

HAULERS vs HOLLYWOOD: Adios driver-shortage, PG. 32



Northwind's Kurt Wainman.
"Internet hits are up about
1,400 percent."

September 2008
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Today's Trucking

The Business Magazine of Canada's Trucking Industry

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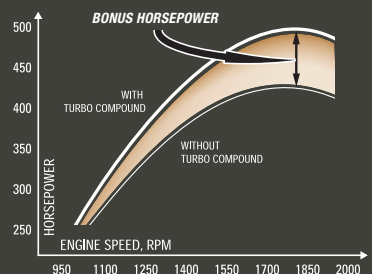
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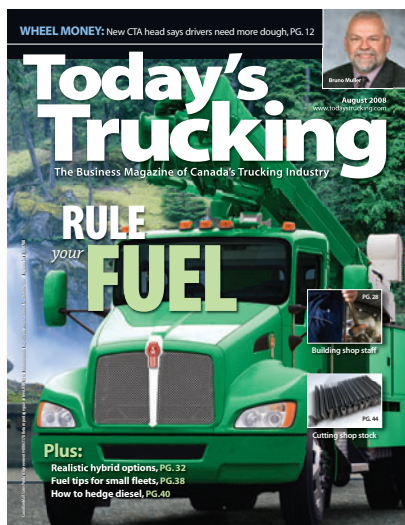
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BIPA WORLDWIDE

Letters



Scaredy cats in the granny lane

I'm one of those drivers who are fed up with being controlled like I was still in kindergarten.

The speed-limiter law is nothing more than a feel-good measure to make the scaredy cats in society feel better at the expense of the professional drivers.

In Illinois, Democratic Governor Rod Blagojevich said on NPR that his famous 55-mph law is a response to motorists afraid of passing 75-ft long vehicles.

How logical is that? I'd say not very, but I think it's the same logic that Ontario used to implement the speed-limiter law.

I've suggested to Ontario's Ministry of Transportation Jim Bradley that he introduce an "anti-cutting-off" law.

Every trucker knows there's a problem with cars cutting off transports just to get to their next exit. You see them in your mirrors, highballing your back, then whoosh!—suddenly you see them cut in front of you from the middle lane, skipping the granny lane to go directly to the exit.

The minister's response to my suggestion—and I have the letter to prove it—is that it's hard to control driver behavior. Well, if it's so hard to control driver behavior, why pick on the 90 percent of truckers who follow laws and don't exceed the speed limit?

Also, I'm tired of having a piece of paper dictate my sleeping habits. Log books are not doing us any favors.

There're times I wish I could pull over, nap for four to five hours, but I can't anymore, due to the HOS rules in the States. A better alternative would be to reinstate the eight-hour-rest rule or the split-sleeper-berth time provision.

These are just the tip of the iceberg. Those are just a few of the little things that aggravate truck drivers and make us feel demoralized. If only the law would work on our side. Maybe if the ostrich-head-in-the-sand Ontario government would send an official for a drive-along or even have Cam Wooley aboard, maybe things could be different.

Danno Cardinal,
Spanish, Ont.

Dialing for demerits

Your story on *todaystrucking.com* says the Ontario government is thinking about banning the use of cell phones while driving. My question is this: When exactly did cars become phone booths anyway?

If you're so important that you need to be on the phone while driving, maybe you should have stayed in the office.

Stu Capaldi,
Cobourg, Ont.

Driven to distraction

Re: "OTA says no to ban for in-vehicle electronic devices," *www.todaystrucking.com*.

So the Ontario Trucking Association doesn't want the police to "punish everyone for the habits of some bad drivers."

This is pretty much what I said in my speech to the legislative committee that was discussing the proposed speed-limiter law.

I think the big carriers will fight the ban on electronic devices because those carriers insist that owner-operators install satellite units on their trucks and they have to rely on them.

Dorothy Sanderson,
Cannington, Ont.

HOW TO REACH US: We want your feedback.

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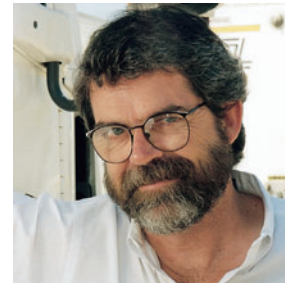
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By Rolf Lockwood



Saving Big

There's gold in them thar technological hills, I tell ya.

It has not been an especially quiet month or so in my version of Lake Wobegon, if Mr. Keillor will allow my thievery of his classic line. I've seen everything from the sublime to the stupendous, ranging from Germany to California's Napa Valley and a couple of places in between. I've learned a lot, seen that serious fuel savings are possible, and confirmed for the nth time my absolute hatred of plane travel.

I have no problem with flying itself. No, it's the unbridled silliness of airport security that riles me more and more, this window dressing designed to make us all feel safe in the knowledge that the so-called authorities have things in hand. They don't, I promise you, no matter how rigorously they limit the size of the shampoo bottle I can carry on. Their scrutiny of you and me and our carry-on stuff serves only to make us nearly miss just about every single flight.



But that's another bitch session altogether, so let's start the happy stuff with a ZF-sponsored trip that recently gathered key press folks from around the globe at Germany's famous Nurburgring race track to preview the company's news to be announced at the IAA commercial vehicles show later this month in Hannover. ZF's biggest introduction concerned the new PowerLine 6-speed automatic transmission, little brother to the heavy-duty Freedomline, soon to be built in the U.S. It's going to be the main transmission in the new Nissan light commercial vehicle coming in 2010 out of the company's existing plant in Mississippi. The truck will also sport a Cummins diesel engine, by the way.

Speaking of the Indiana engine-maker, it rocked the world a bit last month with its announced switch to selective catalytic reduction (SCR) technology for 2010 heavy-duty motors after saying last fall that it would continue with EGR, or cooled exhaust-gas recirculation (see 'SCR is On the Way', p. 39). Given the rising cost of fuel and the fact that SCR can actually save a few percentage points on that front, I think their decision was inevitable. And smart.

I have to admit that initially I was no fan of SCR and quietly cheered both Cummins and International for sticking with EGR. I kept an open mind but I thought the hassle of filling that urea tank would be a monstrous burden. A couple of the guys at

Detroit Diesel got me thinking that maybe I was wrong, so then I kinda liked the idea that truck buyers would have a choice. And then the price of diesel started rising sharply and I wondered how long Cummins would stick with its EGR plan.

More compelling was a visit with an Austrian fleet during my ZF trip. Our hosts arranged most of a day with LKW Augustin executives just for the five North American motor noters they'd invited across the pond. Collectively, we had asked if we could spend some time with a Euro fleet using SCR, and Augustin fit the bill perfectly. Bigger than the vast majority of carriers over there, with about 1000 trucks hauling general freight, the company has about 700 Euro 5 SCR power units—or "trailer heads" as they call them, oddly enough. And as you'll see in my story on p. 39, they gained as much as 10 percent in fuel economy with the switch.

Then the price of diesel started rising sharply and I wondered how long Cummins would stick with its EGR plan.

That would be motivation enough, but for the Augustin fleet, another one is being able to cross the Alps at night en route to Italy, which is only allowed if you have a Euro 5 truck. The thing is, the Euro 5 emissions standard doesn't actually kick in until next year, so governments are motivating fleets to switch early for the environment's sake.

OK, a 10 percent fuel-economy gain is mighty cool, but how about 30 percent? No, not in a highway rig, but a straight truck doing P&D work in California. Right, it's a diesel/electric hybrid.

Peterbilt recently delivered its first two hybrid production units, Model 335 trucks built in Quebec, to an interesting customer in Napa Valley, VinLux Fine Wine Transport. With an expected 30 percent fuel saving—2400 gals a year each—in this temperature-controlled operation that delivers wine to restaurants and retailers, the payback period is expected to be less than 30 months. That's mighty short, not least because it takes into account federal, state and local tax credits and other incentives. The hybrid upcharge is about 40 percent.

If only we enjoyed grants and credits and such here in Canada. But that's a tune I've sung before. And it still falls on totally deaf ears. Shameful, nothing short of shameful. ▲

Rolf Lockwood is editorial director and publisher of *Today's Trucking*. You can reach him at 416-614-5825 or rolf@todaystrucking.com.

Dispatch

BY MARCO BEGHETTO

LIGHT AT THE END OF THE DOCK:
Capacity is adjusting, one way or another.



Bear market headed for hibernation?

The North American trucking herd is getting culled. Is this a good thing?

Better times could be just around the corner. At least for whoever survives long enough to see it.

In the U.S., especially, some truckload lanes—reefer and flatbed segments, mainly—are reportedly seeing steady volume increases, easing pressure on rates and less deadhead miles.

It's larger, diversified carriers, however, that are benefiting most from the initial stages of this supposed turnaround as small and medium-sized soup-to-nuts players and those in the oft-struggling sectors like automotive continue to drown in a sea of fuel, labor and other operational costs. Further North American

consolidation is also squeezing capacity and the qualified driver shortage is once again becoming a factor—albeit slowly.

An American Trucking Associations (ATA) analyst recently reported that stateside there were well over 900 trucking company bankruptcies (representing over 40,000 units) in the first

quarter of 2008 alone—nearly a 150-percent jump over last year when the market was arguably just as weak. That could very well indicate that the bubble has burst.

Here, the Canadian Trucking Alliance (CTA) doesn't record similar hard figures on company failures, but, anecdotally anyway, we're seeing more of

ches

the same, at least in central and eastern Canadian south-bound lanes.

Consider the stories of a handful of staple fleets in southern Ontario, Quebec, and Manitoba: Last issue we reported the near-demise of Winnipeg Motor Express, which is currently operating under creditor protection with a sliver of its former fleet count and customer base.

Days later, *Todaystrucking.com* first reported that Al's Cartage, a fixture fleet in Ontario, went broke.

"We just ran out of money so they shut off our fuel. You can't run a truck without fuel, so that was it," President Norm Frohlich told us the July morning he shut his doors.

The carrier simply couldn't withstand the one-two punch of skyrocketing fuel costs and a slumping North American auto industry, Frohlich said. Throw in a high Canadian dollar and weak U.S. appetite for other export products, and the end was inevitable.

He admitted that the company made a huge mistake by going after auto parts work a few years ago. It wasn't long before Al's was "squeezed out" of the cutthroat sector. "It cost us a lot more than it was worth," he lamented.

Al's tried to revert back to its old lanes, but to little avail. "We were pretty well back to where we started, but we just couldn't get the volume back up fast enough," said Frohlich, who ran the fleet with his son Randy. "The expenses were there, but the volume wasn't." Sound familiar?

Ontario Trucking Association (OTA) President David Bradley says he's sorry to see the end of a pioneering OTA member, but the closure and others like it are indications that the market is correcting itself. "The demise of a company such as this is surely a reflection, at least in part, of the difficult times the industry is experiencing," he says. "However, it is clear that a restructuring of the industry is underway in both Canada and the U.S. As I have said before, capacity will adjust one way or another."

Then there's Highland Transport, a major Toronto-based truckload division of TransForce. The status of its future is anyone's guess at this point.

At press time, the company had agreed to hold off on firing its owner-operators, pending a second vote on a new union contract on Aug. 27, 2008. (*Todaystrucking.com* first broke this story, so be sure to



BORDERING ON EXTREME: And you thought taking lunches was overzealousness?

ANY BOOKS, VEGETABLES OR MP3s TO DECLARE?

As if you needed another reason to avoid crossing the U.S. border, eh? How about the fact that your laptop, cell-phone, or other electronic communication device could be confiscated for almost no reason at all. The Department of Homeland Security (DHS) recently granted American border agents the authority to seize and detain such property from cross-border travelers. Agents have been given the green light to search the devices and make copies of their contents and distribute them among other government agencies. The searches could take place at the point of entry or off-site, and the machines can be detained for as long as it takes to conduct the analysis, according to documents released by DHS.

"These examinations are part of ... long-standing practice and are essential to uncovering vital law-enforcement information," the policy says, noting examinations help authorities detect possible instances of terrorism, narcotics smuggling, child pornography and violations of copyright and trademark laws—which under a broad interpretation might include illegally downloaded videos and music files, or even pirated software.

The problem is the CBP policy document is incredibly vague in what it defines as "questionable material" that can trigger an investigation. The policy document defines "business information," for example, and advises officers encountering business or commercial information to treat it as confidential, and to take all reasonable measures to protect that information from unauthorized disclosure.

Elsewhere in the document it's stated that officers are empowered to seize and retain documents, books, pamphlets, and other printed material, as well as computers, disks, hard drives, and other electronic or digital storage devices where "probable cause" of unlawful activity exists. What other printed material is fair game for seizure, we're not sure. But CBP officers have been known to confiscate people's lunches before, so who knows what else they might reach into a truck cab for?

It's pure speculation on our part, but technically couldn't this extend to logbooks, trip records, and bills of lading—whether paper or electronic—that might provide evidence of "interstating" by a Canadian carrier? We'll see.



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check online for updates and past articles on this topic).

The Steelworkers Local 1976 representing the owner-operators urged its members to unanimously accept the revised terms of the carrier's final offer. The union stressed that it believes the company's threats to shut down the entire fleet are real if the drivers reject the new proposal. Highland, which let former president Norm Sneyd go earlier this year, was preparing to send out between 25 and 50 initial termination notices (and more to follow) after the owner-ops voted down a previous offer in July and the union informed the carrier it would file a grievance for "unfair labor practices."

The drivers complained

that the company was illegally changing the current contract in mid-stream. Those terms don't expire until December 2008.

After meeting with union leaders earlier this month, Highland management has since made several significant amendments to the first proposal, which included scrapping the negotiated 48-cent cap on fuel and replacing it with a regime that would pay drivers a modest surcharge after they pay the full price at the pump.

The union also claims the company was demanding owner-ops operate at 8.5 mpg to qualify for the surcharge and that it was seeking an across-the-board reduction of 2.5 cents for most lanes and empty miles,

among other things.

When contacted by *Today's Trucking*, TransForce President Alain Bedard refused to comment on the dealings with the union. Dorothy Sanderson, health and safety rep for the owner-operators, is holding out hope that a settlement can still be reached.

"Let's 'GM' this company," she said, referring to the recent deal General Motors signed with the Canadian Auto Workers to create new production jobs for laid off workers. "And by that I mean for the union and management to work together to keep Highland going." Hopefully for haulers, Highland and other TransForce carriers rumored to be on the verge of similar

standoffs with operators can hang on to see prosperity again. For companies like AI's, though, time simply ran out.

So what do the Frohlich father-and-son-team do next? "We look for a job," Norm Frohlich says with a laugh. "I'm 65, so I don't think I have to look too hard anymore. I told Randy to get a government job." At least the market didn't take his sense of humor.

Speed limiters

Stop Speed Limiters: OOIDA

American owner-operators are hoping to convince MPs in Ottawa to stop Ontario's speed limiter legislation from spreading to the rest of Canada. The Owner

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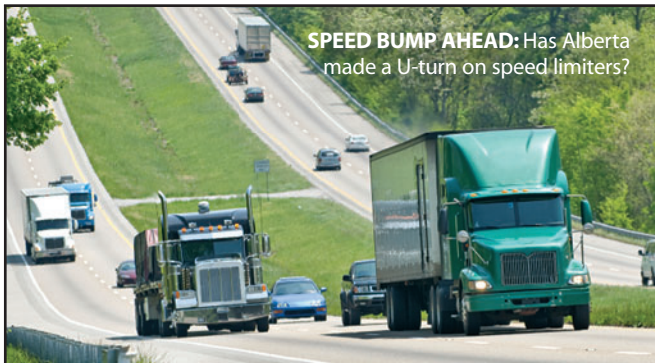
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SPEED BUMP AHEAD: Has Alberta made a U-turn on speed limiters?

Operators Independent Drivers Association's (OOIDA) D.C.-based executives recently met with Canadian lawmakers to "continue pressing the issue before speed limiters are mandated in more areas."

Says OOIDA Government Affairs Counsel Laura O'Neill: "This legislation is like an open wound. We are traveling to meet with the federal government of

Canada to see if we can patch up this wound or at least make sure it doesn't get infected and spread to the rest of Canada."

For their own sake, then, they better work fast.

Recently, Alberta Deputy Premier Ron Stevens said the government would consider the idea after a Transport Canada report on the matter highlighted a few environmental benefits. Jerry

Bellikka, spokesman for Alberta Transportation, also told Canwest News the department will take another look at speed limiters.

That's contrary to what his boss told a gathering of fleet owners earlier this year. "Here along the main economic corridor the speed limit is 110 km/h and it would be wrong to put [trucks] below that. If they do it on their own that's great, but I'm not ready to go there," said Transport Minister Luke Ouellette.

Meanwhile, it's the Maritimes that seemingly don't want to march to the beat of Ottawa's drum on this issue. Atlantic Provinces Trucking Association Director Peter Nelson recently told us that

there's little demand for such a law in his parts and he doesn't see a day anytime soon when any Atlantic government would adopt such a plan.

Cellphones

And the Ban Plays On

The list of provinces where you can drive while talking on your hand-held cell is getting shorter by the month.

The Ontario government recently announced a plan to ban cell phones and other "electronic distractions" for anyone operating a moving vehicle. The new law will probably be introduced this fall. The Ontario Trucking Association says it has

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Dispatches

strong concerns over the proposal. "An outright ban on the use of in-vehicle electronic devices in Ontario would not be feasible for the trucking industry," says boss David Bradley.

The trucking lobby group, which was successful in getting legislation on mandatory speed limiters on trucks passed, suggests a more "sensible" approach to cell phones, where charges would be laid for distracted driving rather than an outright ban on the use of electronic communications devices. Other jurisdictions that have already forced drivers to put down their phones include Quebec, Nova Scotia and Newfoundland and Labrador. Quebec's grace



period for enforcing the law expired Aug. 1 and police have handed out more than 1,500 tickets already. First-time fines run up as high as \$115.

On the Rock, if a driver's caught talking into a cell he might also wind up walking into one. You might actually get thrown into the slammer in that province. Ontario Transportation Minister Jim

Bradley said a possible ban would apply to "electronic distractions," which implies it could include other telematic devices such as GPS or DVD monitors. But two big questions remain. First, would the law apply to CBs or push-to-talk devices like Mikes, as we recently reported is the case in Quebec?

A response from the MTO

SHUDDUP AND DRIVE: This fall we'll find out if Ontario will walk the talk on a cellphone ban in cars and trucks.

to our questions on the matter still hasn't come. Second question: Has anybody ever found an accurate statistical link between cellphone usage and road accidents? Not to our knowledge. Recently, the Alberta government released the results of a study that said cellphone use while driving has less risk than many other acceptable distractions including eating or tending to children in the back seat. Other reports in jurisdictions like New York—which has had a cellphone ban for a few years—arrived at similar conclusions. As if that's going to stop the politicians.

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Dispatches

Trailers

Supersize Combos Allowed in NS

Twin 53-ft trailers could soon be rolling all the way from Halifax to the Ontario-Quebec border. Nova Scotia's Department of Transportation announced that a Long Combination Vehicle (LCV) pilot project could be underway as early as October, allowing LCV (double 53-foot semi-trailers hauled by a single tractor) on selected stretches of highway.

Under the pilot program, LCVs will operate only on

the province's four-lane 100-series divided highways between the New Brunswick border and Dartmouth's Burnside industrial park. Strict operating conditions will be imposed during the test period, including restricting vehicle speeds to 90 km/hour, limiting operation during unfavorable weather, and using drivers with a minimum of five years and 150,000 km of tractor-trailer experience.

New Brunswick recently wrapped up a similar study of LCV use in that province, concluding conditions were

favorable to their use on multi-lane divided highways. Permit applications for carriers wishing to use LCVs will soon be available, says Peter Nelson, executive director of the Atlantic Provinces Trucking Association (APTA).

LCV are seen by some as a boon, but a hazard to others. Naturally, concerns are being raised by some motorists about the longer trucks. In a recent web-based CBC News Halifax reader comment forum, respondents said they feared for their safety when sharing

roads with bigger trucks. Nelson dismissed the comments saying that not a single complaint was received about the trucks while the LCV testing was underway in New Brunswick.

"Look at the trucks we used," he said. "Those bright yellow Sunbury trucks stand out on a crowd. You can hardly miss them, but nobody seemed to notice the LCVs while we were testing."

LCVs are currently allowed to operate year-round in British Columbia, Alberta, Saskatchewan, and Manitoba, and seasonally in Quebec. ▲



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September 8-10

RFID World 2008, MGM Grand, Las Vegas. With over 200 exhibiting companies, RFID World is the place where the RFID industry networks and discusses industry challenges. This year promises to be the biggest, broadest conference yet. Go to www.cmp-egenevents.com/web/rfid/home or call 1-800/441-8826.

September 21-24

Transportation Association of Canada Annual Conference, Toronto. Canada's largest annual gathering of transportation professionals. This year's theme: Transportation—A Key to a Sustainable Future. Contact: 613/736-1350 or click on www.tac.tca.ca.

October 3-4

TRUXPO 2008, Northlands Tradex Centre (Abbotsford Airport), Abbotsford, B.C. The biggest truck show for Western Canada returns to B.C. this year. Hosted by the British Columbia Trucking Association. Contact: 604/888-5319 or go to www.bctrucking.com.

October 21-22

2008 International Transportation Summit, World Trade & Convention Centre, Halifax, N.S. This event provides a global perspective on the transportation industry in the 21st century, featuring presentations by world leaders in transportation and trade. Contact: 506/855-2782 or go to www.apta.ca.

November 7-9

CamExpo, Centre de Foires de Quebec, Quebec City. Owned and operated by the publisher of this magazine, Newcom Business Media. CamExpo is one of Canada's biggest trucking shows, with a uniquely regional flavor. Call 418/691-7110 or click on www.cam-expo.com.

CamExpo
2008 QUÉBEC

November 16-20

15th World Congress on Intelligent Transport Systems & ITS America's 2008 Annual Meeting & Exposition, Jacob K. Javits Convention Center, N.Y. The event aims to connect the transportation industry with all the cutting-edge ITS solutions of the day. Call: 1-800/374-8472 or click on www.itsa.org.

November 21-22

Ontario Trucking Association Annual Convention, Toronto Congress Centre, Toronto. Canada's largest trucking association puts on the country's largest, most informative carrier conference. Contact the OTA at 416/249-7401 or go to www.ontruck.org for more info.

December 1-4

Commercial Vehicle Safety Alliance (CVSA) 2008 Brake Safety Symposium, Memphis, Tenn. Location TBA. Need to know anything about brake safety and technology? It's here. Call 202/775-1623 or go to www.cvsa.org.



LOG BOOK

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Canada: Truck Sales Index

June 2008

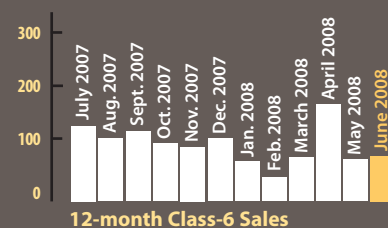
CLASS 8	This Month	YTD '08	YTD '07	Share
International	445	3019	2917	23.5%
Freightliner	386	2418	2865	18.8%
Kenworth	376	2228	2161	17.3%
Peterbilt	202	1422	1623	11.0%
Volvo	250	1172	996	9.1%
Sterling	195	1069	1472	8.3%
Mack	175	923	881	7.2%
Western Star	140	620	1137	4.8%
TOTAL	2169	12,871	14,052	100.0%



CLASS 7	This Month	YTD '08	YTD '07	Share
International	142	677	629	33.2%
Peterbilt	50	374	341	18.3%
Kenworth	75	353	322	17.3%
Freightliner	35	254	324	13.2%
Sterling	25	164	163	12.4%
Hino Canada	26	220	268	10.8%
General Motors*	0	0	334	0.0%
Ford*	0	0	69	0.0%
TOTAL	353	2042	2450	100.0%



CLASS 6	This Month	YTD '08	YTD '07	Share
International	21	229	108	53.4%
Hino Canada	22	117	213	27.3%
Freightliner	9	53	65	12.4%
Sterling	12	30	18	7.0%
General Motors*	0	0	67	0.0%
Ford*	0	0	63	0.0%
TOTAL	64	429	534	100.0%



CLASS 5	This Month	YTD '08	YTD '07	Share
Sterling	74	467	71	37.8%
Hino Canada	44	378	443	30.6%
International	63	328	303	26.6%
Kenworth	19	38	0	4.4%
Freightliner	10	23	29	1.9%
Ford*	0	0	1316	0.0%
General Motors*	0	0	791	0.0%
TOTAL	210	1234	2953	100.0%



Canada: Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	24	96	17	17	99	78	40	15	0	0	386
Kenworth	45	139	17	20	61	82	8	4	0	0	376
Mack	14	44	11	20	66	12	6	2	0	0	175
International	21	59	3	16	181	119	26	12	1	7	445
Peterbilt	14	59	22	16	61	20	6	4	0	0	202
Sterling	15	39	3	6	53	62	7	10	0	0	195
Volvo Trucks	21	13	21	50	103	31	8	3	0	0	250
Western Star	15	59	1	3	34	11	7	10	0	0	140
TOTAL	169	508	95	148	658	415	108	60	1	7	2169

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

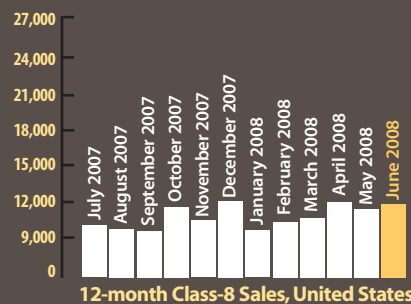
* The Canadian Vehicle Manufacturers' Association, which supplies these numbers, reports that it is in the process of making changes to its monthly GVW sales stats report. Until that project is completed, the sales stats report no longer contains Ford or General Motors monthly sales numbers or current YTD numbers. Because of this, we've defaulted these totals to zero for the time being. CVMA indicates that reported sales numbers for both OEMs will resume for the June 2008 monthly report. Thank you.



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U.S.: Retail Truck Sales

CLASSE 8	This Month	YTD '08
Freightliner	3093	16,406
International	2305	14,847
Peterbilt	1624	8398
Kenworth	1456	8141
Volvo	1137	7112
Mack	1192	5894
Sterling	720	3769
Western Star	106	622
Other	4	79
TOTAL	11,637	65,268





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Recruiting 202

driver's side *Do you want just another warm body, or a driver who fits the job and the company? By Jim Park*

Recruiting is probably the last thing on most carrier's minds at the moment, but the hard times won't last forever. If there's a silver lining to this cloud, it's that the industry will have shed some of the weaker players and bottom feeders—carriers and drivers—leaving opportunity for the stronger, better players—carriers and drivers—to re-establish their market position.

I have little doubt that when the industry sees the good times again, drivers will be in shorter supply than they were a year ago (no point using the current climate as a barometer). Wrangling the better drivers into your coral could prove to be a challenge, but I don't think it has to be that way.

I know there are many outstanding carriers out there, along with the bottom feeders, but somehow the message separating the two doesn't always make it through to drivers and owner-ops. I hear many in that crowd complaining there just aren't many good carriers around.

While you're scouring the planet for better drivers, they're all looking for a better deal from a carrier. What we seem to have here, to borrow a phrase, is a failure to communicate.

I applaud carriers who insist on doing serious interviews with drivers, right down to going through an owner-op's financial needs.

Once his numbers are on the table, along with the financial and lifestyle requirements, the carrier ought to be able to see a potential disaster unfolding. Why would you hire a driver or owner-op that needs more than he can reasonably expect to make under your colors?

Drivers often tell me they hired on following promises of "all the miles they want," only to discover the miles weren't quite as advertised. When you hire a driver or owner-op on false pretenses, you're only creating churn. That costs you money, so where's the sense in over-estimating the earning potential just to get the guy hired, only to watch him walk three months later?

At the same time, I applaud drivers who do some serious digging into the background of the carriers they are about to hang their fortunes on. Few do, but there's recruiting gold in there. How's your CVOR or NSC record? If it's good, why not lure 'em in with the benefits of working with a safe and compliant carrier? If I knew a carrier had a real problem with HOS violations, for example—and I could find that out easily enough on the U.S. DOT's SAFERSYS website—I wouldn't even bother attending the interview.

There are carriers out there playing nothing more than a numbers game, hiring darned near anyone who comes to the door because there are

empty seats to fill. Have you ever wondered if maybe you just have too many trucks? Clearly, if drivers are going out the back door as fast as they come in the front door, there's a problem.



Smaller carriers are working hard to sweeten the pot—and it's not necessarily all in the rate.

Volume-based business models don't often leave a lot left over to pay the help, and maybe that's why they won't stay. An owner-op's business model is margin-based by necessity. It's just a guess, but I'm thinking the ones who survive this current crunch will be smart enough to see the folly in expecting success from running more miles for less money.

If you believe your pay package to be a good one, lay it all out on the table during the interview. Owner-ops should be able to determine what they'll earn working for you, so why not get out the pay statements from current contractors (less the

personals) and show them, including fuel surcharge disbursements, the mileage and routing programs in use, the charge-backs, carrying fees, interest, penalties, etc. If you've nothing to hide,

hide nothing.

From what drivers and owner-ops are telling me these days, smaller carriers are doing the most to sweeten the pot—and it's not necessarily all in

the rate. The smarter small guys often have less of a risk margin to play with, so they're more particular about who they hire. They depend on the skill and professionalism of good dedicated drivers, and they make it worth the driver's while to stay there.

It's not uncommon for those carriers to offer parts and shop time at or near cost, more transparent rates and billing, fuller pass-through of the surcharges, discounts on insurance for safer drivers, and more.

Just because many of the smaller carriers can't afford to advertise, don't think they aren't on the drivers' radar screens. Word of mouth is a powerful recruiting tool, and bad news travels just as fast as good news. ▲

A former owner-operator, Jim Park is the editor of *highwaySTAR* magazine. Reach him at 416/614-5811 or jim@todaystrucking.com.



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Street Smarts

INSIDE:

29 Log books for local hauls

31 Drivers' payback time

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SHOPCHOPS: There are other places to save fuel besides in your trucks.

45 percent. First, tell your people to not abuse the forklifts. No unnecessary driving around. Also, avoid door-to-door natural gas resellers. The best natural gas or any energy related contract is not one that is marketed door-to-door, but one that you have to research.

ELECTRICITY: The same goes for electricity, particularly when buying in Ontario or Alberta (Canada's two open-access markets). It's of course not just for lighting, electronic devices and appliances but also electric-powered lift trucks. Don't leave lights or computers on unnecessarily and be extremely wary about signing reseller contracts. If you're in Ontario, understand the difference between a smart meter and an interval meter and make sure you know which one you have. Pricing decisions will be largely dependant on that. Hedging for 100 percent of your power load in Ontario is not advisable due to the natural price protection offered through Ontario Power Generation rebates.

PROPANE: Used for many lift trucks, propane is driven by the price of crude oil and natural gas and very often the price will increase as the gate price of propane increases. In the west it's the Edmonton gate and in the east it's the Sarnia gate, which are used as the reference supply points. It is important to know exactly what your gate index is and ensure when the gate goes down that your price follows. Without a pre-established gate index, your price will always go up as markets rise, but often will not come down when markets reverse.

FUEL ROUTING SERVICES: Many established OTR carriers already use fuel-routing services that show every truck stop along a lane as well as where to fuel up to get the optimum price while taking into account variables such as the minimum amount of fuel you want on board, mileage rating of your vehicles, state road taxes and

10 Ways to Cut Fuel Costs

fuel economy *Your drivers go slower but does your welder do his part too? By John Kiemele and Roger McKnight*

TRANSACTION FEES: These days, because of the strong Loonie and lower U.S. taxes, many Canadians purchase as much fuel in the U.S. as possible. If you're among them, you could be paying unnecessarily high fees to fuel-card service providers. There are a myriad of third-party billing companies that will report on fuel transactions and charge a fee that varies depending on your monthly number of purchases and has absolutely nothing to do with your volume. Those fees vary considerably among companies—sometimes by as much as 100 percent. It's important to know which ones will save you money and which ones give you the most flexibility.

LUBRICANTS: The price of lubricants is driven by the cost of crude and base oil

prices in the U.S., commonly referred to as the Gulf Coast N100 Paraffinic Base Oil Price. As crude costs increase, so do the base oil prices and ultimately the cost of lubricants. Like everything else, prices are driven by volume but there are certain things to look for. Ensure your supplier is moving in tandem with the competition. There can be many differences in both the amount of price change and the timing of the price change among suppliers. Knowing what the competition is doing will give you the edge and allow you to challenge your supplier when necessary.

NATURAL GAS: Do you do any warehousing? Operate lift trucks? Then you'll know that the price of natural gas has followed diesel through the roof. Compared to last winter, the price of natural gas is up

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volume discounts. Some routing services can save you on an average up to eight cents a gallon. With large swings in price, there can be big differences between fueling points and it's important to know which one is best.

INVENTORY MANAGEMENT: With crude oil rising and falling by several dollars per barrel per day, the rack postings change by several cents per liter. It is essential you have accurate rack-price change predictions by noon each day so you can order or pick up fuel before or after midnight. A \$.05-per-liter change in price is worth \$2,500 on a full-load delivery and it's essential to take advantage of that type of cost saving. (The company the authors work for, for example, offers a tank-management program that provides rack price predictions by 11:00 a.m. each day.)

DISPOSAL OF OIL AND GENERAL GARBAGE: Most trucking companies have a waste-service agreement with their local garbage contractor—and those agreements typically outline an established lift frequency and bin size—with those parameters set to the waste contractor's benefit. They obviously will want to lift your bins as often as possible to generate the most revenue they can. However, that's not always the most efficient way to take care of your waste. For example, if waste oil is generated, the disposal costs will vary depending on what the demand is like in the market, which is often dependant on seasonal climate changes. It's important to keep your eye on it.

WELDING GASES: If you buy welding gases you'll find some extreme differences in prices among suppliers, and even between some suppliers and customers. Trucking companies and other not-so-huge customers tend to get taken advantage of because they don't keep their eyes on the price. Take note of the tanks being delivered and picked up and ensure that suppliers don't charge you rental for cylinders that you quite simply cannot account for. Each time a delivery and pick-up occurs, someone from your facility should sign off and verify how many cylinders were dropped off and how many were picked up.

FUTURES: The best time for buying locked-in futures contracts is usually the period from October to March, which is the high-demand heating-oil and diesel season. Prices are exceptionally volatile during that period because of a number of seasonal factors that have to be considered when taking a futures position. Futures can be a gamble, but moreso if you don't know what you're doing. You

must have a good read on the fundamental factors in the decision-making equation. Taking into account all aspects of the market, then it's much less of a gamble if you have your eye on it every hour of the day as professional investors do. ▲

The authors are energy cost advisors with consultants En-Pro International Inc. www.en-pro.com.

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ENHANCED COVERAGE at a lower cost . . .

In today’s market, many OTA members set out to simply replace current coverage at a lower cost . . . or even seek to lower coverage wherever possible to realize additional savings. With the new OTA plan you can do this but still deliver significant enhancement to your employees, your contractors and their family members. Why? Well let just go through four different benefit enhancements that are standard in the new OTA plan and included at that lower cost.

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Hospital Cash Benefit – provides \$40 cash for every day spent in the hospital regardless of the reason for as long as 180 days and requires no receipts and is tax free and does not affect any other disability or insurance benefits and can be spent on anything.

Disability Management Services – a service that takes responsibility for assisting employees in claiming short term and long term disability and all the associated paper work. The employees receive a service that helps them with everything from filling out claims and knowledgeable and effective help in getting them speedy access to diagnosis or treatment and in getting back to work.

FINDING OUT MORE . . .

you can access the new OTA plan using your current benefits advisor. That’s right . . . you do not have to use the OTA’s advisor – you can use your own. Just call the OTA office and ask about the new OTA Benefit Plan.

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Local Logs

safety *Hours-of-service tips for when those hours are nine-to-five.*

By Brian Botham

Just because your trucks don't travel outside your area code and are safely in your yard every night doesn't mean you don't have to keep careful hours-of-service records.

It's just that the whole process is a lot different with local trucks than it is with the over-the-road versions.

Local carriers are still subject to audits and if you haven't been maintaining careful records, you could be whacked with huge fines and nobody needs that. Neither do you want the insurance hikes that would be sure to follow.

The regulations on hours-of-service for local trucking are very clear.

If your drivers operate within a 160-km radius of their home terminal and return every night to begin at least eight consecutive hours off, they do not have to run log books.

How simple is that?

As it turns out, it's not as simple as you might think.

The problem is that if a driver is exempt from keeping a log, you have to track his time.

And that includes keeping accurate records of the driver's off-duty time, on-duty not-driving time, and driving time for each day as well as the time at which each duty status starts and ends. Oh yeah, also the cycle the driver is operating under.

Sounds a lot like a log book right?

I like to refer to it as a typical government gift; on

one hand we give you a break but on the other hand we take it right back.

So what is a carrier to do? Well you could make your drivers use log books and then you would have all of the accurate records which are required. Or you can have them complete a trip sheet which would gather the information you require as well.

If your local drivers are doing 50, 75, or more stops a day, a log can get very

switched duty status?

Don't forget to include the cycle he is operating under.

If your drivers use the deferral or adverse driving conditions, these must also be recorded on each sheet.

If your day starts at midnight make sure the first entry shows midnight until whenever the driver begins his work shift and that the last entry of the day shows what time the driver booked

not prescribe the format for keeping these records, it does specify that they must be accurate and will be used to ensure compliance with the regulations.

If your local drivers head out of the 160-km radius and have to use a log book, they must be able to prove their last 14 days and show either a recap of their total on-duty and off-duty time or they could take copies of the last 14-day trip sheets with them as well.



tedious. A run sheet or trip sheet might work a little better, but make sure if you use a trip sheet it contains all of the required information.

A trip sheet should show the driver's name and which truck and trailer he was operating for the day.

What time did the driver start? (And I mean when he started his day, not his work shift) and have you accounted for all of his off-duty, on-duty-not-driving and driving time and when he

off and that time until midnight so you have captured all of the off-duty time for each day as well.

You are also required to keep records of the days off that the driver has. For your typical Monday-to-Friday driver, make sure your records reflect that the driver was off duty Saturday and Sunday. And don't forget to keep records when your drivers have taken vacation, showing them as off duty.

While the legislation does

And remember that all these records must be kept for six months and can be viewed by an enforcement officer at any time.

When the waste matter hits the fan, the difference between having accurate records and not can mean the difference between profit and loss. ▲

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



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Where the Money Goes

money *A few cures for what ails the trucking business.* By Ken McKendry

I wanted to be an over-the-road driver since I was about 12.

Since picking up the keys more than 25 years ago, I have had dozens of jobs in the trucking industry but keep coming back to work as an owner-operator.

I have enjoyed the good times and survived some of the bad and although I have heard people say that they get bored out there on the road, I've never had that happen.

I guess I just enjoy what I do too much.

Too bad more people aren't liking it. Because if they were, the government wouldn't have to import drivers. It's clear they know immigrants will work for less. In the countries they come from, if they earned \$8 a week let alone \$8 per hour they were considered wealthy.

The problem is, that perpetuates the miserable state of driver pay in this country and does nothing to fix it.

But our labor problem is not the government's fault. The industry is as much to blame as anyone else.

If you watch the load boards at any truck stop you can see brokers play a significant role in this. A load placed on the board Monday morning has a drastically lower rate than the same load placed there on Friday.

Carriers and owner-operators who undercut each other and accept backhaul rates cannot continue to pay drivers decent wages

and make profits.

High-paying driving jobs are few and far between. There are companies on Vancouver Island paying an \$18-an-hour starting wage to drive B Train and others who think paying a Class 1 driver \$12 to \$15 for tandem axle is fair.

After taxes and expenses, why would any sane person want to be in this industry?

People have to stop charging less for trips headed toward their home base. Do my fuel, insurance, tires, or maintenance get cheaper because I am headed home?

bananas were selling at 54 cents, the shipping cost would have gone up to \$3,645.

Even if you added a fuel surcharge to each of the above amounts, it would only amount to a one-or-two-cent-per-pound hike in the price of bananas. Would this stop consumers from buying them? I think not. And the same applies to most commodities shipped by truck.

Sliding fuel surcharges should be the norm now and should go to the owner-operators not to trucking companies.

Carriers going into the U.S. or Mexico should also implement sliding mileage rates to coincide with foreign-exchange rates. While the cost of fuel is prohibitive to an owner-operator now, imagine what would happen if the exchange rate were at \$1.60 again.

Randy Echert of Saferway Driver Training School Ltd., in Victoria B.C., says that there is federal funding for Canadians who need retraining but none of it has been going to trucking in the past few years because there is a lack of interest in becoming a truck driver.

If the industry changed to make the profession an attractive career choice, some of that money would be coming to trucking. But until then, I guess we'll just keep searching overseas. ▲

Ken McKendry is a Victoria, B.C.,-based owner-operator and ICBC certified driving instructor.



Our labor problem is not the government's fault. The industry is as much to blame as anyone else.

That same person with no experience can get a job as a laborer with a construction company for \$20 an hour, no special skills required.

Over-the-road drivers are being paid \$1,000 to \$1,200 a week to go to California and back. It's the same rate I was paying 10 years ago for a 5.5-day round trip.

Owner-operators are getting \$1.60 per mile which looks great on the surface until you take all the costs out and figure basically they are making slightly more than that for the same 5.5-day trip.

I suggest we deep-six the entire concept of backhaul.

Lets stop trying to put a piece of chewing gum in the crack of the Hoover Dam and actually figure out a way to make it more financially viable for drivers. One way is to increase rates.

And it won't drive up the cost of all consumer goods. If you ship 45,000 lbs of bananas from California to B.C., at a cost of approximately \$2,300, the cost would translate to about 51 cents per pound. If you increase that price per pound by three cents so the

Good Show!

Americans by the millions are tuning into “Ice Road Truckers.” What sort of message are they getting about your business? **BY PETER CARTER**

“**T**he most dangerous thing that guy did,” says John O’Callaghan, a technician with Toyota in Cambridge, Ont., but more importantly a big fan of reality TV shows, “was marry that California number.”

O’Callaghan was referring to a truck driver named T.J. Tilcox.

Tilcox is one of the drivers featured in the hit American reality show called “Ice Road Truckers.” During the course of working on the show last year, Tilcox, 23, fell in love with and married Michelle Palmer, 37, one of the show’s producers.

He’s from the central Ontario town of Erin—population 11,000. She’s from L.A.

If you go to www.amazon.com and search for “Ice Road Truckers,” you’ll find T.J.’s face on the cover of the DVD of the second season.

He’s wearing a cowboy hat and looking rearward out the driver’s window. But instead of the back of his head in the rearview, you see a tractor-trailer sinking through a crack in the ice. The steer tires are holding on to the surface, the fifth wheel is half submerged. Over the image are the words “Take an adrenaline-pumping ride on one of the most dangerous roads in the world.”

Anyone who has worked the ice roads can tell you that the job is many things—demanding, lucrative, overly regulated, even boring at times—but dramatic? Hardly. (O’Callaghan the card again: “The only thing that might make that job exciting would be global warming.”)

The point being Hollywood could make quilting sexy.

Think about it. They do it with “American Chopper” and home-renovation programs. In the right hands, even something as tedious as drywalling can be a spectator sport.

Who hasn’t been caught up by the crab fishermen in the show called “World’s Deadliest Catch?” If those jobs weren’t tarted up with clever editing and breathless narration, who would watch?

The producers at the History Channel—the American, not the Canadian one—decided a few years ago to glam up the world of ice-road driving the same way their competitors at Discovery Channel did to those crab trappers.

“Ice Road Truckers” first season broke ratings records. At certain moments, more than 3.4 million Americans tuned in to watch guys like T.J. drive. And argue. And have near misses with machinery. And phone their wives.

We see tearful kids watching their daddies leave the house, headed for the ice roads. In one episode, Wade “Polar Bear” Rowland bids his wife in Kelowna adieu, adding “thanks for the quickie.”

In one scene, driver Alex Debogorski—introduced as a deeply Roman Catholic father of 11—makes the Sign of the Cross as the weather starts to worsen.

One of the more dramatic moments has T.J. en route to a drilling platform on the McKenzie ice field, looking like he’s about to have a heart attack. From behind the wheel of his Volvo, T.J.’s frantically radioing for help and keeling over in agony. He finally pulls into a checkpoint and gets medivacced out to Yellowknife for help.

Turns out the episode is a dramatic recreation of something that had happened a few weeks earlier. Tilcox was in fact losing strength and feeling pain and he attributes it to the fact that when he had been strapping down his load when a ratchet let go and the strap caught him across the chest and knocked him clear across the trailer.

A MARRIAGE MADE IN YELLOWKNIFE:
Trucker Tilcox and his TV wife Palmer.



TYPICAL HOLLYWOOD SNOWJOB?

Some participants from last season said the show misrepresented the trucking business.



It's the sort of accident that could happen in any truck yard anywhere but because it happened to an ice-road driver, the producers made it appear like the type of accident that ice-road truckers face on a daily basis. Another particularly dramatic moment? A truck hits a moose on the Dempster highway.

How about this? At one point, driver Drew has to borrow somebody else's coat. Pretty scary, eh?

Still, the History Channel turns regular guys like Wade Rowland into larger-than-life adventurers. Why else do you think he and a few of his fellow ice-road drivers were invited to be guests on the Leno show in mid July?

The one thing that the people at the History Channel don't do is lie.

The first season of ice-road trucking drew criticism from some northern companies who accused the producers of overdramatizing the business.

They (the producers) were glorifying the dangers of ice-road driving and depicting professional drivers as cowboys "making a dash for money at a very high risk," said Tom Hofer, a spokesman for diamond mine company Diavik. "It's very far, far from the reality of how we operate the road, and so we just didn't see any value in continuing that message," he told CBC, adding that the filming and mounted cameras were creating distractions for drivers.

Jerry Dusdal, who has been with Mullen Transport for almost 19 years, disagrees.

He appears in the second season. He says these kinds of shows thrive not so

much on the excitement of the trucks but more on the interaction between the characters.

"They know how to make the most out of any little thing," he says. "And in the new episodes, I kinda give Keith and the other guys a thrashin' because they don't know that much about our end of the industry. It's all in good spirit but the producers pick up on that."

"The thing is, they're amazed by what we do and we're amazed by what the producers do. It was lots of fun for our crews and for theirs.

"The producers show what we do to the rest of the world and they also make us appreciate what an amazing part of the world we live in."

Likewise, reality show fan O'Callaghan put it this way. "These reality shows let the world know what guys do at work all day. What's wrong with that?"

Dusdal, 46, is married to Lesia. One of the best parts of the filming, he says, happened one day when he was driving across the ice to Tuktoyaktuk, and when he found a spot where his cell phone actually worked, he

pulled over, phoned home and asked Lesia for a NASCAR update.

The cameraman was impressed by the fact that Dusdal was a fan but moreso by Lesia's well-informed response so he put her on the speaker phone and viewers around the world heard Lesia give Jerry the all-important NASCAR circuit news.

Dusdal says he agreed to help out with the show as long, he says, "as they didn't put me in a situation that wasn't real or expect me to be an actor." Neither happened. (He was sort of treated as an actor after the filming was done. Dusdal was invited to be a guest at some NASCAR races and on an expense-paid trip to New York.)

Scott Dallimore, of Victoria, is a research scientist with Natural Resources Canada. One of his big projects at the moment



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involves the exploration of gas hydrates—a potential energy source found below the permafrost—and his station in Mallick is served by ice-road trucks. First of all, in the program, the narrator breathlessly hypes the gas hydrates as a possible solution to the world's energy problems. Who's to say that's not true? Never mind trucks and ice, the very words heighten the drama of the program.

But also, Dallimore agreed to participate with the producers but only according to strict rules. "Under no circumstances was there to be an exaggeration of hazards associated with the exploration."

Likewise, Kurt Wainman is founder and owner of Northwind Industries Inc., a very reputable Yellowknife outfit with 25 trucks that figure largely in the second season. Northwind not only carries freight to the gas-exploration fields, Wainman's outfit helps build the ice roads.

When he was approached, he said he established the ground rules—that the producers couldn't interfere with the day-to-day operations of the trucks and that



A FLURRY OF INTEREST:
Wainman says job applications have poured in since the show.

everything had to be portrayed accurately, and he's glad he did.

He's ready to participate in the third season, echoing Dusdal's suggestion that it was fun and the truckers saw how Hollywood works.

Also, Wainman says, he'll never face a

driver shortage.

Since the show aired, he has had hundreds of drivers applying for work with Northwind. From all over the states. "And," he says, "hits on our Internet site have gone up by about 1,400 percent."

"It is," Wainman adds, "a good show." ▲



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SCR

is On the Way



Selective catalytic reduction looks like the emissions sweepstakes winner.

BY ROLF LOCKWOOD

There are still two approaches for meeting the 2010 medium- and heavy-duty diesel emissions regulations, but the big picture changed rather a lot midway through last month when Cummins announced that it will use selective catalytic reduction (SCR) technology in its 2010 heavy-duty ISX engines after all. That reverses the plan we heard last September. Then, the Indiana engine maker said it could meet the 2010 EPA emissions standard with an enhanced version of cooled exhaust gas recirculation (EGR) for its 15-liter engines and the coming 11.9-liter diesel, needing no aftertreatment and thus no SCR. The company also said its medium-duty motors would do the opposite, using SCR in 2010 as they do in Europe now.

So who's actually using what for 2010?

In fact, there was a split down the middle of the market until the Cummins blockbuster. On the SCR side, as well as Cummins, we have Detroit Diesel and Mack/Volvo, plus the new engines coming from Paccar in 2010, based on Europe's

DAF motor. On the EGR side we now have only Navistar, its coming heavy-duty MaxxForce engines co-developed with Germany's MAN. They'll continue to use a slightly more "aggressive" form of EGR with a diesel particulate filter (DPF) for on-highway trucks, saying EPA standards can be achieved by in-cylinder means. They won't need any NOx aftertreatment.

"We have our strategy and we're sticking with it" says Navistar spokesman Roy Wiley. "We believe EGR is the right way to go. It can provide customers with the fuel economy they're asking for."

Caterpillar had been silent about its 2010 plans until recently, of course, when it announced that it's getting out of the on-highway engine business altogether at the end of 2009.

Daimler Trucks North America (DTNA) President and CEO Chris Patterson, on the other hand, made his company's 2010 plans clear back in 2006. Same with Volvo/Mack.

"We will be utilizing Daimler's BlueTec technology for our Detroit Diesel engines beginning in 2010," Patterson said earlier this year. "This SCR technology is... the only means of meeting the stringent nitrous-oxides standard for



At LKW Augustin in Austria, fuel economy has increased by as much as 10 percent in the fleet's 700 MAN and Mercedes trucks running SCR. Photo above shows a combined diesel/urea tank on an MAN tractor—1,300 liters of fuel in one side, 85 of urea in the other.



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heavy-duty diesel engines in 2010 while actually reducing diesel fuel consumption in comparison with the technology used in 2007 engines.”

“BlueTec” is the Daimler name for the SCR system that’s already being used in thousands of Mercedes trucks in Europe.

THE CUMMINS SWITCH

Cummins says the fuel economy improvement over EPA-07 engines will be in the five-percent range, and Detroit Diesel has been saying three to five percent, while the EGR system Cummins originally proposed for 2010 would at best maintain the status quo. The advantage of EGR is that trucks don’t need a tank of urea hanging off the frame rails, a tank that has to be re-filled every few thousand miles. They’re also somewhat lighter—about 200 lb—



The Cummins switch to SCR for 2010 is not technically complicated. The planned EGR engine doesn’t change much aside from some programming and the addition of SCR aftertreatment.

because they don’t carry that tank and the necessary catalytic converter. Cummins also considered EGR a known technology that truck operators were familiar with.

But that logic must have looked a little weaker every time the price of fuel went up a notch. With that and also the emergence of a new catalyst technology in the last year, Cummins decided a new approach was warranted. It has always said that it could use either technology, so this is not such a big move in engineering terms.

“Our 2010 engine development is progressing on plan, and customers can depend on Cummins to deliver these new products on time,” says Ed Pence, Cummins vice president and general manager of its heavy-duty engine business.

“As previously announced, the Cummins

heavy-duty ISX engine family will incorporate the XPI fuel system, proven cooled exhaust gas recirculation, the Cummins VGT turbocharger, Cummins particulate filter and advanced electronic controls,” said Steve Charlton, vice president, heavy-duty engineering.

“This is not a new technology for Cummins,” he said in a telephone press conference after the initial SCR announce-

ment. “We have 200,000 SCR units in service in Europe and we’ve been preparing our mid-range engines for the 2010 launch for the past two years. So we’ll be able to get up the learning curve with our heavy-duty engines very quickly.”

The SCR aftertreatment system will be built in-house, as will all other major emissions components, including turbocharger and electronics. All those emission bits



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are the same ones planned for use in the EGR engine. Uniquely, in 2010 all Cummins engines from medium-duty to big-bore will use the same ECM and the same software. That's a first.

"We're up and running with that now," says Charlton.

The EGR system in use here will be less aggressive than the one originally planned. The difference is the EGR rate, or the amount of work that the system—and its DPF—has to do.

The challenge for engine makers since stringent emission rules were first launched in 2002 has been to limit both particulate matter (PM) and nitrous oxides at the same time while maintaining decent fuel economy and driveability. Limiting one of the two necessarily compromises the other. If the engineers design effective NOx control, then they'll suffer on the PM front, and vice versa.

"With SCR we're able to operate the engine at higher NOx levels because some of the NOx is taken care of in the exhaust system," Charlton explains. "This allows us, combined with our XPI fuel system, to reduce the amount of particulate leaving the engine cylinders. And so we get much more favorable conditions in the DPF. So we expect to maintain passive regenerations in 2010, which means we can keep the DPF clean without having to burn fuel to regenerate. We see this as a very positive outcome."

Charlton also notes, by the way, that every 2010 engine from every manufacturer will still be using EGR even if they've opted for SCR. The two work in tandem, though it's become routine for many observers to think engines use either one or the other.

Asked last fall why Cummins would use EGR in big-bore engines and SCR in little ones, Charlton just said it would, as always, provide "the right solution" for the application.

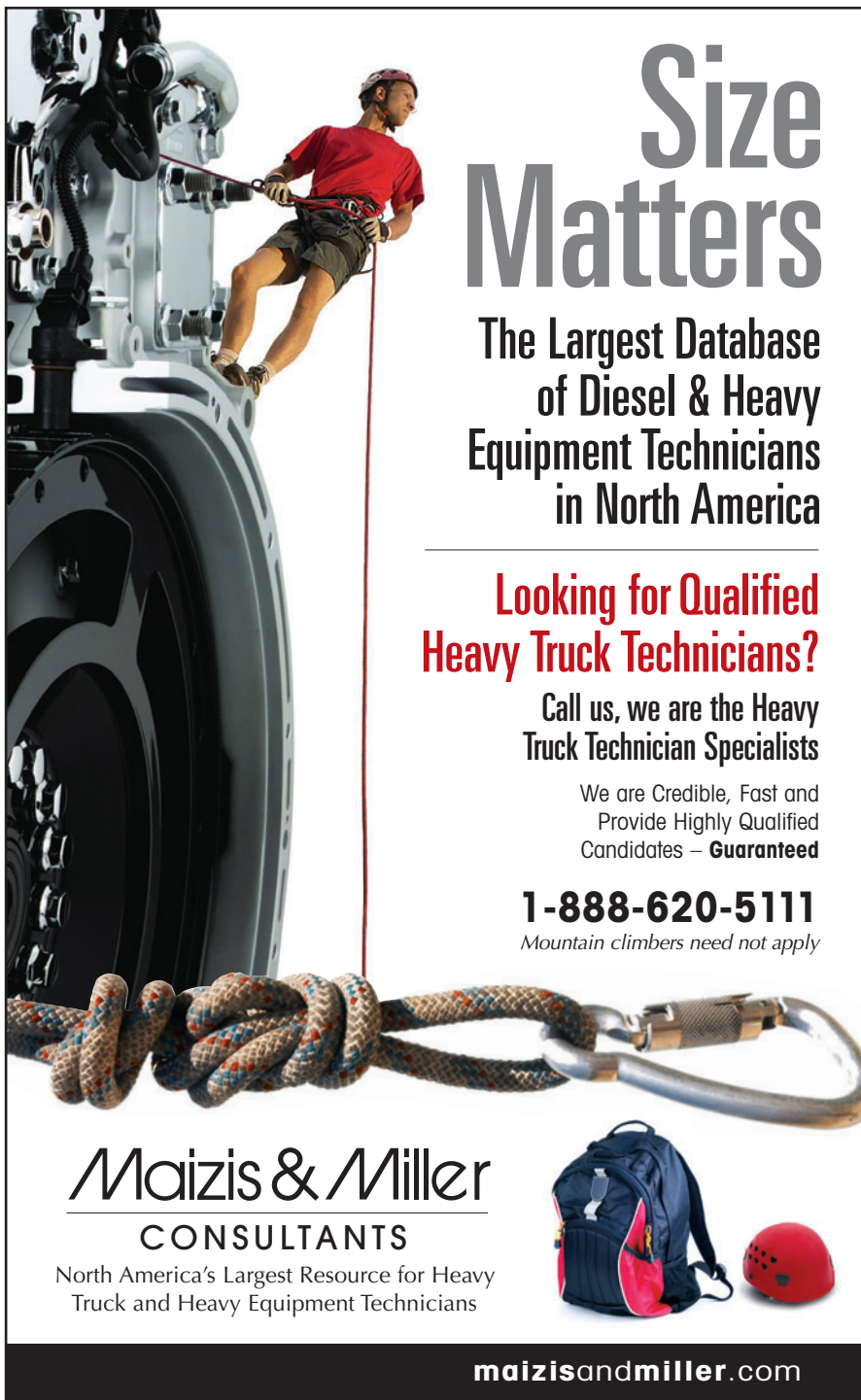
SCR is the right technology for medium-duty customers who want a simple solution, the company said. With trucks coming home every night, the potentially spotty availability of urea wouldn't be an issue. The decision to go with SCR for heavy-duty motors in 2010 implies that it's now reasonably confident about the development of a urea distribution system.

UREA DISTRIBUTION

The challenge with SCR is urea distribution. It's a common chemical, but it will have to be routinely available because a 20-gal tank probably won't last much more than 5,000 to 6,000 miles, meaning you'll have to fill it between normal service intervals. We don't yet have a distribution system in place, and SCR critics are quick to pounce on this, but DTNA's senior VP Mike Delaney isn't worried.

"With the massive effort currently underway to establish the DEF distribution infrastructure in North America, we're not concerned in the least about availability," he says.

In many cases, adds Detroit Diesel marketing director Dave Siler, urea will first be sold in 1,000-gal 'mini bulk' dispensers, with proper pumps being added as demand dictates.



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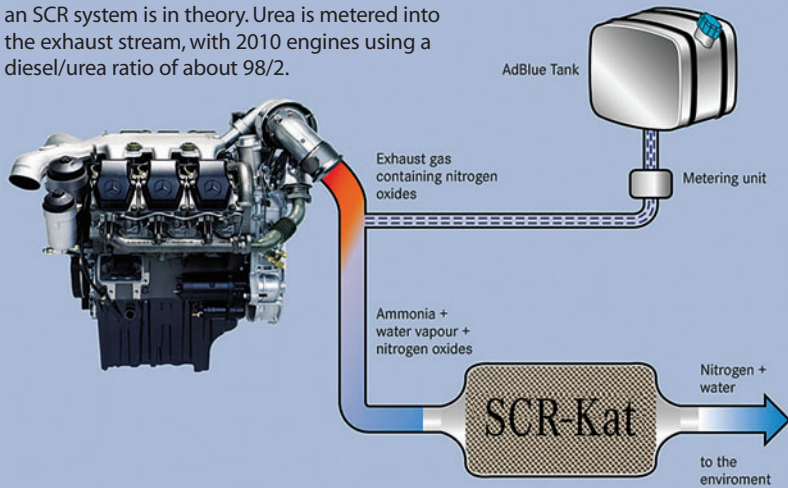
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Engines

This Daimler Trucks graphic shows how simple an SCR system is in theory. Urea is metered into the exhaust stream, with 2010 engines using a diesel/urea ratio of about 98/2.



THE BASICS OF SCR`

SCR, used by most engine makers in Europe for a couple of years now, has also been used to reduce stationary-engine emissions since the 1980s. Its main benefit is that it's said to increase fuel efficiency compared to an '07 EGR motor. European experience bears this out.

In all SCR engines a fluid called urea (also called DEF, or diesel exhaust fluid) is injected into the exhaust stream. It combines with exhaust heat and a catalyst to convert NOx into harmless pure nitrogen and water vapor, and it costs a little less than half the price of diesel fuel, though that's a moving target since the cost of both has been rising sharply. An SCR truck engine also uses a relatively mild form of EGR, as well as a DPF.

Trucks using SCR will have an extra tank hanging from the frame rails to hold urea, ranging from five to perhaps 30 gal. Frame space is limited these days, so this could be a challenge in some trucks.

As for the claimed poor cold-weather performance of urea, Detroit Diesel's EPA 2010 program leader Rakesh Aneja says it's not an issue. Yes, it does gel at about 12 degrees F or minus-11 C, but it warms up and flows in little time. In fact, Aneja says, you can start a cold engine and run it right away with no ill effects. Heaters will be used in many cases.

Is urea toxic, or a form of ammonia? It's neither. Urea is actually one-third water, Aneja explains, and while a small amount of ammonia is produced during the chemical reaction in the aftertreatment system, it stays there.

One of the Environmental Protection Agency's early worries about SCR concerned what happens if the urea tank runs

dry, but this seems to have been resolved. In practice, Detroit engines will offer the driver a warning when the urea tank is down to a quarter full, equal to another 1,500 or so miles. If it runs to empty the engine will be derated, and if shut down in that state, it won't restart.

AUSTRIAN EXPERIENCE

A recent week spent in Europe by yours truly included a few hours with a large fleet—about 1,000 power units—that has some 700 MAN and Mercedes-Benz tractors on the road meeting Euro 5 emissions standards via SCR.

So how has LKW Augustin fared with SCR? A big gain in fuel economy is the answer to that one. Oskar Berger, majority owner and the boss, said the Euro 5 trucks are getting in the range of 34 liters per 100 kilometers, with some drivers hitting 30, down from a fleet average of 37-38 L/100km with older non-SCR engines. To translate, Augustin trucks have gone from an average of about six mpg to seven or even eight. That's huge at a time when fuel costs more than \$8.00 a gallon.

The trucks are normally filled with both fuel and urea (called AdBlue over there) at the same time—the tanks hold 1,300 liters of diesel and 85 liters of urea. That's 286 Canuck gallons vs 19, or 348 and 22.5 U.S. gallons respectively.

Berger said there have been no real issues with SCR. Drivers don't carry jugs of the stuff in case their urea tanks run dry because it's not hard to find. Engines are derated by 150 hp in the unlikely event that they run out.

With any luck, the introduction of SCR on these North American shores will be as uneventful. ▲

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Questions of Balance

Tire and wheel balancing can solve certain problems, but if you're buying good tires, you may not need to worry about it at all. By Jim Park

Do we really need to balance our tires? Predictably, and depending who you ask, the answers range from yes to no. Improvements in manufacturing processes guarantee a much better tire comes from the factory today than did even a decade ago. But we have to consider which factory.


Name-brand North American tires have better build quality—mostly—than the no-name off-shore imports. The adage about getting what you pay for holds true here. A tire selling at half the price of the name-brand merchandise is going to be short on something.

Chris Tolbert, a business segment manager at Michelin says balancing generally isn't necessary with Michelin tires.

"Balancing is part of tire verification checks we do within the manufacturing process," he says. "Given that, we generally don't recommend any balancing at installation."

Guy Walenga, director of engineering for commercial products and technologies at newly formed Bridgestone Bandag Tire Solutions (BBTS), agrees for the most part, but says when considering balance, you need to take the entire wheel/tire/hub/and possibly brake drum assembly into consideration.

"New tires today are so close to tolerance compared to what we saw 20 years ago, it's like two different tires. I'd say that if mounting procedures are followed and care is taken to seat the tire properly, tire balance shouldn't be an issue," he says. "But when you look at the entire mass that's spinning around on the axle, we could



ROLL PLAYING: Keep your tires and wheels running straight and true.



BALANCED OPINIONS: If you're making a claim about a new product, be prepared to back it up.

CAN TIRE BALANCING IMPROVE FUEL ECONOMY?

I couldn't begin to tell you how often someone approaches us with a device or a compound that claims to solve all your (insert issue) woes. Mostly we dismiss them because the product hasn't been tested. "But wait," they say, "I built this rig in my basement that simulates a million miles of real-life driving in about 30 minutes. The stuff works, I've got documentation."

Great, we tell 'em. When you have test data—gathered using SAE or TMC criteria, call me. Usually, we never hear from them again. This time, it's different.

The people who make **COUNTERACT BALANCING BEADS** (based in Georgetown, Ont. by the way) took their product to the PAVE Research Institute of Auburn University in February 2008, and using the TMC/SAE Type II test procedure, ran a pair of trucks over a 41.6-mile test loop on Interstate 85 near Tuskegee, AL. to evaluate the efficacy of their product.

The goal was, as stated in the test abstract, to evaluate the impact on fuel economy resulting from the addition of Counteract Balancing Beads to all wheel positions on both the tractor and trailer. They noted a 2.2-percent improvement. Test drivers, notes the report, claim the ride of the truck with the product in place was noticeably smoother as well.

The procedure chosen for this evaluation was the Joint TMC/SAE Fuel Consumption Test Procedure – Type II, also known as SAE's J1321 and TMC's RP 1102. This procedure was developed specifically to meet the needs of the trucking industry, and it is an integral part of TMC's Guidelines for Qualifying Products Claiming a Fuel Economy Benefit (RP 1115).

Rather than rehash all the facts and figures here, the report is available on the company's website, and it appears to be legit. For more information, see www.counteractbalancing.com.

often make a case for balancing."

Peggy Fisher, president of TireStamp, and a highly regarded tire expert, says a properly balanced tire will wear more evenly over its life, so there are advantages to taking the extra step, if only because it's cheap insurance.

"Unless you have a flat spot from a skid, or something mechanical goes bad that causes the tire to run irregularly, in most cases, if it's left to its own devices, and if it

I'd say that if mounting procedures are followed, and care is taken to seat the tire properly, tire and wheel balance shouldn't be an issue.

was mounted correctly and balanced, it should run okay," she notes, adding, "unless bad things happen to it."

Fisher says many fleets don't bother at all with balancing, but if they do, they'll probably do only the steer tires. "That's mostly to avert driver complaints about vibration," she says. "Some will balance their drives, but not many; very few fleets bother balancing trailer tires."

MOUNT UP AND RIDE

Many balancing issues arise when new tires are mounted. If they're not centered exactly on the rim, you'll get a high spot in the tire's rotation, which will be felt by the driver as a vibration—much the same feeling as an unbalanced tire.

Non-concentric mounting produces a wheel/tire assembly that is basically out of round. Fortunately, it's easy to check (see, page 51). "If it's not straight, dismount the tire and try again," Walenga advises.

Some new tires have colored balancing dots on the sidewall of the tire. These aid in aligning the light spots on a tire with the heavier sections of the rim; i.e., the valve stem. Follow the manufacturer's guidelines to align the dots properly.

Even with today's tight tolerances, hub-piloted wheels can be mounted slightly off center, and it doesn't take much to start a vibration. Follow procedures recommended by your hub supplier. There are tools available to help with hub-pilot mounting, such as the Tru-Balance truck-wheel centering system, and others. "Budd-style"

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Mount it Right, the First Time

STEP 1: Clean and inspect tires and rims for bent or damaged flanges, rust build up, etc., that would compromise the seating of the tire bead. Watch for damage and dirt on the tire bead as well. If the bead can't seat properly on the flange, a non-concentric mount will result.

STEP 2: Lubricate the wheel flange and tire bead. Proper lubrication reduces bead damage, makes mounting easier, and helps the tire's bead fit easily into the proper place on the rim flange. Avoid water- and petroleum-based lubricants. Water-based lubricants can cause both wheels and steel tire cord to rust, while petroleum-based lubricants can destroy rubber over time. Bridgestone recommends high-quality vegetable-oil-based lubes.

STEP 3: If your tire has colored balancing dots, align them properly as per the manufacturer's instructions. Then, following all OSHA, RMA, tire manufacturer and shop procedures, proceed to seat the beads.

STEP 4: Check the assembly for concentricity using the tiny ring that's molded into the tire near the bead, and check its distance from the edge of the bead flange in at least four locations, 90 degrees apart, and do this on both sides of the tire. The distance should be the same at all points—somewhere around 2 mm.



WHERE THE RUBBER DOESN'T MEET THE ROAD: Irregular wear caused by poor alignment can't be prevented by balancing alone. Once the source of the wear has been fixed, balancing can extend the life of the damaged tire by compensating for the weight of the missing bits of rubber.

wheel have pilots on the studs, and the Dayton "wagon-wheels," both will self-adjust as they're torqued down, as long as proper torqueing procedures are followed.

Having said all that, before you mount the wheel on the hub, it wouldn't hurt to visually inspect it and the brake drum for potential sources of vibration. Sometimes brake drums have weights welded to them at the factory. These have been known to

come off, upsetting the balance of the drum. As well, drums often have holes drilled into the outer flange for the same reason. These may fill up with dirt or debris, which could also compromise balance.

If that doesn't get it, try rotating the tire 180 degrees with respect to the wheel, remount and check concentricity again. If you still have no luck, try another tire or another wheel.

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BEADS, BAGS, AND BANGLES

Now we move to the issue of actually balancing the wheel/tire assembly. If we assume the tire is properly manufactured and mounted, a dynamic balancing machine can fine-tune the process, verifying both dynamic and static wheel balance. With the prescribed amount of weight properly attached to the inner and outer sides of the rim, you're good to go.

Fisher says balancing drive tires isn't a common practice, but there could be incremental improvements in tread life and wear characteristics derived from balancing.

"If a fleet is really interested in getting every last 32nd of an inch out of a tire, they'll balance," she says.

Unfortunately, tires can wear irregularly for a number of reasons. Fixed lead-weight balancing will not help a tire that is losing rubber from different places around the tire. Here, a balancing compound placed into the tire or mounted to the hub in a ring can minimize vibration cause by the irregular weight of the tire around its circumference, but it won't stop or improve the irregular wear.

"That's probably got another cause altogether," Fisher notes.

BBTS' Walenga suggests a balancing compound can be useful in troubleshooting a ride or wear problem.

"If you've got a problem, you could isolate the tire by using a balancing compound. Once you're reasonably sure the vibration source isn't the tire, you can begin looking elsewhere," he suggests.



TAKING A POWDER: Dynamic balancing is the best way to ensure a tire is running straight and true. Don't use powder in the wheel as it will affect the readings.

Placing some material inside the tire, mounting a lead weight to a rim, or using a balancing ring all achieve the same objective equally well, in most cases, Fisher says. But there are other factor to consider.

"Powders, for example, had a bad repu-

tation at one time for clumping up inside the tire if exposed to moisture. We all know how dry shop air can be, particularly the variety that's available at a truckstop," she warns. "Those chunks could tear up the inside of a tire casing pretty badly."

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- **Equal**
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- **Centramatic**
www.mrtruck.net/centramatic.htm
- **Dyna Beads**
www.innovativebalancing.com/index.html
- **Tru-Balance truck wheel centering**
www.tru-bal.com
- **Counteract Balancing Beads**
www.counteractbalancing.com

Fisher says, and the liquids could be hazardous. They may not contain enough rust inhibitor, which could cause corrosion problems with aluminum wheels or rusting inside steel wheels.

Be aware, too, that some powders can clog valve stems, or if it clings to the lubricant on the wheel flange when mounting, it could prevent a perfect seal.

Some powders now come in bags. You toss the bag into the tire, and it self-destructs within a few miles of installation.

Balancing rings are yet another alternative, but these too, come with a caveat or two. Mounting at the lug nuts can cause problems if the material isn't properly hardened. Fisher warns that the mounting surface could deform under torque.

"It compresses, and after repeated use,

could become burred. That can eventually lead to loose wheels," advises Fisher. "Take care, too, that the balance ring does not interfere with the brake drum or wheel."

As Michelin's Tolbert suggests, read the instructions first.

"We strongly caution our customers to read the product warnings and data sheets that come with all the product out there," says Tolbert. "You want to stay away from anything that can damage or deteriorate rubber, such as petroleum-based products, or alcohol, silicon, or high-Ph materials."

None of the experts we spoke to in compiling this article had any particular feelings regarding balancing wide-base single tires. They all said the issues and solutions were about the same, although TireStamp's Peggy Fisher did say you might experience more lateral run-out only because the tire is that much wider.

"They're heavier and more cumbersome to maneuver than a single 11-in. tire, but you can still use a powder. You'll have to use more of it," she notes.

There are certain problems balancing will take care of, others that it won't. Irregular wear, especially on trailer tires, can't be solved by balancing, so no amount of lead weight or balancing material will help.

"If they're getting really crappy wear, it's probably because they're running lightly loaded much of the time—so the trailers tend to bounce. Balancing won't improve that situation," Fisher says. ▲

Many products available today claim to be moisture resistant, or that it will not clump. So it must have been an issue at one time, even if that problem is behind them now.

Powders and liquid are not reusable,

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Free Energy

quick spin Eaton's parallel hydraulic hybrid drive system charges on braking, and releases on launch. By Jim Park

Being a relative neophyte when it comes to hybrid technologies, I got excited when Eaton invited me to its proving grounds in Marshall, Mich. to take a spin in one. I'm familiar with some of the technology and the anticipated applications of hybrid power systems, but when the Eaton people put me behind the wheel of a Peterbilt Model 320 refuse collection truck, I was, to put it mildly, amazed at what an hydraulic launch assist (HLA) could do.

Simply put, this HLA system uses a pressurized hydraulic accumulator tank to help brake the vehicle and then launch it again from a stop, using energy recovered during braking. It works like this:

Regeneration

During braking, the vehicle's kinetic energy drives the pump/motor as a pump, transferring hydraulic fluid from the low-pressure reservoir to a high-pressure accumulator. The fluid compresses nitrogen gas in the accumulator and pressurizes the system to a maximum of 5,000 psi, Eaton says. The regenerative braking captures about 70 percent of the kinetic energy produced during braking.

Launch Assist

During acceleration, fluid in the high-pressure accumulator is metered out to drive the pump/motor as a motor, propelling the vehicle by transmitting up to 2,550 lb ft of torque to the driveshaft.

In hybrid-speak, this type of system is known as a "parallel" hybrid hydraulic system. The vehicle's powertrain is *supplemented* by the addition of the hydraulic system. Parallel systems are best suited to vehicles operating in heavy stop-and-go duty cycles, such as refuse trucks and buses, where energy previously turned into heat during the braking cycle can be recovered and reused to launch the vehicle from a stand still.

The other option is a "series" hybrid hydraulic system, where the conventional drivetrain is *replaced* by the hybrid system, as in energy is transferred from the engine to the drive wheels through fluid power. Efficiency is improved by operating the engine at a "sweet spot" of best fuel consumption, and using a hydraulic modulator to control wheel speed, and through energy recovered using regenerative braking.

SPEC SHEET

CLASS 8 REFUSE TRUCK

TEST DATA

Eaton provided the following powertrain specs and performance data on the truck we drove at Marshall. The fuel economy gains are substantial even in performance mode. While the weight of the HLA system might seem high from a Class 8 highway perspective, weight is much less of an issue in the this particular application.

VEHICLE CONFIGURATION

- Peterbilt Model 320 Chassis @ 63,000lb GVW
- Allison 4500 5-speed automatic transmission
- 315 hp engine

SYSTEM SPECIFICATIONS

- **Weight of HLA System:** 1,250 lb
- **Max Pressure:** 5,000 psi
- **Total System Oil Volume:** 21 gallons
- **Torque:** 2,550 ft-lbs
- **Active Speed Range:** Up to 25 mph

PERFORMANCE

Fuel Economy Improvement	28%	17%
Vehicle Acceleration	+2%	+26%
Productivity Gain	N/A	11.5%
Brake Life	>2x	>2x
— based on testing with 100 feet between stops		

Clearly, certain applications lend themselves better to one hybrid system or the other. Neither of them—at this point in time—are particularly well suited to over-the-road applications, but that could change as the technology evolves.

Eaton provided three vehicles for the test drive, the Peterbilt 320 refuse truck, a Ford E450 passenger van typical of ones you see shuttling weary air travelers around the airport, and an International P&D chassis. The first two had hydraulic parallel systems installed; the delivery van had an electric version of the same system, using batteries to store the energy recovered from braking rather than an hydraulic accumulator.

The systems are the same in principal—once-wasted energy is recovered by either a battery or an accumulator and put to productive use, reducing fuel consumption—



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but performance characteristics of each system lend themselves better to different applications.

Hybrid electric systems (HEV) have much higher energy storage capacity, but lower power output capabilities. HEV systems are often found on utility chassis, and use the recovered energy to power on-board equipment without running the engine. Hybrid hydraulic systems (HHV) typically regenerate more energy than the electric systems and they have higher power output capabilities, but for shorter duration, i.e., until the accumulator is discharged.

STOP 'N GO

Driving the passenger van first, I got a taste of the what the system can do. Traveling at about 50 km/h, I applied the brake, and barely had to touch the pedal. The hydraulic system did most of the work. Like an engine brake, the pump and accumulator pulled the truck right down to idle.



Drivers can select the level of retarding capability, and a status bar show the level of accumulated charge. There are two take-off options: power and economy. The display also shows system fault codes and a no-drive warning light if a malfunction is serious enough to warrant disabling the vehicle.

Launching was cool. I just touched the throttle pedal—not really applying any throttle—and away the van went, with far less noise than a traditional start up. It got up to about 40 km/h on its own before any throttle was needed. That was in economy mode. I fear passengers might complain about a power-assisted launch with an aggressive driver at the wheel. Performance mode is quite dramatic.

The refuse chassis performed equally well, equipped with a higher-capacity system. The retarding force during braking is

terrific. I think this could put an end to the squealing brakes common to heavy stop-and-go applications. This additional retarding force can more than double brake life, Eaton claims.

I got the truck up to 40 km/h without the throttle, but admittedly, I wasn't racing from driveway to driveway. In the real world, I expect drivers to use power mode to get the job done faster. It might be possible to hit half a dozen or more driveways without ever touching the throttle.

Once the initial stop has been made, the accumulated energy is reused to move the vehicle to the next driveway, where the subsequent braking event would recharge the system, and on you'd go 'til the next street. The system is said to be 70 percent efficient, so some power would be required at some point, but it seems to me, it would be minimal.

The shuttle bus performed similarly. Given the way those drivers operate the buses, they'd be accumulating hydraulic power as they make their way around the airport, and when the accumulator fully charged, they'd be able to launch without the aide of the engine, theoretically. In my experience those drivers would stay in power mode, and keep all the passengers at the back of the bus by virtue of the G-forces experienced at launch.

Eaton is claiming fuel economy and emissions reductions benefits in the 20-30 percent range and a 2-3 year payback is possible with this technology. As we've lamented before, the

cost of systems such as this make broad market penetration a challenge in Canada. The U.S. offers substantial incentives to offset the cost of these systems, but here in Canada, the best we can come up with are carbon taxes. So don't hold your breath waiting for the garbage truck on your street to be a hydraulic parallel hybrid. Did I mention, the extra boost of power from the accumulator eliminates a bunch of engine noise too? I'd pay for a little quiet at 7:00 a.m. when my garbage truck comes by. ▲

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CITY	Price	(+/-) Previous Week	Excl. Taxes
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VANCOUVER *	148.5	-3.3	113.7
VICTORIA	149.4	-0.5	117.1
PRINCE GEORGE	137.1	-2.2	108.9
KAMLOOPS	143.4	-2.8	114.9
KELOWNA	144.6	-1.0	116.0
FORT ST. JOHN	151.3	-1.5	122.4
YELLOWKNIFE	152.4	-2.5	132.0
CALGARY *	134.1	-1.0	114.7
RED DEER	134.7	-0.4	115.3
EDMONTON	131.9	-1.8	112.6
LETHBRIDGE	134.9	1.0	115.5
LLOYDMINSTER	138.4		118.8
REGINA *	136.7	-3.5	111.1
SASKATOON	140.7	-0.8	115.0
PRINCE ALBERT	133.9	-8.0	108.5
WINNIPEG *	139.3		117.2
BRANDON	133.9		112.0
TORONTO *	135.9	-1.3	111.1
OTTAWA	137.2	-1.4	112.3
KINGSTON	137.3	-0.7	112.5
PETERBOROUGH	134.9	-2.0	110.2
WINDSOR	132.6	-3.7	108.0
LONDON	135.9	-1.2	111.1
SUDBURY	138.9	-1.0	114.0
SAULT STE MARIE	139.9	-5.0	114.9
THUNDER BAY	139.7	-2.8	114.8
NORTH BAY	139.8		114.8
TIMMINS	144.4	-2.8	119.2
HAMILTON	135.1	-1.6	110.4
ST. CATHARINES	134.9	-1.0	110.2
MONTREAL *	149.2	-3.3	111.9
QUÉBEC	148.5	-0.4	111.4
SHERBROOKE	150.4		113.0
GASPÉ	151.9	2.5	114.4
CHICOUTIMI	148.4	-2.0	111.3
RIMOUSKI	150.9	3.2	111.3
TROIS RIVIÈRES	150.9		111.3
DRUMMONDVILLE	143.9	-3.0	111.3
VAL D'OR	150.9	-6.5	111.3
SAINT JOHN *	145.4	-4.0	107.8
FREDERICTON	146.0	-3.9	108.3
MONCTON	146.5	-3.6	108.8
BATHURST	148.5	-3.0	110.5
EDMUNDSTON	147.0	-4.2	109.2
MIRAMICHI	147.4	-4.0	109.5
CAMPBELLTON	147.5	-4.0	109.6
SUSSEX	145.9	-3.8	108.2
HALIFAX *	144.1	-2.5	108.1
SYDNEY	147.3	-1.8	110.9
YARMOUTH	145.8	-2.3	109.6
TRURO	145.5	-1.7	109.4
KENTVILLE	145.2	-2.4	109.1
NEW GLASGOW	145.9	-2.7	109.7
CHARLOTTETOWN *	148.7		117.5
ST JOHN'S *	152.7	-3.9	114.6
GANDER	152.1	-4.0	114.1
LABRADOR CITY	160.0	-4.0	121.1
CORNER BROOK	151.3	-4.0	113.4
CANADA AVERAGE (V)	140.2	-2.1	112.5

V-Volume Weighted

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

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

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

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Sterling NightShift mid-roof integrated sleeper

STERLING'S NEW SLEEPER

MID-SIZE INTEGRATED SLEEPER AIMS AT REGIONAL-HAUL DRIVERS

The new **STERLING** NightShift mid-roof integrated sleeper is said to feature best-in-class storage, a stand-up walk-through configuration, and lots of natural light. Designed specifically for the less-than-truckload (LTL), distribution, and leasing markets, it's available in a 60-in. mid-roof configuration for the Sterling Set-back 113 and Set-back 122 models. It's the first sleeper the company has offered since it stopped building the SilverStar in 2002.

The NightShift features a flexible storage configuration including the wraparound sleeper storage and overhead console. It includes a space-maximizing overhead rear wall and forward center storage, side cabinets, and under-bunk storage space.

One of the key benefits in the NightShift, says Sterling, is a standard 8-in. quilted spring mattress, rather than

the industry standard 4-in. foam mattress.

It also offers significant headroom, with an 80-in. floor-to-ceiling height and ample room between the seats, where the floor is flat, so the driver can easily stand up and walk through the cab to the sleeper without crouching or bending over. The NightShift also has the 'clear view' 36-x-10-in. back window for a better back-up view and a good deal of natural light. A pull-out workspace sized for a computer or log book is also available, as well as a 32-liter cooler that can serve as a refrigerator or freezer—claimed to be the only one in its class. Plus, drivers have extra room to install a television and microwave.

Other interior amenities include a single upper bunk with tent-style restraints; an upper television cabinet with electrical outlets and connection capabilities; privacy curtains; and an

over-the-windshield console with CB connections.

On the outside you'll see a right-hand access door with a sliding window and a left-hand window with a sliding section for ventilation. Also standard is a left-hand luggage door and rear work lights. Optional side fairings and roof fairing with trim tabs are available for highway applications.

The Sterling NightShift comes standard with Sterling's noise control package, which includes new door and engine cover seals; shift boot and steering boot material and construction; a new door weather seal for improved surface contact; front wall inter-panel sealing; and front wall joints on the floor between the seats.

The NightShift will be available to order in December 2008.

See www.sterlingtrucks.com



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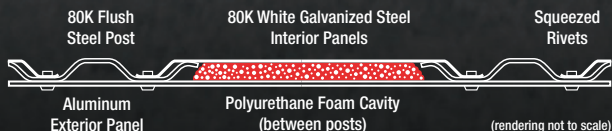
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FIRST LED HEADLAMP

TRUCK-LITE BREAKS GROUND WITH FIRST PRODUCTION LED HEADLIGHT

Truck-Lite's new 7-in. round LED headlamps are the first such lights in commercial production, and have entered service on a wide variety of military vehicles. Some final development work recently took place at the Army Cold Regions Test Center near Fairbanks, Alaska, where technicians rigorously tested the lamps.

The headlamps are much easier on the eyes, and should last through the 20- to 30-year lifetime of military vehicles, they reported, according to Truck-Lite.

The LED lamps have also undergone hot-weather testing at military installations in Panama and Nevada. They meet or exceed all applicable government requirements and can replace any stan-



dard 7-in. round headlight within 24-volt applications. They can be aimed using standard mechanical aiming equipment.

Advanced headlight design and a wide array of design and engineering possibilities are made possible, the maker says, because the small size of LEDs enables them to be seamlessly integrated into sophisticated tractor designs.

Each headlamp uses 10 Luxeon LEDs (from Philips Lumileds) as its light source, the resulting light output claimed to be brighter than traditional glass beam headlights with greater light projection. The LEDs in the headlamp are said to produce a crisper, whiter light output than even the brightest halogen sealed or bulb-replaceable lamps available today. The color temperature of the new assembly is around 5,000 degree K, says Truck-Lite, far closer to the sun's light than incandescent or halogen lamps, which will mean greater forward vision. And while a typical headlamp may be rated to last 400 hours, the new Truck-Lite lamps are expected to exceed that by as much as 50 times. They feature

potted circuit board assemblies for shock and vibration resistance and polycarbonate lenses that are said to have 30 times more impact strength than glass.

Initial production is limited to 24-volt headlamps, but the company says it's actively testing 12-volt versions which should go into production shortly.

Pricing has not yet been set.

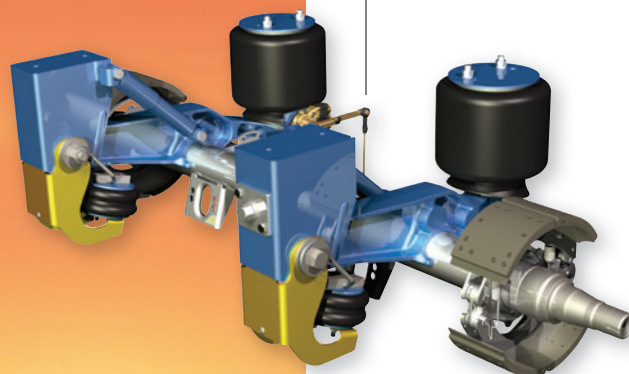
See www.truck-lite.com.

DETROIT UNVEILS DD13

SECOND ENGINE IN DAIMLER'S NEW GLOBAL LINE READY NEXT YEAR

Detroit Diesel has formally introduced its new DD13 engine, a smaller version of the DD15, displacing 12.8 liters in the usual inline-six arrangement. A 16-liter version is coming, all three in the series sharing a common base design that will be leveraged on a global scale by Daimler Trucks.

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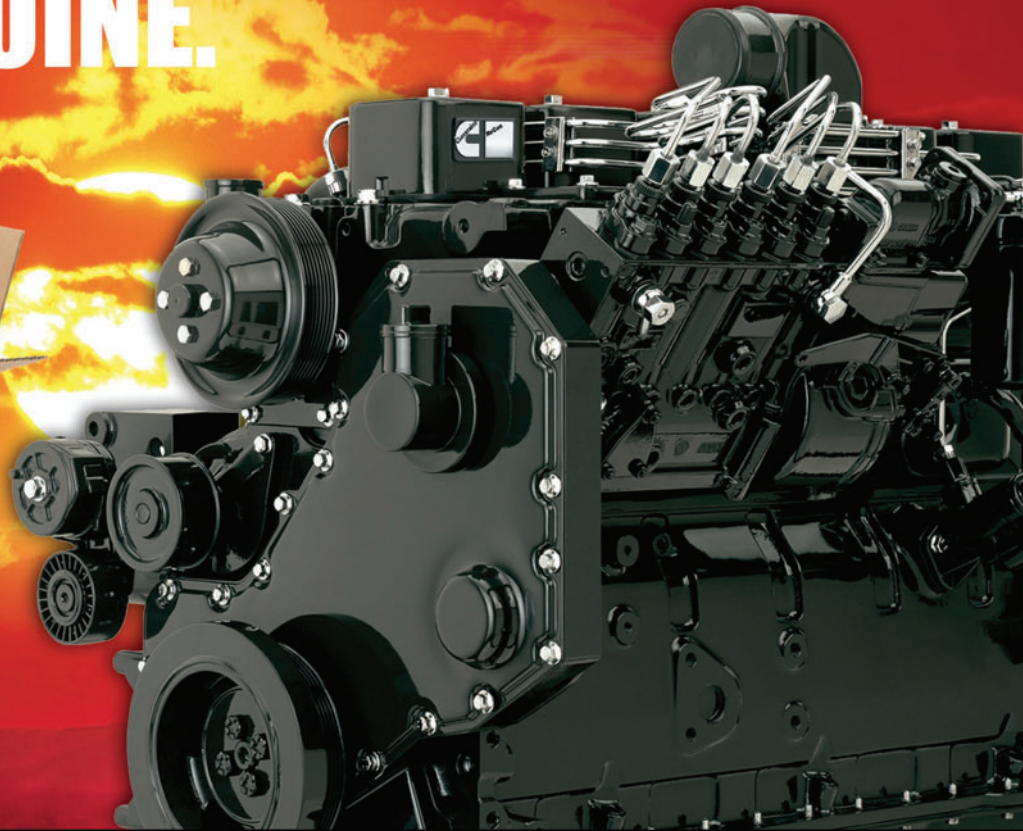


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Some 65 percent of the engine's components are exactly the same as the DD15.

Aimed at LTL, regional distribution, and vocational markets, the DD13 will be offered in output and torque variants from 350 to 450 hp and 1,350 to 1,650 lb ft. The peak-torque range is a wide 500 rpm, making for easier driveability. With technologies similar to the DD15 but weighing 400 lb less, it's said to provide fuel economy up to five percent better than the MBE 4000 that it will be replacing. Detroit says it will pull strongly down to 1,100 rpm and its cooling system is claimed to reduce fan on-time.

A key feature is the engine's electronically-controlled 'Amplified Common Rail Fuel System' (ACRS), a precision fuelling system that works with DDEC VI engine-management controls to create an optimal combustion event. This helps to cut NOx emissions while improving fuel efficiency, Detroit says.

The DD13 can go up to 50,000 miles between routine service intervals, and it was designed with convenience in mind—

the cartridge-style filters (oil, coolant and fuel) are positioned above the frame rail for quick service. There's also a maintenance-free crankcase breather. As well, the asymmetrical turbocharger has fewer moving parts than variable-geometry or waste-gated designs, which should enhance durability. Detroit says the DD13 has a B50 life of one million miles.

The market launch of the DD13 will start with Sterling and Freightliner in 2009, followed by Western Star in 2010. It will be manufactured at the Detroit Diesel plant in Redford, Mich.

See www.detroitdiesel.com.

EXTRA-LOW FLATDECK

FLATDECK OFFERS 9 FT, 6 IN. CARGO HEIGHT, ELIMINATES CROSSMEMBERS. Weighing just 10,000 lb fully equipped, a new low-body aluminum flatdeck trailer offers up to nine and a half feet of cargo space above the deck while staying under the 13.5 ft height limit. That's equal to 612 additional cubic feet of cargo space, says the manufacturer,

Damsen Fabrication of Philipsburg, Que.

When equipped with 22.5-in. low-profile tires and a 44-in. fifth wheel, the deck height is just 48 in. above the ground at the nose, 45-46 in. at the rear.



Spec the truck with 18-in. wheels, and you've got a deck height of just 43 in. The trailer has a 1.5 in. camber just slightly ahead of centre.

Key to the low deck height at the nose are the 4-in. thick, patent-pending, longitudinally extruded aluminum deck sections in the gooseneck. They extend from the nose back to beyond the front section of the deep-channel frame. They have a honeycomb interior, and they're joined by slotted channels and welded for additional strength.

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In Gear

Crossmembers aren't necessary here because engineers have used laterally arranged extruded deck sections with the same slotted and welded seams. The underside of the deck is clean, improving aerodynamics to some extent and reducing damage potentially caused by tire blowouts. Still, the trailer is rated for 60,000 lb on 48-in. centers. Damsen says this trailer can manage a 55,000-lb

payload with a typical tractor spec.

Standard equipment includes 23,000-lb Hendrickson Intraax air suspension, Holland Mark V landing gear, and LED lighting. Options include fixed or sliding extruded-aluminum strap winches, aluminum tool box, and assorted underslung carriers.

See www.damsen.ca or www.florabec.com.

MACK/VOLVO AIR DISCS

MACK AND VOLVO OFFER BENDIX DISC BRAKES ON PINNACLE AND VN/VT MODELS **Mack Trucks** now offers Bendix ADB22X heavy-duty air disc brakes on the Mack Pinnacle axle-forward and axle-back models. And Volvo has made a similar announcement, saying they'll offer the disc brakes on its VN and VT model trucks.

Disc brakes are noted for their superior braking performance, resistance to fade on long downhill descents, ease of maintenance, and longer component life. They fit well in applications demanding optimum on-highway braking performance. Mack is initially offering the disc brakes on 12,000-lb front and 40,000-lb rear supplier axles.

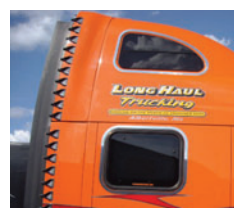
See www.macktrucks.com and www.volvotrucks.us.com.

AERODYNAMIC TRICKS

AIRTABS VORTEX GENERATORS CLAIM FOUR PERCENT FUEL SAVINGS

Hardly new, but worth a mention with fuel prices being what they are, Airtabs vortex generators are said to produce fuel savings in the four-percent range. And that means a payback in months, not years. And maybe just a couple of months at that.

As aerodynamic tricks go, these little streamliners are simple—small, triangular pieces of ABS plastic just under 5 in. long and about 3 in. wide tapering to a point, with a sort-of hollowed-out, scoop-like



middle. From **Aeroserve Technologies** of Nepean, Ont., they borrow from aviation technology (even

the U.S. National Aeronautics and Space Administration, or NASA, says they work) to create a controlled swirl of air, or vortex, behind a van box or trailer or at the gap between tractor and trailer.

Arrayed in a continuous line up the sides and over the top of a van or a tractor, at the trailing edge, they address the problem of air that has to rush in to fill the vacuum left by the truck. The air has to make a sharp bend around the squared-off back of the vehicle, which creates turbulence

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and thus drag. Airtabs produce a vortex of air from each side that extends for several feet behind, thus bridging the tractor-to-trailer gap and/or controlling the way air flows into the vacuum at the back of the truck. They work in concert with existing air-management kits.

Airtabs are easy to fit, by the look of things, with three of them per lineal foot, down the sides and across the top at the back of the vehicle.

Among the benefits, according to driver reports, are reduced splash and spray and better visibility to the rear. Others say the Airtabs 'stabilize' their vehicles and reduce the flapping of tarps while improving visibility in rain.

See www.airtab.com.

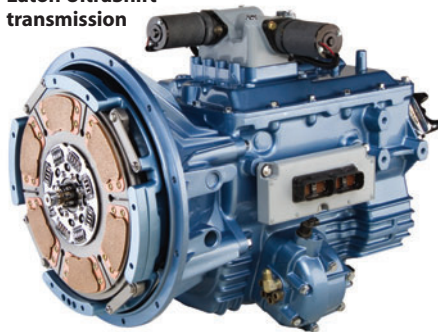
ULTRASHIFT HV

FREIGHTLINER, STERLING OFFER EATON'S AUTOMATED MEDIUM-DUTY TRANSMISSIONS

Eaton's UltraShift Highway Value (HV) transmission is now in the Daimler Trucks North America databook for its

2009 lineup of Freightliner M2-106 and Sterling Acterra medium-duty trucks. The vehicles are available with Cummins engines and GVW ratings up to 33,000 lb.

Eaton UltraShift transmission



The lubed-for-life UltraShift HV is a fully automated transmission for class 6 and 7 vehicles with diesel engines in the 195 to 260 hp range. It has torque capacities up to 660 lb ft and handles up to 33,000 lb GVW. The UltraShift HV transmission is ideally suited for pickup/delivery, service/utility and recovery applications. Eaton claims it has a fuel-economy advantage over conventional automatics

that could reach as high as 19 percent.

Additional key features and benefits of the UltraShift HV transmission include: no scheduled maintenance with no filters to change; hill assist, which automatically minimizes rollback on grades up to 10 percent while the operator moves his foot from brake pedal to throttle; and commonality amongst electronic modules and shift controls used on other Fuller manual and automated transmissions.

See www.roadranger.com. ▲

SHIFT CHANGE

In our July issue, we told you **Hino** will be offering Eaton's Ultrashift transmission on 2009 models. The fact is, the Ultrashift will only be available in the U.S. and only on the air-brake models 268A and 338A. In Canada, the 268 and 338 are only available with hydraulic brakes and therefore not the Ultrashift. www.hino.com.



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By Peter Carter

By Day a Mild-Mannered IT Guy

How we are fighting truck theft one click at a time

Earlier this week, I was talking with my colleague Shaya (pronounced Shy-ah) Golbabaei (never mind), and the following very important questions arose: “How many decks of smokes are in a carton?” and, “Are they large or small packs?”

We were talking about the fact that somebody had swiped a trailer load of cigarettes and the police estimated it was worth \$5 million. That, we agreed, is a lot of butts.

But neither of us knew exactly how many.

I reckoned Shaya would. He’s got more math genes than me and is one of the brains behind our “Truck and Trailer” website.

That’s the new and very cool one-stop online shop for anyone interested in buying or selling trucks and trailers in Canada. At last count it had more than 4,000 items in the inventory. Think ebay for trucks, and then some. After you’re done reading this column check it out at www.truckandtrailer.ca.

Anyway, among its many features, right down near the bottom of the home-page, in the middle, you’ll see “Stolen Equipment.”

Click on “Stolen Equipment” and, unless you’re a cop or a Hell’s Angel, you will—and I never exaggerate in this column—probably gasp in amazement. The \$5 million in cigarettes is simply the smoldering tip of a truck-theft mountain.

The amount of stealing that goes on is astounding and once I saw the stories I started looking at the truck traffic near my office—alongside the 427/401 basketweave—through a whole new lens.

I won’t go into details except to say that something is reported missing at least once a day. In addition to the \$5 million in cigs, on the Thursday that I wrote this column, a major international shipper let us know about three container thefts out of the Montreal area. Go to the site. You’ll find out which shipper it is.

In the final week of July alone, more than seven heists took place.

In late June, somebody took a burgundy Volvo attached to 70K lbs of sirloin, a \$195,000 load of computer processors, and quite literally tons of steel.

When I see the reports, I can’t help but imagine the contexts and characters: A tearful immigrant driver phoning in the stolen trailer, a scared dispatcher who doesn’t want to call the boss with bad news and, of course, the skinny horrified night watchman who is actually somebody’s son working a summer job when iron gets taken on his watch. Then of course there’s the downtime, the financial losses, the insurance calls....

The flipside—and there is one—is that the link also lets you know what to do if you come across any stolen trucks or trailers.

Or suspicious characters.

And that, according to Shaya, is why *Truck and Trailer* posts the info. Shaya says much of it comes to him from the police, and in effect they’re fighting crime together.

Here’s Peel Regional Policeman Michael Plante, who for years has been one of Canada’s only police-badge-carrying trucking-theft experts, on the matter: “Publicizing the thefts should help fight the problem.”

“We are,” he says, “hoping this will increase the security within the industry in attempts to prevent the thefts.”

“I need as much assistance as possible locating and identifying property once it’s stolen. I am trying to encourage the industry to share other thefts as well. This will help identify the scope of the problem and hopefully inspire people to do something about it.”

The project’s still in its early stages and if anybody has been reunited with their equipment via Shaya’s website, we’d love to hear about it.

The Internet’s contribution to our industry borders on the miraculous. Not

only can you buy, sell or just cruise trucks online, you can report stolen gear and help other people get back what’s theirs.

And finally, with just two quick clicks into Google, I learned that cigarettes come 10 to the carton. ▲



Shaya Golbabaei

The Internet’s contribution to our industry borders on the miraculous. Not only can you buy, sell or just cruise trucks online, you can report stolen gear.

Peter Carter is the editor of *Today’s Trucking*. You can reach him at 416/614-5828 or peter@todaystrucking.com.

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