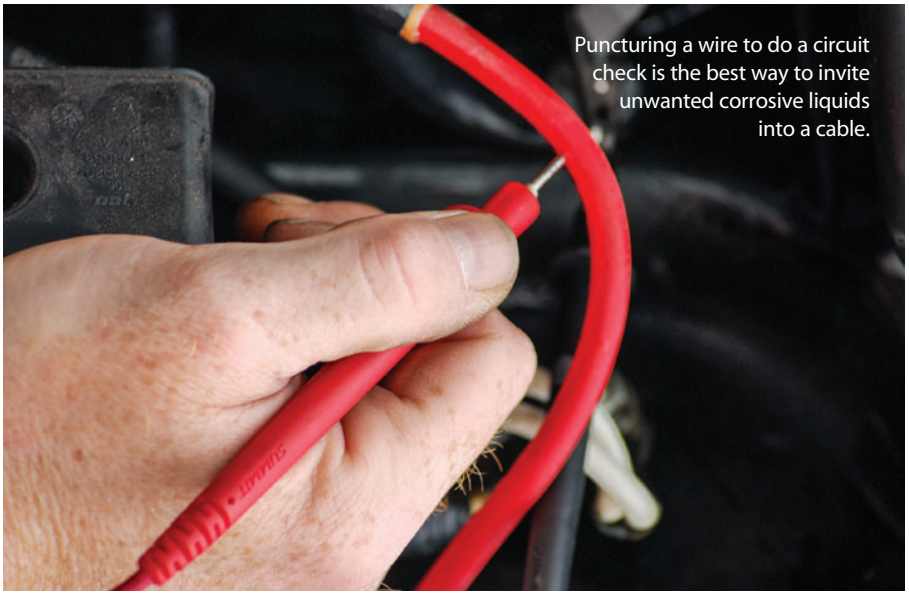
"About five years ago we saw brake service costs and repairs spiking, which coincided with the introduction of the harsher de-icing compounds," says Paul Rosa, senior vice president of procurement and fleet planning at Penske Truck Leasing. "We decided to try air disc brakes on a few trucks operating up in the northeast, where those chemicals are used, and we saw a reduction in downtime and repair costs in the first year. It just got better through the second, third and fourth year of the study. Along the way, we expanded the [air disc brake] test into other regions, like the Vancouver-to-Calgary corridor, and we found continual improvement, and even better cost reduction on what we'd call severe-service applications."

When asked about switching from drum to disc brakes, most fleets balk at the increased cost and weight, but Roso says that didn't even rate consideration when looking at the improvements in uptime and the reductions in brake service cost and inconvenience.

The other problem with magnesium chloride – aside from the fact that it's a liquid that flows and then sticks to whatever it comes into contact with – is that it's more conductive than sodium.

"The magnesium is attracted to the electricity and the copper, so it spreads faster," says Tom Begin, director of innovation, Phillips Industries. "Industry simply has to do a better job of keeping that material out of

J-560 seven-way connectors are among the weakest links in the system, but they are destroyed every day. More-expensive connectors would resist corrosion but don't resist driver abuse.



Puncturing a wire to do a circuit check is the best way to invite unwanted corrosive liquids into a cable.

Wiring looms and ganged cables are great areas for sticky chemicals like magnesium chloride to lodge and slowly begin eating your trucks out from under you.

the wiring, and that means using better connectors properly, and never puncturing the wiring when doing a circuit test."

While the cost and frustration associated with corrosion of metal components is significant, it pales in comparison to the grief that accompanies electrical problems.

"OEM's have created very sophisticated circuits that also happen to be very sensitive to changes in voltage, current, or resistance … aka corrosion," notes Trent Siemens, director of maintenance, Paul's Hauling. "We as an industry have not done a good enough job understanding the intricacies of circuit maintenance, diagnosis or repair. Corrosion in wiring can result in some very large diagnostic and repair costs, intermittent and frustrating circuit failures, frequent breakdowns, premature component failures, and everything else."

Getting to the heart of corrosion issues takes some effort. It's one thing to keep throwing money at the problem, buying replacement parts, but there may be more cost-effective solutions.

McCarthy suggests fleets would save a lot of money on replacement parts if they studied their own corrosion issues, developed plans to tackle them, or at least tried to understand what parts are failing and why.

"It's a tricky argument to make," he says. "Every fleet will have different issues, depending on their exposure. Hiring an engineer to study a couple of brand new trucks over their service life would give them a good picture of what's going wrong. For some fleets the cost of corrosion might be just a rounding error and they won't care. For others, it's a real issue."

The problem comes in proving the cost of the fix. He says it is not like buying an aero add-on where you can almost instantly see the difference in fuel cost after installing the device. Corrosion happens over time. It's really annoying to pull brake linings after just a year in service, but is the fix any more cost-effective? TT

3 RUST-FIGHTING TIPS

Corrosion can seem almost impossible to eliminate without first spending your company into insolvency. There are, however, ways to mitigate the effects of corrosion – or in some cases forestall its onset until you have disposed of the asset. The solution starts with the equipment spec', but most of the effort will go into maintenance.

Trent Siemens, director of maintenance for Winnipeg-based Paul's Hauling, offers a few tried and proven strategies that he has adopted to keep equipment from rotting away.

"Most of the trailers I have retired were due to excessive corrosion," he says.

❶ Spec' for durability

Spec' materials that resist corrosion, such as aluminum, stainless steel or galvanized steel. While these materials can be more expensive and sometimes heavier, they will outlast steel. But try to avoid mating two components made of dissimilar metals, such as cast iron and aluminum. Galvanic corrosion will occur at the contact points. When possible, use some kind of a non-conductive barrier between the two metals.

"We will use a liquid form of an anti-corrosive compound called Dolphin 6099 where possible," says Siemens. "It's a thick paint-like product that is brushed on and hardens to create a barrier between the dissimilar metals. Another product [Original Equipment Manufacturers] use is Mylar tape. This works well for a quick application when you don't have the luxury of waiting for adequate drying time."

❷ Consider a mid-life rehab

For equipment with a long life expectancy, it may be cost-effective to strip the undercarriage from the chassis, and sandblast and repaint the frame, sub-frame, suspension, differentials, cross-members, etc. Siemens notes that the process – including wheel refinishing – will not stop corrosion but essentially puts it on pause.

"That delay will buy you a few years before you have to consider doing it again," he says. If you choose to go that route, make sure whoever is doing your sandblasting is doing a very thorough job on your equipment. Cutting corners at this step only masks the corrosion as your material continues to erode under the fresh paint."

Use a primer and paint with good corrosion inhibitors, and apply it evenly and thick enough. Siemens uses an epoxy primer with a polyurethane paint.

❸ Maintain electrical systems

There are entire maintenance manuals devoted to this subject, but its importance cannot be overstressed. Electronic systems rely on specific voltages, and corrosion in wires or connectors can reduce voltage, which can cause the system to throw a fault code or even disable a component.

Create a wiring repair policy so that all technicians repair the wires in the exact same way. "You'd be surprised just how many different ways there are to repair a wire, but only a couple actually work well in our environment," says Siemens. "Train your technicians so they intimately understand Ohm's Law, battery load testing, parasitic drains, voltage drops, and current draws. Train them on proper diagnostic and repair procedures, and when you think they have enough received enough training, give them more."

Establish a policy and procedure for repairing or replacing connectors. Use the Original Equipment connector where practical, and use it properly. Some require dielectric grease to seal the connection, some do not. Make sure your techs know the difference. And finally, take every single probe-style circuit tester in your shop and grind the tip to a dull point. "Make sure your techs all clearly understand that they are never, ever, ever to pierce wiring insulation when diagnosing circuit issues," Siemens stresses.

THE SPEC'S

MODEL: GU432

WHEELBASE: 193-inch

ENGINE: Cummins 9-liter ISL-D

HORSEPOWER: 345

TORQUE: 1,050 lb-ft

TRANSMISSION: 6-speed Allison 3000 RDS

RATIO: 4.56:1

FRONT: 16,500-pound Mack UniMax FXL 16.5 with Michelin XZY3 wide-base tires

REAR: 21,000-pound Meritor RS-23-160 with Michelin XDS2s

Snow or No, it Goes

Mack Granite MHD axle-forward plow is a popular municipal spec' for a reason

By John G. Smith

A record-breaking storm had piled as much as 70 centimeters of snow on parts of Quebec, stranding about 300 vehicles overnight along Highway 13. But there was hardly a flake in Indianapolis. Nothing of note, anyway. Likely the biggest pile (or skiff) covered a few square feet of parking lot at the Indianapolis Zoo.

Still, Mack had handed over the keys to a Granite MHD axle-forward plow during the annual Work Truck Show, and the 10-foot-by-36-inch Moldboard that was mounted up front was ready to plow ahead.

The plow itself lowered in place with a push of one of the ARM snow and ice truck package's controls; the six-speed Allison 3000 RDS (Rugged Duty Series) transmission shifted into gear with the push of a button. My Baby 8 eased forward, and the snow – about the depth of a crushed cracker – never had a chance.

Even with the lack of snow for the demonstration, the Granite MHD showcases several features that will be welcome to those who need to move deeper piles.

The Granite's sloping hood and a window cut into the lower half of the passenger door offer a commanding view of the surrounding road and curbs, while the Bulldog stylized motorized mirrors were also heated to keep them clear of snow and ice. And the 193-inch wheelbase maneuvered with ease. Mack stresses that its Cornerstone chassis offers some valuable clearance underneath, too.

Under the hood was the nine-liter Cummins ISL-D, providing get-up-and-go in the form of 345 horsepower and 1,050 lb-ft of torque, easily enough power to move this truck and its 11-foot box. And the ride itself is eased with a combination of air bags, shocks and sway bars, as well as a 23,000-pound Mack single-spring rear suspension. The truck still jounced a bit as it rolled down a pothole-laden street, but that's to be expected in any vocational truck with the weight of a plow on the front end.

Bendix antilock brakes with Automatic Traction Control were ready to keep everything on a straight path, while some extra stopping power came courtesy of a two-position Jacobs C engine brake.

The Granite's cab itself is made of galvanized steel, and an extended swept-back steel bumper offered yet another layer of security up front. Inside, there was a comfortable amount of space around the driver's seat, and available storage space included three net-covered compartments over the windshield to keep supplies such as clipboards within easy reach.

Some parking lots in Montreal could have used this. TT

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Bendix executives field questions about disc designs.

No Stopping Discs

Market for air disc brakes continues to grow

Air disc brakes appear to be gaining ground on drum-based designs, and they have a role to play in emerging automation options like platooning trucks, according to Bendix officials.

Last year, air discs were found on 16% of trucks and 6% of trailers – but that could reach 27% of trucks and 20% of trailers as soon as 2020, said Keith McComsey, director, marketing and customer solutions – wheel ends, during a briefing at the Mid-America Trucking Show.

Selected manufacturers have already begun to install the brakes on steer axles to help meet mandated 250-foot stopping distances, and the option is available on other wheel ends for those who want to stop in even-tighter spaces. Platooning vehicles that travel in tight packs would certainly increase the importance of quick brake response.

Using disc brakes on a steer axle and drums on drive axles will help to reduce a typical tractor-trailer's stopping distances to 215 feet when rolling along at 95 kilometers per hour, McComsey said. Use them on all wheel ends and the stopping distances drop to 200 feet.

The benefits of discs are not limited to stopping power alone, of course.

"The value proposition on air disc brakes is really good," said Fred Andersky, director, customer solutions and marketing – controls. "You can do a disc pad change in 15 minutes once you have the tire off. On a drum it can take an hour."

Systems that once cost as much as US $1,500 per axle also cost about half that now.

While much can be gained with the wheel ends on trucks, Bendix also cites further benefits realized on trailers.

When coupled to a disc-equipped tractor, a trailer with air disc brakes will shorten stopping distances by about 1.5 car lengths at 95 kilometers per hour. At 110 kilometers per hour the difference increases to 3.5 car lengths.

It is not the only way braking systems can be improved. Andersky stresses the value of oil coalescing filters and intelligent air dryers to support the air systems that now supply Automated Manual Transmissions as well as the brakes themselves.

"When you brake hard, you don't want that trailer doing something you don't expect it to do," he says.

Looking further into the future, Andersky projected that the connections between tractors and trailers might require another form of support – in the form of a new electrical link or wireless Local Area Network to support autonomous vehicle technologies. He prefers the idea of a new electrical link, because it is the most secure against dangers like hacking.

"The trailer is going to become an integral part of the whole vehicle," Andersky said. "It's not going to be the poor stepchild." TT

WABCO producing discs in the U.S.

WABCO has opened the doors to a new US $20-million facility in South Carolina that will for the first time give it a place to build air disc brakes in North America.

The 145,000-square-foot facility employs 230 people.

The manufacturing facility is 60% larger than a previous Charleston location that made air compressors, and will continue that work by producing single- and twin-cylinder models under a joint venture with Cummins, first established in 1998.

But it also has the capacity to produce about 200,000 air brake units per year, says Jon Morrison, WABCO's president – Americas. In five years, he predicts the market for those products will be double what it is today, in part because of the rollout of active safety systems.

"It is manufacturing and distribution for North America," he says of the new facility. "The air disc line, the machining and the assembly is brand new." Disc brake housings and brackets will be machined on site.

"It really about getting the difference between drum and disc costs lower," he said of the need for a domestic manufacturing presence.

Controlling costs: Morrison

Photo by John G. Smith

Electrified Ride

New eCanter rolls out next year, but Canada will wait

Mitsubishi Fuso Truck of America is rolling out a battery-powered Class 4, known as the eCanter, but Canadian buyers will have to wait for a taste of things to come.

The first 50 units will be made available to a select group of U.S. customers next year as part of a two year-lease, allowing them to experiment with the technology before trading up to the next generation. The first will be in Canada by 2019. And it comes at a 15-20% premium over diesel models.

"This is the future of the industry," said Jecka Glasman, Fuso's president and Chief Executive Officer, referring to research that shows more people moving into cities. "It's going to be busy, it's going to be crowded, but goods are still going to need to be delivered."

The Class 4 van has a 15,995-pound Gross Vehicle Weight Rating, 9,380-pound payload, and 160-kilometer range. Batteries can be quick charged within an hour at a DC charging station, or over an eight-hour period using a traditional 230-volt outlet.

The vehicle's six batteries – which offer 360 volts and 82 kwh of power – are preconditioned during charging, and the pre-heating will ensure the range is the same in cold weather and summer, says Otto Schmid, director – product management.

With its electric motor coupled to a single-speed reduction gear, there is no traditional transmission. But the motor generates 173 horsepower and 494 lb-ft of instant torque, which will be key when climbing grades, Schmid said. That's even 34 lb-ft of torque above an equivalent V10 gasoline engine found in the company's Class 6 truck.

▲ There is no traditional transmission, but the electric motor generates 173 horsepower and 494 lb-ft of instant torque.

While it looks different than the company's FE Series cabovers, the drivetrain is fitted to a standard 151.6-inch cab chassis. "Customers and upfitters will find the same maneuverability and the same familiar 33.5-inch-wide frame, same body attachment capability, cab-to-axle dimensions, and box sizes as they've enjoyed with our traditional turbocharged diesel cabovers," Schmid says.

Stopping power will usually come from the two-stage electric regenerative braking system, while HVAC will also be electric, and there's a high-capacity electric Power Take Off for applications that need tools like liftgates.

Most notably the eCanter will be silent except for an audible pedestrian warning system that makes its sounds at low speed.

We'll just have to wait for it. TT

Gasoline powertrain unveiled

Mitsubishi Fuso Truck of America's new fuel sources don't only involve batteries. The company has unveiled the prototype of a gasoline powertrain for its FE Series medium-duty cabovers, and a full launch is scheduled early next year.

The FE130, FE 160 and FE180 models will come with a PSI-GMPT Vortec Series 6-liter V8, coupled with an Allison 1000 six-speed automatic transmission. This will make the vehicles the only gas trucks in their class with Power Take Off capabilities for auxiliary equipment like liftgates, says Otto Schmid, director – product management.

The models with V8 gasoline engines will also be the first Fuso vehicles that are assembled in the United States, at Freightliner Custom Chassis Corporation's facility in Gaffney, South Carolina. The engines and transmissions will be built in the U.S., but chassis, cabs and axles will come from Europe and Japan.

Trial models will be released in the fourth quarter of this year.

Making Connections

Manufacturers continue telematics rollouts

Engine updates are not limited to horsepower and torque alone. Telematics are increasingly being used to monitor equipment and connect to those who support it. Some manufacturers are even rolling out systems to support legacy models already on the road. Consider these rollouts that have occurred this spring.

Navistar

Navistar has unveiled its new OnCommand Connection Telematics, including hardware and software to support all Class 6-8 trucks with J1939 or J1708 diagnostic ports. While the existing OnCommand Connection linked 300,000 vehicles, the new offering will be offered to those who have not used telematics in the past, the company says.

The new system was launched along with OnCommand Connection Marketplace, which is a cloud-based platform for telematics-related options and apps to support drivers. The first of the apps will be OnCommand Connection Electronic Driver Log, which aligns with a pending U.S. mandate for Electronic Logging Devices. It can be downloaded through the Google Play and Apple iTunes stores.

"Today's telematics solutions add incredible power for customers who are seeking to optimize vehicle uptime and driver productivity," said Terry Kline, senior vice president and Chief Information Officer. "But only 30% of the industry is currently benefiting from these amazing tools."

Volvo, Mack and Geotab

Volvo and Mack have both established partnerships with Geotab that offer telematics for any trucks equipped with their EPA 2010-or-newer engines.

Connections are made through a plug-in Geotab telematics device and by activating a subscription for predictive diagnostics. The underlying data is monitored by Mack OneCall agents or Volvo's Uptime Center. They will then assess emerging issues and reach out to designated contacts.

Geotab currently offers telematics to more than 670,000 vehicles.

Mitsubishi Fuso

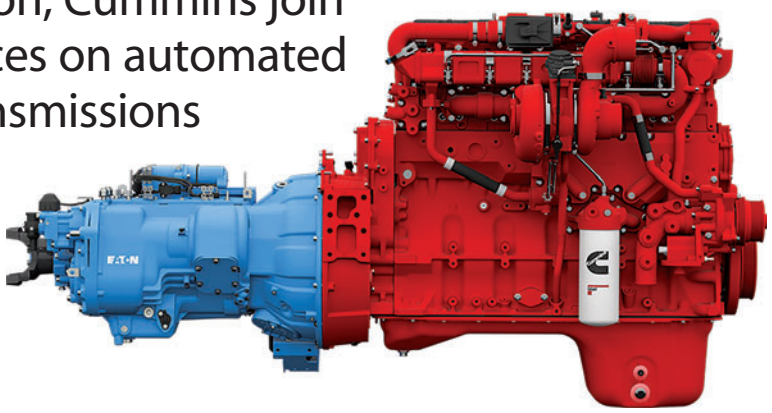
Mitsubishi Fuso Truck of America is turning to Telogis to offer standard telematics systems on all its medium-duty diesel cabover trucks.

"The Telogis software will help provide Fuso owners and fleet operators with improved safety, better logistics control, and more – efficient operations," said Jecka Glasman, Fuso's president and Chief Executive Officer.

"This is yet another OEM stepping forward and saying, 'We're going to build connectivity into every truck we produce,'" says Kevin Moore, Telogis vice president – Original Equipment Manufacturer sales. "We're going to have the most intelligent truck on the road."

The standard feature will be integrated into all future Class 3-5 turbocharged diesel commercial trucks. TT

Eaton, Cummins join forces on automated transmissions



Eaton and Cummins will be developing medium- and heavy-duty automated transmissions under a joint venture known as Eaton Cummins Automated Transmission Technologies.

Each will have an equal share in the business that will design, assemble, sell and support future proprietary models integrated with Cummins engines, as well as versions for customers spec'ing other engine platforms, says Ken Davis, president of Eaton's Vehicle Group.

While Eaton's medium-duty Procision will be part of the venture, the Eaton Vehicle Group will retain its global manual transmission and clutch business, as well as automated transmission business outside North America. Eaton also keeps its global aftermarket, light-duty transmission, agricultural transmission and global automotive businesses.

Eaton receives US $600 million from Cummins in the deal, and Cummins will consolidate the operation under its components business. The transaction is expected to be finalized in the third quarter of this year.

Ed Pence, vice president and general manager of Cummins' high-horsepower engine group, referred to the deal as a "historic milestone" for Cummins as it pushes to be a global powertrain player supporting its own engines or proprietary engines from other manufacturers.

Discussions about a joint venture were born during an investor conference in September 2015, when Cummins identified powertrains as a critical area for growth and began looking at ways to take the concept of its SmartAdvantage powertrain to the next level, Davis said.

The SmartAdvantage powertrain, introduced in 2013, marries an Eaton Fuller Advantage 10-speed Automated Manual Transmission with a Cummins X15 or ISX12 engine with SmartTorque2 and SmartCoast.

PRODUCT WATCH

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Medium-duty engine for vocational users

Daimler Trucks North America unveils DD8 engine family

Daimler Trucks North America has unveiled the new Detroit DD8 medium-duty engine aimed at the vocational truck market, building on the medium-duty platform introduced last year with the DD5.

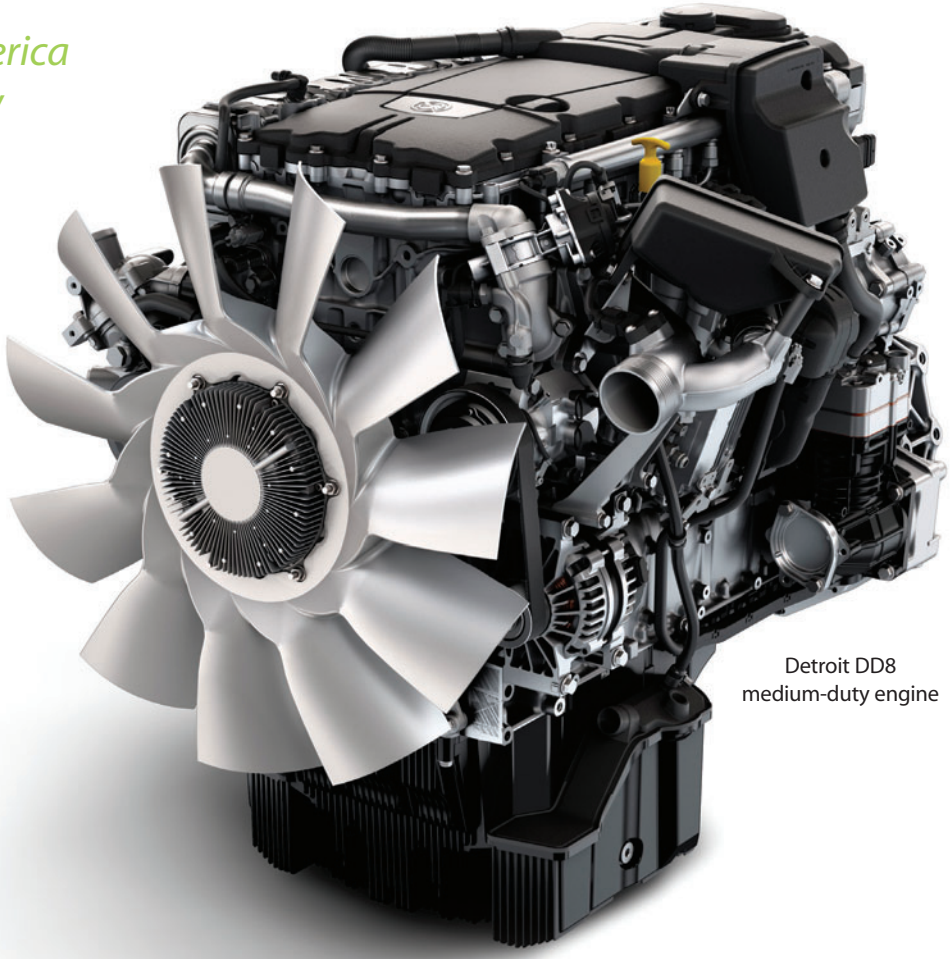
The 7.7-liter in-line six-cylinder medium-duty engine offers 260-350 horsepower at 660-1,050 lb-ft of torque, and it launches with both engine and transmission Power Take Off options.

Initially available in the Freightliner M2106, 108SD and 114SD models, the engine will soon expand into other Daimler models, through Thomas Built Buses and Freightliner Custom Chassis, the company says. Targeted applications include utility; maintenance and repair service; pickup and delivery; oilfield; construction; logging; plow and dump; wrecking; refuse; and fire and emergency.

The power also comes with connectivity. The DD8 will feature Detroit Connect Virtual Technician remote diagnostics. When combined with experts at the Detroit Customer Service Support Center, that offers more in-depth information, the company adds.

The DD8 will be in production beginning in February 2018, and is part of a US $375-million investment to manufacture proprietary medium-duty engines in Redford, Michigan, Daimler says. That facility also produces Detroit heavy-duty engines, the D12 Automated Manual Transmission, and Detroit axles.

See www.demanddetroit.com



Detroit DD8 medium-duty engine

POWER MANAGEMENT PORTFOLIO

THERMO KING UNVEILS TOOLS TO BOOST, CHARGE, AUTO-START

Thermo King has expanded its line-up of power management tools, now including a boost charger, auto-start module, and electric pallet jack charger.

The boost charger is specifically designed to ensure that liftgate batteries remain powered, and comes in 20- and 35-amp models. Its three-stage charging also helps to maximize battery life, the company says.

A new auto-start module, meanwhile, will automatically activate a Precedent Series alternator – mounted on the reefer – to begin its charging work if power

Thermo King Electric Pallet Jack (EPJ) charger

Talbert Manufacturing's new 55SA-TELE heavy-haul trailer

levels drop too low. It features low-voltage protection for the auxiliary battery to keep liftgates lifting and lights shining.

Rounding out the package of tools is an electric pallet jack charger that offers 120-volt power inside trailers to support electric pallet jacks. It draws power from the liftgate battery pack, but also features low voltage protection to keep the liftgate operating, Thermo King says. It is installed in a fully sealed assembly under the trailer.

www.na.thermoking.com

DUAL-USE MILK TANKERS

TREMCAR TANKER FOR PICKUPS, DIRECT LOADS

Tremcar has updated its standard farm pickup tanks so they can also be used as direct load tanks.

Based on a standard two-compartment farm pickup specification, the frame has been modified to create a flat surface that will create an airtight seal against pads at direct loading facilities. Door hinges were also modified to swing doors out of the way when backing against pads, and both doors will also secure in place to minimize the risk of damage, Tremcar says.

Once one compartment fills, an automatic shutoff is triggered. The next compartment can be filled with the switch of a valve. Nothing needs to be unplugged. Two probes found in each compartment also trigger full-tank alarms during direct loading, and automatic shutoffs during farm pickups.

QMI sampling ports found at ground level, spill dams and Lumenite probes all reduce the need to climb on the tanks, the company adds.

www.tremcar.com

HEAVY-HAUL TRAILER

TALBERT TRAILER FOR LARGE EQUIPMENT, BUT WILL SHRINK

Talbert Manufacturing's new 55SA-TELE heavy-haul trailer is ready to haul an array of large equipment such as bridge beams, conveyors and tanks – but one of the most innovative features is the way the trailer's size can shrink for return journeys. The 54-foot decks can be retracted to 32.5 feet; the overall length drops to 53 feet.

The trailer has a 90-inch swing radius that can be extended to 114 inches thanks to a pinned and hinged gooseneck extension. The 55SA-TELE can be set up as a four-axle close-coupled, 2+2 spread axle or 3+1 spread axle configuration. The third and fourth axles can be flipped or removed, while the 24-inch gooseneck extension can also be flipped.

The trailer features a 29-foot wood deck at the front and a three-foot Apitong platform at the rear, with beams reinforcing the structure. It expands and locks in four-foot increments. The deck itself is 20 inches high, optimizing the headspace for taller equipment, Talbert says.

There's also an ENitro nitrogen-assisted dampening system, which ensures a stable platform that virtually eliminates spreader bridging, which can happen if an entire load rides on the rearmost axle, the company adds. Other features include an air ride suspension, optional Dura-Bright aluminum wheels, strobe lights at each axle, and a battery backup for the lighting package.

www.talbertmfg.com

Tremcar tanker

RAND MCNALLY GPS UPDATED

GPS UNITS CAN BE UPGRADED OVER THE AIR

Rand McNally has unveiled a fifth generation of its Global Positioning System in the form of the TND 740, enabling over-the-air updates among other features.

The device comes with a magnetic mount, the ability to update maps and content over Wi-Fi, and a quad-core processor. New maps for the U.S. and Canada, as well as new icons, are also

described as easier to recognize at a glance. Addresses can be searched through a free-form or structured format, while the pre-loaded DriverConnect Electronic Logging Device service can now be accessed through a single icon. The app pairs with the previously announced ELD 50 and DC200 plug-in devices for electronic logging.

Trip details are enhanced with information like fuel prices, weather and traffic conditions, while a central dashboard has been redesigned to offer drivers key parameters at a glance. It's all delivered through a seven-inch display with a higher resolution and brighter look than the TND 730, the company says.

Audio-out capabilities also allow drivers to route the TND 740's sound through truck audio systems.

www.randmcnally.com

UPGRADED DUMP BODY

NEW LIGHTING FOR RUGBY ELIMINATOR LP

Rugby Eliminator LP dump bodies now come with standard features including LED lights and a 201 Number-4 polished finish.

Built with a one-piece floor, the dump body features dirt-shedding sides, a centrally located quick-release lever on the fold-down side doors, and EZ-Latch tailgate release system.

The new lighting package – now featured on all Rugby products – includes updated wiring harnesses with plug-and-play adaptors, rear six-inch stop/turn/tail/backup laights, and ¾-inch LED clearance/marker lights.

www.rugbymfg.com

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YOU CAN'T GET THERE FROM HERE

Skateboarder memorial

We said the contest picture in our April edition would be difficult to locate and it definitely proved to be so. The display of skateboards is on Highway 10 just south of Caledon Village, Ontario, and is a roadside memorial to skateboarder Stephen Boyd, who was struck and killed by a car in March 2013. Boyd was also remembered as a mentor who helped young kids learn to skate. This month's landmark combines a vehicle component and the natural environment. Do you know what it is and where it can be found? The first 10 correct guesses win a **Today's Trucking** cap. Send your entries to **nicholas@newcom.ca**.

April Answer:

The skateboarder memorial is on Highway 10 near Caledon Village, Ontario.

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Dave Bennison's driving-related wisdom has been developed over a 22-year career.

Stick with It

Challenger driver's magical creations find buyers around the world

By Nicholas Camilleri

If you happen to be a new driver in Challenger Motor Freight's driver training program, there's a chance you may find yourself in a truck cab being instructed by the fleet's unofficial wizard.

As a 22-year driver, trainer and mentor, **Dave Bennison** – "Wizard" to his coworkers – has a passion for trucking. But he has picked up a lot of attention for another one of his passions: Crafting custom wooden staffs, wands and canes, among other fantasy-inspired items.

Seven years ago he came up with the idea to create a custom staff for a friend who performs as Santa Claus at Christmas. According to Bennison, his friend's original staff was just a stripped piece of wood and needed a bit of character.

It became the first of thousands of carved creations.

Bennison spent time on the festival and convention circuit at first, but then took to social media. Now known on Twitter as *@stick2thestory*, Bennison has collected more than 35,000 followers, and the majority of his staffs, wands, canes and other "magical" creations go on to sell through the social media platform.

He has found customers across the world, and the latest work was for the production team behind AFK, a fantasy TV show in New Zealand.

"Every piece I make has a story to go with it," he said, adding that his wife Victoria has even published a "Stick to the Story" book on Kobo that puts a story behind many of the staffs that have been crafted over the years.

The truck driver said the reactions he gets from coworkers are mixed, adding that sometimes people poke fun at him for his hobby. But as Bennison mentioned, he's the type of guys who shows up to public events dressed as his favorite fictional characters. He's not too concerned what people think.

There's also some wisdom behind his title as the fleet's wizard. Bennison was part of the very first group of truck drivers to go through Challenger's driver training program. Now he's one of its trainers.

In addition, Bennison took his turn as an Ontario Trucking Association Road Knight from 2000-02, and says he loved educating young people about the industry, especially rolling into school parking lots with his truck.

While many might envision Bennison carving some of his creations while on the road as a local Niagara driver, he says once he steps in his truck, he's "100% a truck driver". When you're behind the wheel, he says, the focus must be entirely on the job at hand, even if the time is spent waiting to be unloaded at a customer's yard.

He's often asked if he would pursue the carving full time. The idea is alluring, he admits. It would be possible to make a living at it. But he still loves his job as a truck driver, especially for his current employer.

"The day Challenger doesn't want me anymore is the day I'm done driving a truck," he said. TT

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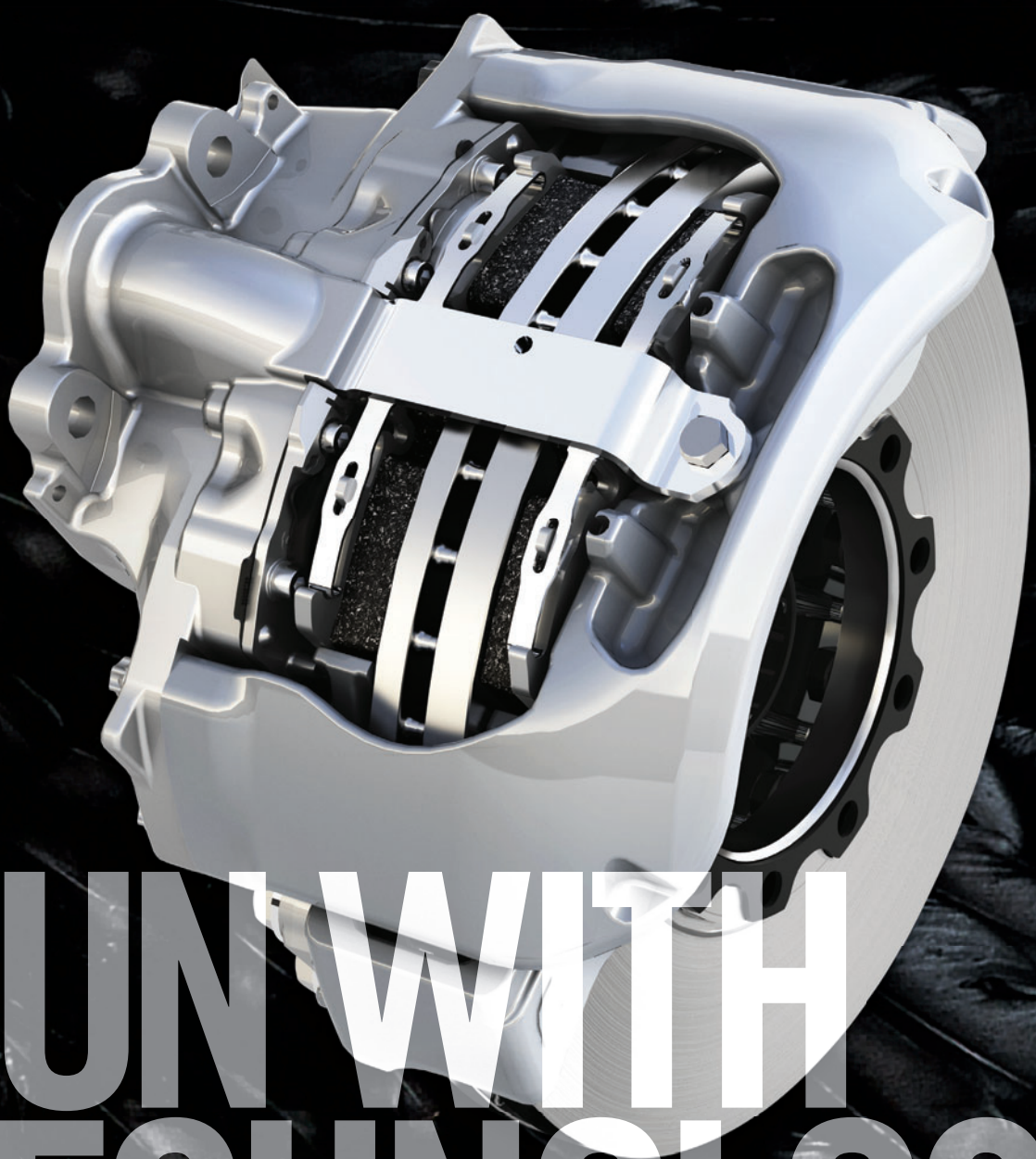

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