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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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April 2013

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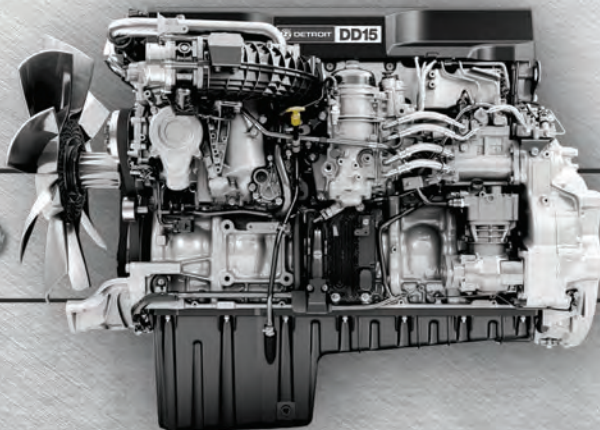


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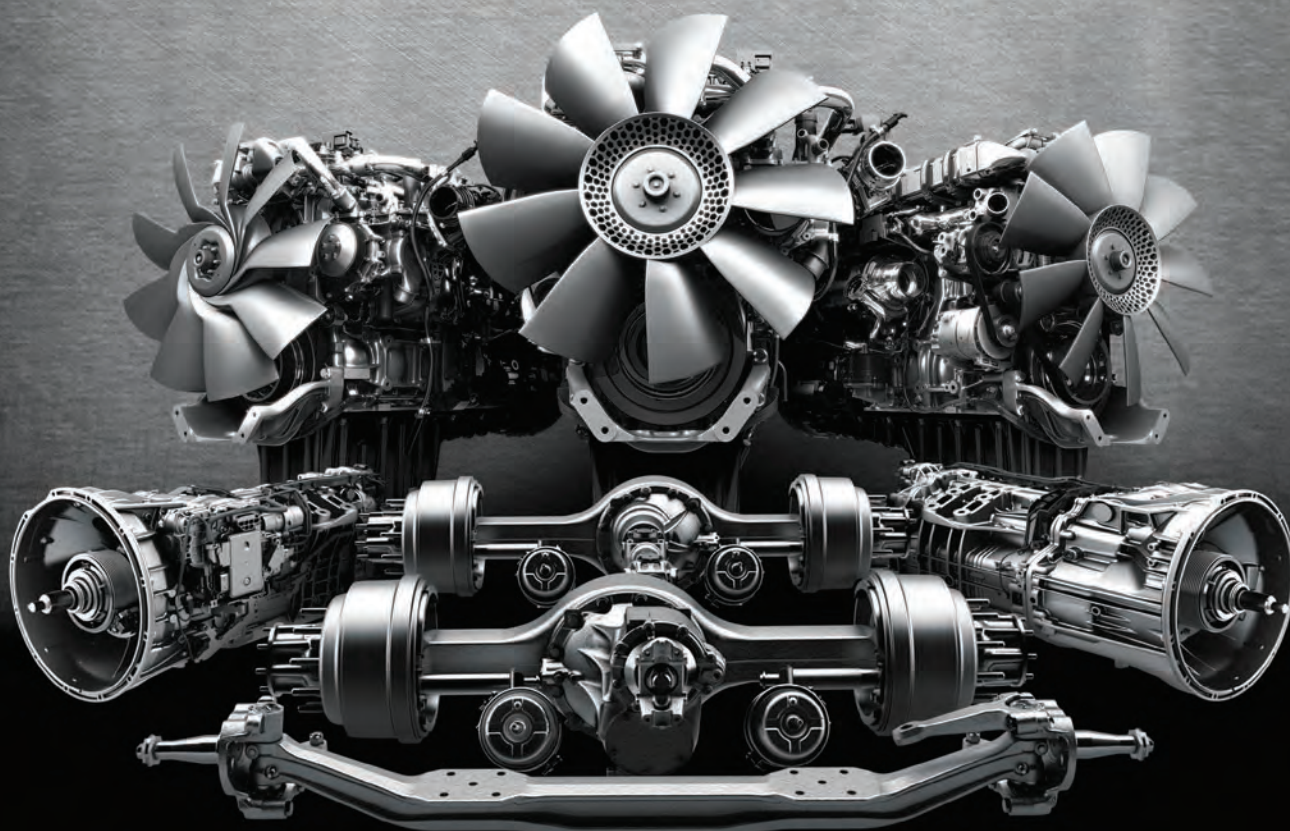
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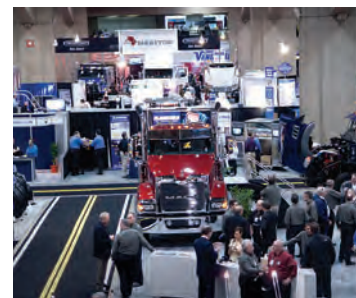


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### That'd be Some Drive-Thru



Re: "Best Practices," by Guy Broderick, in *Today's Trucking*, June, 2012.

Good article Guy! I also noticed in a recent issue another article about the shortage of truck stops across Canada. Maybe you should contact the big-cheese at Tim's and see if they could team up with a oil company and open some Tim's truck stops to help trucks as well as passenger cars.

— **Roger Heron, Niagara Falls, ON**

### A Few Frank Lessons

Today, some of us will benefit from the services of a doctor, police officer or fireman. Today all of us will benefit from the services of a long-distance truck driver. Our medical supplies, building materials, clothes and groceries will all arrive in the care and keeping of a long-haul trucker.

Until I married into a family of truck drivers, I had never given much thought to how transport workers featured in my everyday life. Nor did I appreciate the knowledge, skills and experience truckers must possess in order to operate safely and successfully.

A broad spectrum of business skills are needed to deal with contracts, buying, selling and marketing; as many drivers are independent contractors. The physical strength to endure long hours seated, then spring into applying heavy metal chains to 18 huge tires, in high winds and subzero temperatures, is a must. Diplomacy and familiarity with inter-jurisdictional transportation laws are needed for negotiating different types of goods across international, provincial and state borders. A driver who is not a good truck mechanic is at a disadvantage.

I find it humbling to realize the acquisition of all my worldly goods is dependent upon thousands of men and women working long hours, in isolation, constantly aware that a moment's loss of focus could cost lives and good health.

A week ago, two truckers traveling in opposite directions, along Highway 3, near Fernie, B.C., ran into common winter conditions: low visibility and intermittent icy patches. The west-bounder's trailer jackknifed across the east-bounder's lane. A catastrophic crash ensued. The west-bounder walked away. The east-bounder was medi-vaced to the trauma center at Foothills Medical Centre, in Calgary.

The eastbound driver, my brother-in-law Franklin Nels Jensen (White Rock), died yesterday after a relentless, sustained, weeklong effort by the Foothill's trauma team to save his life.

The roles of the two drivers could easily have been reversed. Frank often talked about the confounding risks of The Road. If he could, I think he would be the first person to put his arm around the westbound driver's shoulder and offer reassurance and commiseration.

Frank loved life and he loved The Road. His life and death is a testimony to the service all our road soldiers provide, to all of us, every day.

— **Peggy Malcolm, Halfmoon Bay, B.C.**

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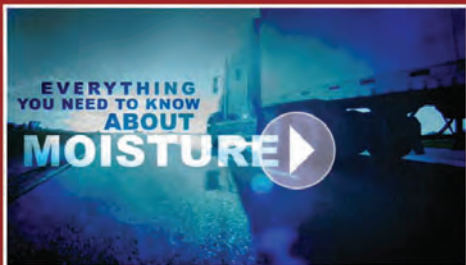
**RISK IS A TWO-WAY STREET:**  
The late Frank Jensen often  
spoke about trucking's  
inherent perils.



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By Rolf Lockwood



# Quota Unquote

## Why Ontario's mandatory out-of-service orders adds salt to already grievous wounds.

**C**ompliance, compliance, compliance. Some days that seems to be the only word I hear. The rules and regs that you folks face have become a mountain, whether you're driving or managing trucks. An expensive mountain, as if you need me to tell you.

Even 10 years ago, certainly 20, almost nobody had to fill a 'vice president in charge of compliance' position. It didn't exist. Didn't have to.

Nowadays, I'd bet that no single task within your operation takes more time and energy than satisfying the suits who concoct the safety and regulatory frameworks you have to live with. And the risk of failing to satisfy them is, literally, being run off the road and forced to close up shop. It's a key reason why so many small- and medium-sized carriers get on the phone begging the big guys to buy them. They've had it.

Yet the vast majority of truck operators large and small somehow do manage to stay safe and compliant and even, in most cases, profitable. They work very, very hard to do it, and they honestly try to be the best they can be. It would be nice to think that the same degree of honesty was shown by the rule-enforcers.

Too much to ask? Seems so, at least in Ontario.

In that province, and I can't imagine it's alone in doing this, the enforcement crowd has been instructed by the Ministry of Transportation (MTO) to bring charges in at least 20 percent of all the level 1 and 2 truck inspections they do. At least a 20 percent out-of-service rate is required, no matter what.

How honest is that?

They're telling you that our industry can never do better than a compliance rate of 80 percent.

Not only is there a quota in terms of the number of inspections that must be done—and I'm OK with that, being just a normal performance standard—but the Ontario Ministry of Transportation (MTO) is arbitrarily dictating the failure rate.

I'm not making this up. I received a couple of internal MTO documents that were obtained directly from an inspection officer. One of them, entitled 'TEO2 2013 Performance Expectations', outlines the specific numbers and percentages that Ontario truck inspectors are instructed to reach. Another—an internal email sent to undisclosed recipients—ended this way with respect to the failure rate: "Basically do what you have to do to meet those numbers."

In other words, work your butts off until you find faults.

"Perhaps the most insidious impact of now knowing for sure the MTO has a 20 percent quota is the antipathy I will forevermore feel towards their enforcement officers and their superiors," says a veteran driver friend of mine, a guy who's worked every corner of trucking over several decades. He pulls B-train fuel tanks nowadays, and nobody but nobody is more professional.

"In the past," he goes on, "I presumed mutual respect and that if I did my due diligence there would be nothing to fear from their ilk, as it was my assumption we were both working towards the same goal. But now I feel like a bovine being channelled through their chutes to market. And I'm real curious to hear how... the MTO defends such an arbitrary policy."

Asked to do just that, MTO spokesperson Bob Nichols told us, "In order to ensure consistency and integrity within the enforcement program, a 20 percent charge rate expectation has been set for transportation enforcement officers. The 20 percent rate

**They're telling you that our industry can never do better than a compliance rate of 80 percent.**

is consistent with what has historically been the enforcement program charge rate since 1990."

So we've been victims of this dishonesty for 23 years.

At the very least this OOS quota raise questions about the legitimacy of published out-of-service rates. And about the effect they have on the public's perception of the trucking industry. The average civilian is not going to be comforted by the idea that only 80 percent of trucks are 'safe'. They already think the worst of us, and being told that one out of every five trucks on the road is an accident waiting to happen just confirms their irrational fears.

I've long contended that published out-of-service rates don't reflect with any accuracy the extent to which trucks are unsafe. Sure, I've seen horror stories that deserve to be taken off the road. But now we know that even minor, judgement-call infractions will do the same when the truck's not really unsafe at all, because a quota has to be filled.

Wonder why I'm cynical? **TT**

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



# Dispat

## Greenhouse Emissions Capped

Environment Canada has announced new greenhouse gas emission regulations for heavy-duty trucks. Question is, will they help or hinder trucking companies?

By Today's Trucking Staff

The Wall Street Journal, CBC, and the Toronto Star were only some of the press on-hand during a February event at Bison Transport's yard in Mississauga.

But such is the response when Federal Environment Minister Peter Kent is making a statement on greenhouse gas emissions.

Kent, along with the Canadian Trucking Alliance's (CTA) CEO David Bradley, announced Canada's Heavy-Duty Vehicle and Engine Greenhouse Gas Emissions Regulations.

The new regs will apply for vehicles assembled on or after model year 2014 to 2018, and were developed in conjunction with the U.S. Environmental Protection Agency (EPA), Kent said, highlighting

Canada's recent resolve to align regulations with the U.S. in an effort to reduce red tape.

The speculated reduction in greenhouse gas emissions is a sizable one, too. "With these tough new measures, GHG emissions from 2018 model-year heavy-duty vehicles will be reduced by up to 23 percent," Kent said.

Kent explained that the government expects the regulations to not only improve fuel efficiency, but to save a tractor-trailer operator driving a 2018 model-year vehicle up to \$8,000 per year in fuel. Vocational trucks are expected to save up to \$1,000 per year for 2018 models.

Companies can adopt a phased-in approach for model year 2014 through 2016 tractors, Environment



Canada noted.

"They'll be able to choose from a number of off-the-shelf cost effective technologies," Kent said. Heavy-duty truck manufacturers can take advantage of current emission-

friendly add-ons to meet the regulations—basically an emission credit system whereby companies can generate, bank and trade emission credits.

But as far as the cost and impact on business goes,



# ches

## FUEL FOR THOUGHT

### Speculation or Protection

— PG. 24 —  
By Bob Tebutt



**BETWEEN  
THE LINES**  
— PG. 16 —  
By Jason Rhyno



**Alliance  
Warns  
Canucks of  
U.S. Cuts**  
— PG. 21 —

Bison showcased a fully decked out fuel conscious rig.



Bison brass explain a fuel saving technology tractor-trailer to Minister Peter Kent as CTA's David Bradley looks on.

Environment Canada expects a payback period of less than one year for all three heavy-duty vehicle classes. "The increased fuel efficiencies of the vehicles are also expected to make the trucking

industry more competitive with other modes of shipping," the department stated.

The CTA responded by saying they don't expect the new regulations to place undue stress on either the heavy truck manufacturers or motor carriers.

After it had digested a near-final version of the regulations, the CTA said in an official statement, the regulations were a "step in the right direction."

"The economic interests of the trucking industry are more aligned with society's expectations in terms of the environment than ever before," said Bradley, putting the new regulations into a larger context. "With diesel fuel prices as high as they are, it makes sense that fuel

efficiency, which is the way to reduce GHG, is a priority for the industry."

And while there is no question that the CTA is supporting the new regulations—which they see as "practical and effective measures"—they would like to see a labeling requirement included "so truck buyers would know which units were 'GHG compliant'."

"The federal government could also introduce accelerated capital cost allowance rates to accelerate the penetration of these vehicles into the fleet," Bradley noted.

The Alliance said they would also like to see a program of complementary measures, such as repayable grants and tax credits, for proven fuel economy devices and technologies extended to the entire tractor-trailer combination.

After the announcement, Bison brass gave Kent a tour of a tractor-trailer decked out with all the latest fuel-saving technology.

More regulations could be on the horizon—although it's a very far horizon. "CTA understands the EPA/DOT is considering a regulation covering trailers and given Canada's current policy of alignment with the United

States, it is likely that Canada would move in this direction as well," says Bradley.

"However, given the different weights and dimensions regimes that exist between the two countries, the trailer regulation will be a much more complex matter." **TT**

## INFRASTRUCTURE

### Study Highlights Lack of Truck Stops

*Situation's bad and expected to worsen before it improves*

Results from a Transport Canada study on rest stops in Canada is pointing to what many drivers and companies already know: there isn't that many, service is lacking, and security and safety is a concern.

The study, titled Rest Area Research Project, was prepared by Polytechnique Montreal in consultation with the Canadian Trucking Alliance (CTA). The lack of rest stops, CTA noted, affects driver behavior and can cause drivers to run over their allowable hours-of-service.

Over 60 percent of truck drivers surveyed said they routinely have trouble finding parking or places to rest while operating in Canada. An overwhelming majority said that facilities and basic



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With truck traffic set to increase, the problem is only going to get worse.

amenities are lacking from public rest areas and service centers across the country.

Northern Ontario, Southern B.C., stretches of Alberta, and most large urban areas were the geographical locations cited as the worst areas.

Forty-nine percent of drivers reported going beyond their planned location to find parking, sometimes causing them to go over their available driving hours. Drivers, CTA noted, indicated they wanted more flexibility on regulations when they can't find parking. Forty-two percent of drivers said they have been told by an enforcement officer to move from a non-designated parking space.

In total, 88 percent of drivers surveyed said there are not enough rest areas, roadside pullouts and turnouts, or safe

havens to safely perform inspections.

"The most popular ad-hoc parking locations," CTA said, "are industrial properties, followed by shopping mall parking lots, vacant lots, roadside pullouts and weigh stations."

The majority of drivers reported that telephones, washrooms, adequate lighting and drinking water are lacking. They cited a need for more public centres equipped with cell phone service in remote areas, food service, showers and Internet. Over 40 percent of drivers also report that the operability of card lock outlets was unacceptable.

Eighty-seven per cent of drivers say they are willing to pay for showers, but not parking unless there is better security at the location (28 percent). Seventy percent of drivers say they will pay up

to \$30 per night for the services.

As truck traffic flows and general demand in trucking operations increases, the problem is only to get worse, according to a supplementary Transport Canada report titled Environmental Scan of Truck Stop Needs at Rest Areas. Add to that increases in truck sizes—LCVs (long combination vehicles)—which have decreased the amount of available space.

The report recommended the following strategies:

- Construction of additional truck parking spaces, where needed and financially feasible;
- The development of national-level guidelines for the spacing and design of public truck parking facilities;
- The use of ITS technologies to provide real-time information about the location and availability of truck parking spaces;
- Development of public-private partnerships to share or reduce facility construction and maintenance costs, as well as cost-effective options to redesign and rehabilitate existing facilities;
- Addressing truck stop and driver security concerns. **TT**

## HOS HOS Snarl to Cost \$320 million

*Rejection of HOS Delay Request  
'Unbelievable'*

"Unbelievable," said American Trucking Associations' (ATA) President and CEO Bill Graves in response to the Federal Motor Carrier Safety Administration (FMCSA) rejecting a request to delay implementation of the new, and highly-



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BETWEEN THE LINES

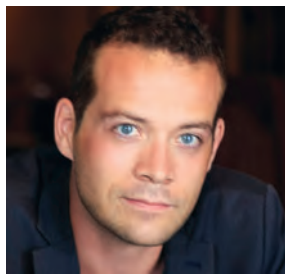
## Trucking Journalists vs. MTO

By Jason Rhyno

For a couple of weeks in February, it seemed as though *Today's Trucking* dropped its gloves and decided to hammer the Ontario Ministry of Transportation (MTO). The first story came via Rolf Lockwood. Turns out, the MTO—and more than likely every provincial transportation department across the country—actually does have quotas. Or “performance expectations” as they call it. I won’t go into details because you probably read it a couple of pages ago, but suffice to say it was big news. Inspectors, it seems, must find 20 percent of your trucks OOS.

The second, and this one is mine, was in regards to the province of Ontario increasing commercial vehicle license plate fees by 70 percent, yet weirdly, there are currently a slew of vehicle types running on our highways without plates. You probably read that story a few pages ago, too. It’s a bit policy wonkish-let’s-look-at-the-traffic-act type story, but important, I think.

As we worked on these stories, I kept being reminded of a line Larry Hall of the North American Truckers Guild said to me last summer when I was writing on the BC inspectors union ad campaign that painted truckers in nasty light. (Fear mongering at it’s sneakiest.) He said the relationship between truckers and inspectors is a tenuous relationship, shaky. He said that truckers and inspectors have come a long way. They have a job to do, he said.



Today's Trucking Associate Editor Jason Rhyno's monthly column "Between the Lines." If you want to let him know what you think, email him at [jason@newcom.ca](mailto:jason@newcom.ca).

I learned about that job first hand in January when I visited a brand-spanking new inspection station near Putnam, ON. Driver and *Today's Trucking* contributor Guy Broderick was with me, and we got an inside look at their job.

They were good guys, and had that enforcement-vibe coming off them in waves, exactly like police officers do. I watched how they have to be careful when turning on the inspection lights so as not to cause an accident. I watched them do a mock inspection, and explain how they were happy with all the recent upgrades to the station that made their jobs better and safer.

They have challenges and pressure from their bosses, too—just like everybody else.

The officers we spoke with that day were serious about their job. They knew they could prevent a

wheel-off, maybe saving a life or two. They live in the community they work in, and they’ve got a few trucking buddies, too.

Let’s face it, there are companies out there that run rust-buckets on the road. Fly-by-night operations. The inspectors catch them. And that’s important. That’s not only important for safety, but also important for the industry in general. One bad crash from a truck that was speeding, with a driver running way over her hours, in a poorly maintained tractor, hits the news headlines, and casts a shadow over the entire industry, darkening public perception of trucking even more.

While the relationship between drivers and inspectors is inherently antagonistic, the two groups always naturally at odds, they must work together, productively. And all that takes is a little extra understanding of the others’ job, that everybody has someone to answer to, everybody has stress from their job. I think they call this “finding common ground.” **TT**

debated, hours-of-service rule.

The rule, the ATA said, is expected to cost the trucking industry \$320 million between now and July, when it takes effect. Most of that cost will be in the time it takes to train drivers on the new rule, reprogramming software and other transition costs. But nobody yet knows what shape the new rules will take, leaving trucking companies in planning limbo.

“And, this cost does not include costs to shippers, receivers and others in the supply chain. In addition, State enforcement agencies must spend taxpayer money to adapt to the rule changes,” ATA said in a statement.

“At a time of rising diesel prices, increased equipment and labor costs, the decision by the head of FMCSA to reject a reasonable request for a brief delay in enforcing this rule is unbelievable,” Graves commented.

At a seminar at the Truckload Carriers Association annual meeting in Las Vegas recently, the President of the giant family-owned CR England Trucking Company Dan England said the costs will simply have to be passed along.

“It’s another one of those battles that we are continually fighting. The drivers are caught in the cross fire here as well.

“We found in our dedicated fleets it will take six to 12 percent more hours to complete the runs we’re going to have.” **TT**

### COMPLIANCE

## Ontario Mandates 20% Inspection Failure Rate

*According to leaked Ministry of Transportation documents, ‘quotas’ do exist, bringing into question the legitimacy of published out-of-service rates.*

— By Rolf Lockwood

Quotas do exist in the enforcement community.

Leaked internal Ontario Ministry of Transportation (MTO) documents obtained by *Today's Trucking* reveal what many in the trucking industry have long suspected regarding ‘quotas’ for truck inspectors. At the same time they raise questions about the legitimacy of published out-of-service rates. And about the



effect they have on the public's perception of the trucking industry.

While the word 'quota' is never used, a document entitled 'TEO2 2013 Performance Expectations' outlines performance standards, the specific numbers and percentages that MTO truck inspectors are instructed to reach:

- "A minimum of 60% of available time inspecting CMVs [commercial motor vehicles];
- "This must equal a minimum of 600 level 1, 2 or 5 inspections;
- "Of which 120 must be level 1;
- "A minimum 20% OOS [out-of-service] rate on level 1 & 2 inspections combined;
- "A minimum charge rate of 20% (i.e. at least 20% of all inspections have 1 or more charges);
- "A reasonable balance of inspections based on axle counts as determined by each district's CMV makeup."

In a second document—an email sent to undisclosed recipients—the author reiterates the above expectations, then

reminds the recipients that "the charge rate and OOS rate are also being monitored [...] Please work towards these goals. That may mean for some of you less inspections but more quality inspections. Basically do what you have to do to meet those numbers."

Asked for comment on the issue, MTO spokesperson Bob Nichols said that, "in order to ensure consistency and integrity within the Enforcement Program, a 20-percent charge rate expectation has been set for Transportation Enforcement Officers. The 20-percent rate is consistent with what has historically been the Enforcement Program charge rate since 1990."

Which begs the question if it is even possible for the trucking industry to attain compliance better than 80 percent. Clearly, it's not.

"If such a quota system exists [and I

have no doubt it does—in every arm of the enforcement industry], then it is virtually impossible for us to achieve any better than an 80-percent compliance rate, except by accident when they fail to meet their quota, which undoubtedly has a concomitant impact on the commercial insurance industry,

public perception of truckers, etc.," says Greg Swain, a veteran driver and former driver trainer. Nowadays he pulls B-train fuel tankers around southern Ontario.

"Most insidious of

all," he adds, "is how such a government-sponsored revenue-generating... enforcement system makes a mockery of the government published statistics that paint the transportation industry in such a publicly negative light."

Critics, *Today's Trucking* included, have long contended that published

**Today's Trucking reveals what many in the trucking industry have long suspected regarding 'quotas' for truck inspectors.**



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out-of-service rates do not reflect with any accuracy the mechanical condition of trucks on the road or, more to the point, the extent to which they're unsafe. Minor infractions—especially those involving brake adjustment—can take trucks off the road when they're not in fact unsafe at all and when a simple roadside fix can be readily done.

Longtime safety and training consultant Ken Hellawell, operating under the ProTrans banner but now mostly retired, suggests that many of the Ministry's truck inspectors don't have sufficient expertise to check brakes properly in the first place.

And as for an arbitrary 20-percent failure rate, Hellawell says, "To me it sounds like too much." **TT**

## LAWS

### Unplated and 'UnFair'

*With a 70-percent vehicle-licence-fee increase for Ontario truckers, attention begins to turn to vehicles that get to run unplated.*

— By Jason Rhyno

There's a discrepancy in Ontario between which vehicles are required by law to be licenced and which aren't.

Specifically, the discrepancy lies within the types of vehicles that are considered "road-building machines" in Ontario's Highway Traffic Act (HTA) and which are considered "motor vehicles."

It's an issue that perhaps many in the trucking industry have known about, but one that is only getting a closer look in the wake of a 70 percent heavy-duty commercial vehicle licence fee hike by the province.

That fee hike, which began last December with a 30 percent increase and the remainder to kick-in December 2013, sparked a campaign by the Ontario Trucking Association (OTA) to "put the brakes on the 70."

"It's hard to put into one category, but they tend to be mobile cranes, street sweepers, pumpers—vehicles like that. In a nutshell, these vehicles don't pay any fees, which makes them, in terms of revenue generating vehicles, no different than a bicycle," said Marco Beghetto, VP communications and new media at the OTA.

But for John Greedy of Jack Greedy Limited out of Bolton, ON., it's an "unfair playing field."

"All of us with licenced vehicles are getting hit with a 70 percent increase—now these unplated guys have a bigger wind-fall," Greedy stressed. "There are people out there running the roads that are charging big money per hour and don't have the expenses. The inconvenience of having your vehicle emission tested every time you go to licence it, having the safety done you gotta take it off the road—these guys don't even have to take it off the road, they just keep on trucking."

So why do they get to "keep on trucking?" Beghetto says that nobody really knows. It's always been there and is termed as a "historical exemption."

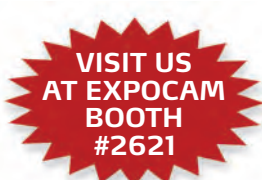
Asked for clarification on the issue,



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# **Heard on the Street**



## **Bossence is Dynamic's New VP Canuck**

**Darrin Bossence** is the new Vice President of Canadian Sales for **Dynamic Tire Corp.** Bossence most recently served as Business Development Manager—Commercial Products at Yokohama Tire.

Dynamic Tire's key brands include Sailun, Aeolus, Roadx, Blacklion, Diamondback, Galaxy and Primex.

## **Courier Curries Favor With Ayr**

**Purolator** has named **Ayr Motor Express** "2012 Long-Haul Carrier of the Year." The award is based on a carrier's on-time performance, peak-season performance and customer service. Carriers are also measured on fuel efficiency, security, contingency plans, and safety and performance standards. Ayr, which has terminals in Woodstock, Mississauga and Winnipeg, moved over 2,600 loads on behalf of Purolator in 2012. Ayr is a family-run carrier with a staff of about 430 and is number 62 on **Today's Trucking's** "2013 Top 100 For-Hire Carriers."



## **Taking On More Challengers**

**Challenger Group** is putting its name and colors on its temperature-controlled and waste-haulage divisions—**Lodwick Transport** and **Cam Hiltz Trucking**. Lodwick will be known as Challenger Climate and Cam Hiltz as Challenger Bulk. Challenger acquired Cam Hiltz in 2002 and Lodwick in 2007.

## **Bison Wows Walmart**

For the second year in a row, **Walmart Canada** has awarded **Bison Transport** *Overall Store Delivery Carrier of the Year*. Judged on customer service, punctuality, excellence, and approach, Bison's on-time performance for Walmart in 2012 was over 99 percent.

## **Westcan Re-orchestrates Brass**

**Westcan** has appointed **Grant Mitchell** to President and CEO of the RTL Westcan Group of Companies. Former CEO **Tom Kenny** is moving on to be Chairman of the Board. Mitchell joined Westcan in February 2012 as President.

## **Daimler Rotates Big Wheels**

**Daimler Truck's Andreas Renschler** has said "auf wiedersehen rigs; hello autos." As of April 1, Renschler, who was head of Daimler Trucks since Oct. 2004, switched jobs with another longtime Daimler executive, **Dr. Wolfgang Bernhard**. Bernhard has been head of operations of Mercedes-Benz Cars since Feb. 2010.

## **Rise, Knights.**

The seasoned radio reporter looked at driver **Dale Fearman** and asked: "Why are there so many truck accidents?" Fearman looked the reporter in the eye. "Sir," he said, "I'd like to take you out in my truck and drive around with you and show you how many truck accidents there aren't."

That clever retort, and several others like it, won Fearman, a driver with **Kim-Tam Truck Leasing**, one of the coveted spots on the Ontario Trucking Association's (OTA) Road Knights Team for 2013-2014.

Both the **OTA** and **Alberta Motor Transport Association** named elite teams recently. For the next two years, these drivers will serve as industry ambassadors to schools, service clubs and anybody else who needs schooling in the art of the Gentlemanly Art of Truck Driving:

### **The Alberta Road Knights:**

- Ted Beals, *Trimac Transportation*;
- Reg Flavelle, *Reilly Transfer*;
- Michael Hawkins, *Caron Transportation Systems*;
- Reg Moulding, *Bison Transport*.

### **The Ontario Knights:**

- Chris Bender, *Steed Standard Transport Ltd.*;
- Barry Elkiw, *Meyers Transport*;
- David O'Neill, *Kriska Holdings*;
- Dale Fearman, *Kim-Tam Truck Leasing*;
- Michael John Paolozzi, *Trimac Transportation*;
- Wayne Simpson, *Liquid Cargo Lines*;
- Jim Jackman, *Thomson Terminals Limited*;
- George Sutherland, *Bison Transport*;
- Cynthia Sutherland, *Bison Transport*;
- Rick Cameron, *KBD Transport*.



MTO spokesperson Bob Nichols pointed towards the Highway Traffic Act (HTA). According to the HTA, the only type of vehicles that are allowed to run unplated are those defined as a “road-building machine”, commonly used in the construction or maintenance of highways.

The definition for “road-building machine” has a degree of wiggle room: “road-building machine means a self-propelled vehicle of a design commonly used in the construction or maintenance of highways, including but not limited to,

- (a) asphalt spreaders, concrete paving or finishing machines, motor graders, rollers, tractor-dozers and motor scrapers,
- (b) tracked and wheeled tractors of all kinds while equipped with mowers, post-hole diggers, compactors, weed spraying equipment, snow blowers and snow plows, front-end loaders, back-hoes or rock drills, and

**The definition for “road-building machine” has a degree of wiggle room.**

(c) power shovels on tracks and drag lines on tracks [...]”

The section also notes that a commercial vehicle cannot be considered a road-building machine—so a carrier can’t tack a mower onto a tractor and run it without plates.

But, as Nichols pointed out, “The HTA, subsection 7(1), requires a motor vehicle while on a public highway to have a valid permit and to display number

plates with evidence of validation on the plate. A fee must be paid to validate a permit for a motor vehicle. Since road-building machines

are not defined as motor vehicles, they do not require a permit or number plates.”

The difference, it seems, is in the definitions. Which definition—“motor vehicle” or “road-building machine”—does a snow plow truck fall under?

Nichols also pointed out that road-

building machines are exempt from registration in Ontario “when they are used specifically for the purposes of maintaining or constructing highway infrastructure.”

Clearly, there are unplated vehicles that aren’t “specifically” being used for maintaining and constructing highways, which begs the question: where is the loophole? Shouldn’t these vehicles always be carried to the job-site? Are companies falsifying records? Is there a bureaucratic disconnect somewhere?

MTO wouldn’t comment. But pressed further on the difference between the reality of the number of unplated vehicles not doing highway infrastructure work versus the rather malleable HTA regulations, Nichols said “MTO and other provincial roads authorities are currently working with the Canadian Council of Motor Transport Administrators on harmonizing vehicle administrative practices across the country. Ontario has raised road-building

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# Trending

THE BEST FROM  
**Today'sTrucking.com**

## In the News

### 'Prepare for the Worst': Alliance Warns Canucks of U.S. Cuts

**TORONTO** — Canadian trucking companies should be worried about the impact of U.S. federal government spending on border efficiency, the Canadian Trucking Alliance (CTA) said today.

The cuts, slated to begin automatically March 1 unless Congress and the White House can come to a budget agreement, could massively disrupt Canadian business, CTA said.

Known as "sequestration," the automatic spending cuts were postponed for two months in January after a series of last minute talks stopped the country from going over the "fiscal cliff."

However, the CTA said, if those cuts kick-in, "border operations themselves could be severely impacted—something that is of great concern to the Canadian trucking industry, which moves about two-thirds of Canada's trade with the United States."

The CTA cited testimony from Janet Napolitano, Secretary of the U.S. Department of Homeland Security, who told the Senate Committee on Appropriations that the cuts that imposed on the U.S. Customs and Border Protection (CBP) agency "would make four to five hour wait times (at the border) commonplace and cause the busiest ports to face gridlock situations at peak periods." Front line CBP staff responsible for processing trucks would be furloughed, while overtime budgets to meet peak and unplanned demand would be slashed.



## From the Blogs

### A Quick Survey of Considerate Drivers

*Driver Steve Rock wanted to know if drivers on the 401 obeyed the "change lanes if it's safe to do so when there's an emergency vehicle on the shoulder" law.*

With pen and paper in hand, I sat and observed vehicles as they came into view in the mirror to see just how many would move over. I didn't include the drivers who couldn't change lanes due to traffic volume, or those 'Kings of the Road' that insisted on staying in the middle lane.

Even though this research wasn't exactly scientific, the results of my 10-minute survey speak for themselves:

TRUCK TYPE	MOVED OVER	DIDN'T MOVE
Highway tractor trailer	8	2
Day cab tractor trailer	3	4
Straight dump truck	1	10
Regular straight truck	2	4
Bus	—	2

## What's Tweetin'?

### Our Favorite Tweets This Month!

@JacquieMeyers

Why can they be unplated but we have to pay 70% more?! 'Unfair Playing field. ow.ly/ibEhL

@TTR\_Transport:

Thanks for the follow @Todaystrucking and your great news articles that we're sharing on Facebook!!

@jamesphieffer:

For too many truckers, this has become some sort of dark art... The Lost Art of Dropping Trailers.

@Saferway:

Some things about the good old days I don't miss like Armstrong steering, Rubberback Susp, TwoStick Trans :(

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## April

2-6

**Specialized Carriers & Rigging  
Association (SC&RA) Annual Conference**  
The Westin Kierland, Scottsdale, AZ  
**Website:** www.scranet.org/

15

**Club Des Professionnels du Transport  
Quebec Annual meeting**  
**Website:** www.cptq.ca

21-24

**National Shippers Strategic  
Transportation Council (NASSTRAC)**  
Shippers Conference & Transportation Expo  
Rosen Shingle Creek Hotel, Orlando, FL  
**Website:** www.nasstrac.org

23-26

**National Fleet Management  
Association NAFA Institute and Expo**  
Atlantic City, NJ  
**Website:** www.nafainstitute.org

26-27

**Alberta Motor Transport Association  
Annual Conference**  
Banff Springs Hotel, Banff  
**Website:** www.amta.ca

## May

2-4

**Association du Camionnage du Quebec  
Annual Conference**  
Manoir Richelieu, La Malbaie, QC  
**Website:** www.carrefour-acq.org

6-8

**Transportation Maintenance and  
Technology Conference**  
Kingbridge Conference Centre & Institute,  
King City, ON  
**Website:** www.cfmsonline.com

25-26

**Road Today Truck Show**  
Brampton Soccer Center, Brampton, ON  
**Website:** www.roadtodaytruckshow.com

27

**Private Motor Truck Council  
Spring Golf Tournament**  
Markland Woods Golf Club,  
Etobicoke, ON  
**Website:** www.pmtc.ca

## May 30 - June 1

**Great West Truck Show**  
Sands Expo & Convention Center, Las Vegas  
**Website:** www.greatwesttruckshow.com

## June

1-4

**Heavy Duty Distributors Council  
Annual Conference**  
Busling Truck Center, Markham, ON  
**Website:** www.hddc.ca

7-8

**Atlantic Provinces Trucking  
Association Truck Show**  
Moncton Coliseum Complex, Moncton, NB  
**Website:** www.apta.ca

7-9

**British Columbia Trucking Association  
Annual Conference**  
Delta Grand Okanagan Resort, Kelowna  
**Website:** www.bctrucking.com

19-20

**Private Motor Truck Council  
Annual Conference**  
Kingbridge Conference Centre, King City, ON  
**Website:** www.pmtc.ca

## July

11-13

**Walcott Truckers Jamboree**  
Iowa 80 Truckstop, Walcott, IA  
**Website:** www.iowa80truckstop.com/trucker-jamboree

26-28

**Fergus Truck Show**  
Fairgrounds, Fergus, ON  
**Website:** www.fergustruckshow.com

## August

1-4

**Rodeo du Camion**  
Notre-Dame-Du-Nord, QC  
**Website:** www.elrodeo.com

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machines as an item to be considered.”

There’s some good news in that it looks like the provinces will be harmonizing HTA regulations, but it also indicates that MTO is aware of the issues surrounding road-building machines.

And while MTO didn’t expand on the details of what the provinces are discussing, Nichols did say that in regards to the 70 percent hike, road-building machines “usually travel shorter distances at lower speeds than is the case with commercial motor vehicles, and their impact on the wear and tear of highway infrastructure is limited, compared to larger commercial motor vehicles. Also, the number of motor vehicles using Ontario’s highways is much greater than the number of road-building machines.”

“Tell me those cranes with 30 or 40 wheels aren’t putting a toll on the road,” Greedy commented when told of the response. Those vehicles also still contribute to traffic congestion and emissions. (They’re also exempt from paying fuel taxes, confirmed the OTA.)

For Greedy and many other company owners, that’s the issue: if a vehicle, no matter its purpose, uses the roads, then it should be plated.

“We don’t know how much of the burden on the trucking industry would be alleviated,” Beghetto said of requiring currently unlicensed vehicles to be plated, “but what you definitely have is a potential revenue stream that the government isn’t taking advantage of. If these trucks were charged licences and renewals, the revenue generated would help reduce the burden that the trucking industry is dealing with right now.” **TT**

### FUEL FOR THOUGHT

## Speculation or Protection

*Mad about the price of diesel? How about putting a little method with your madness by using the futures market.*

— By Bob Tebbutt

Let’s be honest with ourselves. Do you think that the futures markets for diesel, gasoline and natural gas are manipulated by speculators? Do you think that futures prices have no relationship with the real market? Does your company believe that you should not be using the futures

market to protect against rising prices because that would be speculating?

If the answer is “yes” to any of those questions, then let me ask you some more questions: Does your trucking operation use accident insurance, life insurance, sickness and health insurance, or any other type of insurance that could be used to protect itself?

The answer, clearly, is yes, right?

Now let me show you why price insurance is available for energy products.

During the normal course of doing business, it is common practice to have a rider that allows you to add a surcharge

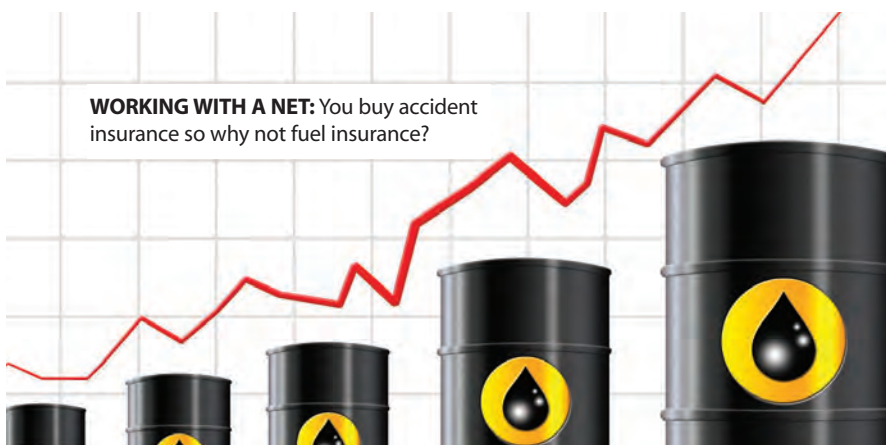
liter higher than the current spot market.

Therefore, the market and the speculators feel that prices will rise into the summer months. Are they right or are they wrong? No one knows until we get to June.

Since the market is suggesting that prices will drift higher, the surcharges that you presently have in force will cover that increase—if it proves to be true.

Now let’s look at diesel prices farther out in time.

The October of this year is trading at \$3.0949, the January of next year is at \$3.0684 and May is a little over \$3.00. The markets, including the speculators,



if energy prices rise. However, there are some companies that complain about the increases in the surcharge. They want some stability.

Should your company use the markets to protect yourself against rising costs? Let me try to correct some of the misconceptions about the futures market.

Futures contracts are settled by delivery on the open market and must match the going price of the product when delivery is made. If any particular contract month is out of whack to the current spot price of the product, it will match the spot price of the market when delivered.

So, looking at the markets for February 22, the March futures contract, deliverable on March 1, is trading at \$3.1057 per US gallon or \$0.082 per liter. This is right in line with rack prices in the New York market where all deliveries on the Futures market are made.

However, the June contract slated for delivery on June 1 is priced at \$3.1502 per gallon or \$0.8322 per liter. That is a little over five cents per gallon or \$0.0145 per

feel that diesel prices are going to be progressively lower through May of 2013 by over 10 cents per gallon. Indeed, as we look at the futures market we see that diesel prices are showing expectations of the price dropping to \$2.78 to January of 2017!

If they are right or wrong, no one knows for sure but it may provide your company with a method for locking in prices that are lower than today’s prices on some or all of your needs.

However, if prices are lower than those in the future, then by locking in those prices you will be paying more for your diesel than those that didn’t use the futures.

How do you avoid this potential loss against your competitors? Contact your broker who understands the Futures market and ask him.

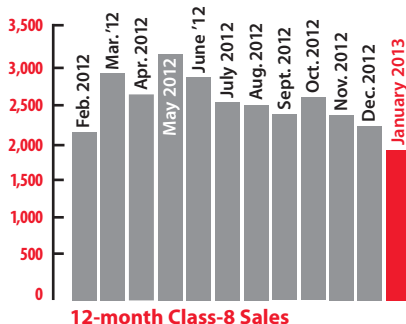
Or wait until next month when I will explain in detail. **TT**

**Bob Tebbutt** is a partner in Armour Asset Risk Management and is a futures-market veteran.

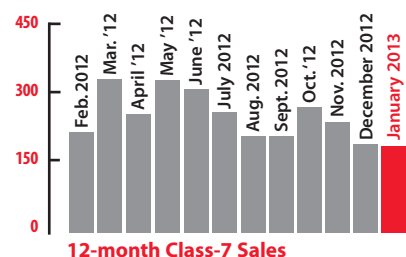
## Canada – Truck Sales Index

## January 2013

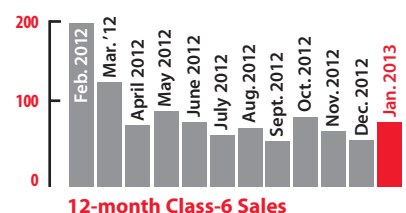
CLASS 8	This Month	YTD '13	YTD '12	Share '13	Share '12
Freightliner	503	503	625	26.3%	29.6%
Kenworth	370	370	439	19.3%	20.8%
International	338	338	355	17.6%	16.8%
Peterbilt	288	288	229	15.0%	10.8%
Western Star	175	175	168	9.1%	8.0%
Volvo	121	121	179	6.3%	8.5%
Mack	121	121	118	6.3%	5.6%
<b>TOTAL</b>	<b>1916</b>	<b>1916</b>	<b>2113</b>	<b>100.0%</b>	<b>100.0%</b>



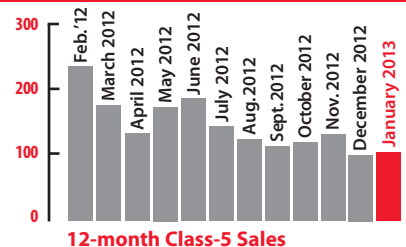
CLASS 7	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	46	46	19	25.1%	7.8%
International	42	42	66	23.0%	27.0%
Peterbilt	34	34	15	18.6%	6.1%
Freightliner	33	33	113	18.0%	46.3%
Kenworth	28	28	31	15.3%	12.7%
<b>TOTAL</b>	<b>183</b>	<b>183</b>	<b>244</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 6	This Month	YTD '13	YTD '12	Share '13	Share '12
International	31	31	12	43.7%	14.5%
Hino Canada	22	22	16	31.0%	19.3%
Freightliner	14	14	54	19.7%	65.1%
Peterbilt	4	4	1	5.6%	1.2%
<b>TOTAL</b>	<b>71</b>	<b>71</b>	<b>83</b>	<b>100.0%</b>	<b>100.0%</b>



CLASS 5	This Month	YTD '13	YTD '12	Share '13	Share '12
Hino Canada	56	56	81	54.9%	65.3%
International	38	38	29	37.3%	23.4%
Mitsubishi Fuso	6	6	12	5.9%	9.7%
Freightliner	2	2	0	2.0%	0.0%
Kenworth	0	0	2	0.0%	1.6%
Peterbilt	0	0	0	0.0%	0.0%
<b>TOTAL</b>	<b>102</b>	<b>102</b>	<b>124</b>	<b>100.0%</b>	<b>100.0%</b>



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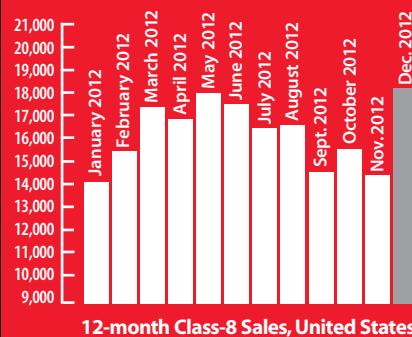
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- Maintenance & Repair

## U.S. – Retail Truck Sales\*

CLASS 8	Dec. 2012	YTD '12	Share '12
Freightliner	5486	63,975	32.9%
International	2668	34,824	17.9%
Kenworth	2807	27,778	14.3%
Peterbilt	2687	27,255	14.0%
Volvo	2400	20,921	10.7%
Mack	1802	17,327	8.9%
Western Star	279	2623	1.3%
Other	1	12	0.0%
<b>TOTAL</b>	<b>18,130</b>	<b>194,715</b>	<b>100.0%</b>



## Canada – Provincial Sales (Class 8)

CLASS 8	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	CDA
Freightliner	43	77	11	42	221	64	27	13	0	5	503
Kenworth	76	148	18	11	55	55	7	0	0	0	370
International	6	74	2	14	161	65	11	2	0	3	338
Peterbilt	22	97	23	19	38	76	9	4	0	0	288
Western Star	35	80	6	1	25	18	2	6	0	2	175
Volvo	16	9	5	10	44	34	2	1	0	0	121
Mack	12	41	9	11	29	14	5	0	0	0	121
<b>TOTAL</b>	<b>210</b>	<b>526</b>	<b>74</b>	<b>108</b>	<b>573</b>	<b>326</b>	<b>63</b>	<b>26</b>	<b>0</b>	<b>10</b>	<b>1916</b>
<b>YTD 2013</b>	<b>210</b>	<b>526</b>	<b>74</b>	<b>108</b>	<b>573</b>	<b>326</b>	<b>63</b>	<b>26</b>	<b>0</b>	<b>10</b>	<b>1916</b>

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

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





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## MANAGING PEOPLE, TECHNOLOGY, BUSINESS, AND SAFETY

**WHY BUY WHEN YOU CAN RENT?** Goyette says his fleet will be refreshed regularly, which should help with driver retention.



## C.A.T.'s New Leases On Life

**Business** *Why this prominent Quebec carrier is renting its whole fleet. By Steve Bouchard*

**A**fter purchasing trucks for about 35 years, C.A.T. Transport President Daniel Goyette recently made one of the most important decisions of his career: He is replacing 100 percent of his tractors, but he's leasing them all. And they'll be Cascadias, leased from Ryder.

Traditionally, Goyette kept his family-owned trucks for four or sometimes five years.

In 2010, he started reconsidering his pattern. "Other carriers had told me about the problems they were experiencing with the new technology so we extended the use of our trucks up to today," Goyette told *Today's Trucking's* sister magazine *Transport Routier*.

"The new engine technology, I am not familiar with," said Goyette. "We now work with a lessor who has the technolog-

ical expertise and has terminals throughout North America to deal effectively with any problems that may arise."

C.A.T. has opted for a 30-month program. Goyette described the arrangement as "short-term lease with long-term rates."

Why only 30 months?

Turns out Goyette is bullish on natural gas. "I'm pretty convinced," he said, "that natural gas is the way of the future. If I buy trucks and keep them five years, I may be depriving myself of the competitive advantage that will be offered when the natural gas supply network is in place."

"In this sense, renting offers me another kind of flexibility."

C.A.T. plans to take delivery of some natural gas trucks in the first quarter of 2013. Goyette says he has opted for the LNG Westport ISX12 G 12.

C.A.T. will continue to maintain its trailers and tires. But by renting the tractors, C.A.T. will no longer have to worry about truck-parts inventory.

"All we do now," he said, "is pay a cost per mile. We want to become managers of freight and not managers of trucks."

A very important aspect of this decision for Goyette is that the regular replacement of tractors will help in driver recruitment and retention. As he pointed out, soon no C.A.T. truck will be older than 2013.

"All of our drivers, regardless of their years of experience, will benefit from a brand new reliable vehicle," he said.

C.A.T. Transport was incorporated in 1978 and sits 26th on *Today's Trucking's* 2013 list of Canada's Top 100 for-hire carriers.

At last count, C.A.T. had approximately 350 power units. The company runs in Canada, the U.S. and Mexico and maintains terminals in Couteau-du-Lac, QC, Dorval, Napanee, ON, Mississauga, Kitchener ON, Texas, Tennessee and North Carolina.

Goyette has also welcomed any truck buyers to come take a look at his fleet. It's all for sale. **TT**



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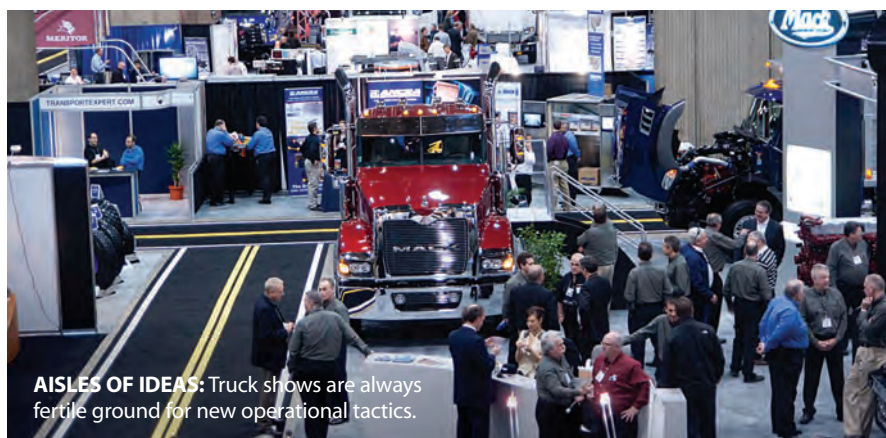
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**AISLES OF IDEAS:** Truck shows are always fertile ground for new operational tactics.

# Time for Show & Tell

*How visiting ExpoCam can help you run a smoother, more profitable operation. By Today's Trucking Staff*

**H**ours-of-service uncertainty, CSA conundrums; increased demand for fuel-efficient technologies, the allure of natural-gas-powered trucks, emission guidelines, and, of course, the worsening truck-driver crisis.

If you're facing any or all of the above challenges, Montreal is the place you'll want to be April 11, 12, and 13. That's when **ExpoCam**, the largest truck show in the country, takes over the spacious and accessible Place Bonaventure.

Approximately 300 exhibitors from around the world will be sharing their newest products, services and operating tips. From tires to tailpipes; from software to chamois, the show promises to be a one-stop trucking industry resource, and it couldn't be happening at a better time.

"The fact that all the major OEMs—all of them—are going to be there, is significant," says ExpoCam Show Manager Joan Wilson. "These days the manufacturers seem to be tripping over each other demonstrating how this innovation or that breakthrough makes driver retention easier."

ExpoCam, Wilson says, will be "the" gathering place for the industry decision-makers and leaders, and, she adds, "much of the best problem-solving tips and idea-sharing will be taking place in the aisles and among the booths."

Visitors will be eligible for a variety of prizes and on Saturday, the first 2,000 visitors will receive a free hat, which is, Wilson says, "always a big hit with drivers."

ExpoCam is produced by Newcom Média Québec Inc., which is affiliated with the same company that publishes *Today's Trucking* and its sister publication *Transport Routier*. **TT**

## Who will be the next Highway Star of The Year?

One of these drivers will walk away from ExpoCam with not only \$10,000 in cash but also, the well-deserved respect of his peers. Not to mention job offers.

— By Nickisha Rashid

Among the highlights of every **ExpoCam** and **Truck World** is the **Highway Star of the Year**. At 11:30 a.m., Saturday April 13, in front of the Freightliner booth, the winner will be presented with a check for \$10,000 as well as about \$5,000 worth of other prizes. The sponsors for the event include Newcom Business Media Inc, Freightliner, Chevron, Cummins, Espar, Meritor and the Owner-Operator's Business Association (OBAC/APRAC).

The 2013 Highway Star of the Year Competition drew the highest number of entrants in the contest's nine-year history. Organizers say the entries have increased in quality every year. This year, one of the following finalists will be named the 2013 Highway Star of the Year.

### Delphis Arseneau

**Drives for:** Jeramand Enterprises Ltd.

**From:** Richibuctou, NB

**Years driving:** 40+



"Del is one of those employees you wish you could clone," says his boss Jo-Ann Phillips. Consistently a top-earning driver with a flawless record,

Arseneau has only positive notes on his file. Dedicated family man and mentor to new drivers, he also volunteers with the Convoy for Hope-Atlantic charity supporting the fight against cancer. His nominators report that his dispatchers are "thrilled" to have him on their roster; his contagious optimism makes him a pleasure to work with, from terminal clerks to clients.

## EXPOCAM FAQs

### Dates & Times:

Thursday, April 11 • 10:00 a.m. to 6:00 p.m.

Friday, April 12 • 10:00 a.m. to 6:00 p.m.

Saturday, April 13 • 9:00 a.m. to 5:00 p.m.

**Location:** Place Bonaventure, Montreal

**Cost to attend:** \$10 if you register in advance online before 6pm on April 10th, 2013. After April 10th, please register at the door for \$20. Preregister online at [www.expocam.ca](http://www.expocam.ca).



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**NAVISTAR**



**Bruce Wade Paul**  
**Drives for:** Transpro Freight  
**From:** Milton, ON  
**Years Driving:** 36

Paul has an undeniable love of trucks and the industry. His prized possession – a 2007 Pete 379 – won first place in a 2011 Show & Shine and Paul is also recognized as one of Transpro's

most experienced and trusted drivers. Described as compassionate and always willing to give a helping hand, he's the guy trucking friends turn to for advice.



**Barry McLarty**  
**Drives for:** Landstar Inway Inc.  
**From:** Winnipeg, MB  
**Years driving:** 34+

An advocate for highway safety, McLarty has earned a safe driving award every year for the past 19 years. In 2011 he joined the elite group of owner-operators at Landstar's Annual All Star event for logging two million

consecutive-accident-free miles. Always the driver to lead by example in complying with safety regulations and company policies, McLarty attends safety meetings open to ideas to improve his skills.



**Devon Reid**  
**Drives for:** Ippolito Transportation  
**From:** New Market, ON  
**Years Driving:** 30

"Haste makes waste" is the motto that safety-conscious, tech-savvy Reid lives by. Converting his truck into a modern living space where all paperwork is done electronically saves him time to

plan trips and meet deadlines while obeying the speed limit and driving within his allotted hours. His most recent project is an initiative to promote healthy living among colleagues.



**Mel McKenzie**  
**Drives for:** D.J. Knoll Transport Ltd.  
**From:** Moose Jaw, SK  
**Years Driving:** 45

McKenzie is a very old-school driver who views what he does as more than just a job; to him it's a service. He understands the integral part that trucking plays in the economy; always

the first to volunteer when dispatch is in a bind, giving up many weekends to help out in a jam. A regular participant in Saskatchewan's yearly Truck Rodeo, McKenzie also volunteers to set up numerous city parks art shows.



**Kelly Goreski**  
**Drives for:** Wellmark International  
**From:** Port Perry, ON  
**Years Driving:** 30

From supporting fundraisers for kids with autism to sponsoring a citizenship trophy at a public school, Goreski is an integral part of his Port

Perry community. A member of both the Port Perry Snow Mobile Association and Oshawa Motorcycle Club, he also organizes races for youth motorcycle clubs. Goreski is that good-hearted guy who offers a helping hand; whether to an elderly neighbor with home maintenance or a stranded snowmobiler.



**Brian Bertsch**  
**Drives for:** Hi-Way 9 Group of Companies  
**From:** Drumheller, AB  
**Years Driving:** 35+

Safety-conscious Bertsch has logged two million accident-free miles and holds a company Driver of the Year award. The consummate professional

– returning every single truck he's driven in the same condition he received it. Known for his excellent service, Bertsch is usually greeted by clients with a smile and freshly baked treats, fruits or an invitation to dinner.



**Michael T. "Motor" Rosenau**  
**Drives for:** Rosenau Transport  
**From:** Calgary, AB  
**Years Driving:** "Since birth" (*His grandfather started the company*)

Famous for his 'Support Our Troops' trailer, Rosenau is a member of the UN-NATO Veterans Group and is

present – along with his truck – at many fundraisers supporting veterans and wounded soldiers. A dedicated driver and family man, he's known as the guy with a "huge heart"; organizing a 13-truck convoy in honor of a friend and fallen trucker.



**Robert Hulme**  
**Drives for:** SLH Transport Inc.  
**From:** Sudbury, ON  
**Years Driving:** 38

A devoted member of the Ontario Provincial Police Auxiliary Unit, Hulme is also a Special Constable with the Snowmobile Trail Officer Patrol. Dedicated to making a difference in

his community, many winter nights he's out on the trails. Awarded the 2012 SLH Transport Driver of the Year, he will soon have 37 years accident free on the highways. In 2010 his quick actions saved a co-worker's life and prevented a near fatal accident.



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## Arthur Jack Miersch

**Drives for:** Garth  
**From:** Fort  
Resolution, NT  
**Years Driving:** 34  
Family and creating  
a community with  
fellow drivers is of

utmost importance to Miersch. Equally  
dedicated to making deliveries on time and  
being present for Christmases and family  
events. He believes that camaraderie  
among truck drivers plays a big part in  
highway safety; once leading a convoy of 15  
trucks during a particularly bad snow storm  
to safety to the nearest truck stop.



## Deryl M Carhart

**Drives for:**  
Conway  
Enterprises Ltd.  
**From:** Smith  
Creek, NB  
**Years Driving:**  
26 (with Conway)

Community members can count on Carhart  
to lend a helping hand – whether to build a  
new school playground or a stage for his  
church's annual nativity production. With a  
26-year-safe-driving, a one- and a two-mil-  
lion-mile safety award, he continues to take  
training courses - including defensive driv-  
ing, and first aid, to improve his already  
well-rounded skill set.



## Pierre LaFlamme

**Drives for:**  
Transnat Express  
**From:**  
Princeville, QC  
**Years Driving:** 40  
Driving with  
passion since 16,

LaFlamme holds the 2012 Canadian  
Trucking Alliance and 2011 Quebec  
Trucking Alliance Driver of the Year Awards.  
Helping colleagues both on and off the  
road is LaFlamme's way of elevating safety  
standards in the industry. He's a driver  
coach who stresses the importance of  
salesmanship, understanding he's the face  
of his company and the industry to each  
shipper, customer and the public.



# Last Year's Winner

The **2012 Highway Star of the Year** was **Stephen McGibbon**, an owner-operator with Milltown Trucking of Oak Bay, N.B. McGibbon was also the Atlantic Provinces Trucking Association Volvo Trucks Driver of the Year and several times he has earned his company's Driver of the Year Award.

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# Why Drivers "Like" These Carriers

**H**ave you ever seen a grown trucker cry? Tom Liutkus has. Liutkus is the vice president of Marketing & Public Relations for the American truck-stop chain Travel Centers. He was a panelist in a seminar called "Driver Retention—Making Life Easier on the Road," at the Truckload Carriers Association (TCA) conference in March.

He said that in the truck stop's ongoing efforts to anticipate and meet the needs of their customers more efficiently, Travel Centers ensure that staff train to learn as much as they can about what a driver faces on a daily basis. "We've created a training path where there's a movie about a day in the life of a driver. It's there for our staff to watch so they'll know why that customer that walks in wants to get in and out of there fast.

"We trained our employees to watch for cues so they'll know more about drivers.

"We had one driver come in, a gentleman who said 'I've gotta get my truck serviced, I'm heading home. I'm a first time grandfather and I'm going home to see my grandson.'

"That," Liutkis says, "was a cue."

"When it came time to pay for the transaction; our manager pulled out a little baby outfit with TA logo on it and presented it to the guy. The man wept. He actually wept.

"And we have a customer for life."

Sharing Liutkus's panel at that conference were Chris Cooper, the COO of the Clayton, Alabama-based flatbed specialists Boyd Brothers, and Steve Sichterman, the Vice President of Operations of TripPak, a transportation division of Xerox.

The name of the seminar: "Driver Retention: Making life Easier on the Road."

The three presenters each laid out specific strategies and



**How to help  
your drivers  
enjoy their  
jobs more.**

**By Peter Carter**

driver programs designed to increase driver-retention rates.

All three made much of communication and respect. One driver survey after another reveals that what drivers want is the ability to have some say over their lives. Social media, company online discussion groups in which drivers can vent and—in the case of the truck stops—have driver input into what's on the menu—help drivers feel invested and more satisfied.

"Communicate communicate communicate. That's not a typo," said Boyd, "it's in our mission statement three times."

More home time is an obvious draw.

Steve Sichterman talked about how his company records and recognizes family milestones. His managers know when their staffs' have to celebrate birthdays or graduations.

And Cooper's killer app? The corporate chaplain. Available every day, all day, the non-denominational chaplain is ready to discuss whatever needs airing.

His co-panelist Sichterman said the corporate chaplain program sounds like a "unique take on an employee assistance program."

Like never before, fleets across North America are being wildly inventive in their efforts to stave off staffing problems. The holy grail: To be known along the driving grapevine as a great fleet to work at.

One of the highlights of that same conference was the culmination of the TCA's annual "Best Fleets To Drive For" competition.

According to the chairman of the competition and President of the Toronto-based driver-training institute Carriers' Edge, Mark Murrell, this year's event was the most hotly competitive in the contest's history, as more fleets than ever want to spread the word that their drivers are happy.

Murrell reported a 50-percent increase in the number of competitors. (He also advised that a carrier stands to improve its own retention rate by simply participating in the competition.)

Murrell also noted that Canadian carriers can boast a disproportionate presence among the winners.

And that you don't have to be huge to be among the best. Ever heard of Stratford, ON's Steed Standard Transport? When it comes to places drivers want to work, Steed is among the top 20 on the whole continent.

**See chart on page 39** for the winners and why they won.

*Thanks to the **Truckload Carriers Association**  
for the information and charts.*





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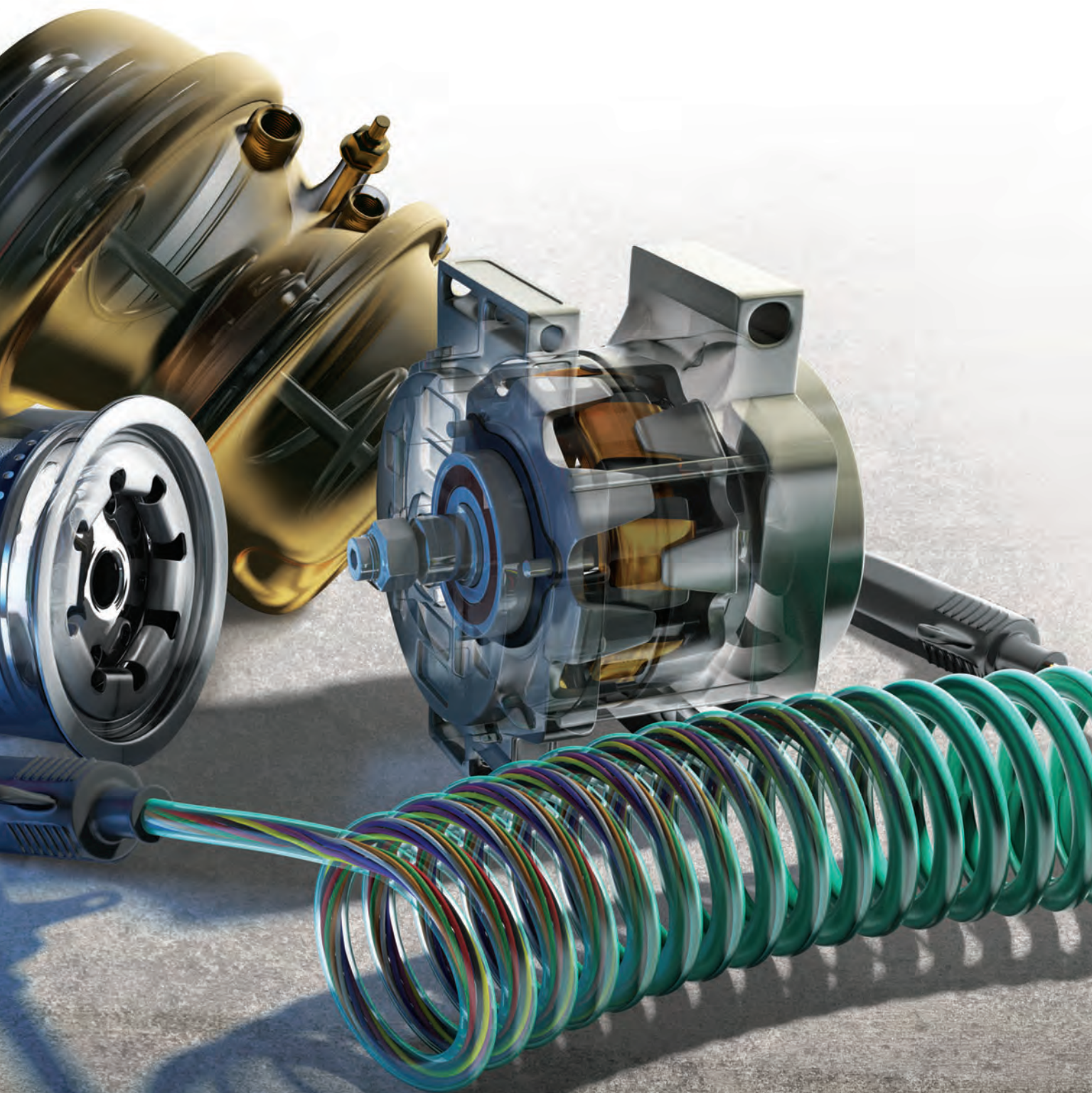
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			Compensation							Benefits				HR Strategy							
Brian Kurtz Trucking Ltd.	Breslau, ON	94	\$74,000.00	95,000	\$16,000.00	105,000	Y	Y	Y	Y/F	90	Y	2	Y	7.551	2	2	2	7	1	3
Erb Group of Companies	New Hamburg ON	901	\$69,500.00	81,000	\$175,000.00	118,000	Y	Y	Y	Y/P	90	Y	2	Y	7.331	3	3	1	2	3	3
Fremont Contract Carriers	Fremont, NE	316	\$59,554.00	131,832	\$194,556.00	131,722	Y	Y	Y	Y/P	30	Y	2	Y	9.436	3	3	3	8	2	3
FTC Transportation	Oklahoma City, OK	41	\$44,956.68	113,670	—	—	Y	Y	—	Y/P	90	Y	2	Y	9.538	3	2	3	2	2	3
Gordon Trucking	Pacific, WA	2122	\$56,000.00	106,800	\$97,000.00	110,000	Y	Y	Y	Y/P	90	Y	2	Y	5.603	2	2	3	7	2	1
Grand Island Express	Grand Island, NE	160	\$55,443.00	122,743	\$193,668.00	129,252	Y	Y	Y	Y/P	60(1)	Y	3	Y	7.851	3	3	2	6	3	2
Halvor Lines, Inc	Superior, WA	323	\$60,000.00	118,800	\$200,000.00	115,000	Y	Y	Y	Y/P	90(1)	Y	2	Y	8.741	3	3	2	5	3	3
Landstar System	Jacksonville, FL	8091	—	—	\$199,897.00	76,514	Y	—	Y	Y/N	0	N	—	Y	8.741	3	3	1	5	3	1
Load One Transportation & Logistics	Taylor, MI	340	—	—	\$175,000.00	110,000	Y	—	Y	Y/N	0	N	—	Y	10.120	3	3	1	22	1	1
Motor Carrier Service, Inc.	Northwood, OH	92	\$51,400.00	108,000	\$142,500.00	110,000	Y	Y	Y	Y/P	90	Y	2	Y	9.000	3	2	3	5	3	3
Paramount Freight Systems	Ft. Meyers, FL	148	—	—	\$140,000.00	140,000	Y	—	Y	Y/P	0	N	—	Y	9.086	1	3	2	23	2	3
Sammons Trucking	Missoula, MT	332	—	—	\$185,000.00	90,000	Y	—	Y	Y/N	0	N	—	Y	10.167	3	3	1	3	3	3
Spirit Truck Lines	San Juan, TX	268	\$48,500.00	144,000	—	—	N	Y	—	Y/P	90	N	1	Y	3.864	3	2	2	0.008	2	3
Steed Standard Transport Ltd.	Stratford, ON	28	\$52,500.00	80,500	—	—	N	Y	—	Y/F	90	Y	2	Y	7.800	2	2	2	4	1	2
Steelman Transportation	Springfield, MO	114	—	—	\$172,000.00	115,000	N	—	Y	Y/N	0	N	—	Y	8.211	3	1	2	5	2	1
Tennant Truck Lines	Orion, IL	224	\$51,500.00	126,000	\$160,000.00	93,000	N	Y	Y	Y/P	90(1)	Y	3	Y	9.234	3	2	2	2	3	3
Timeline Logistic International	Saskatoon, SK	25	\$67,500.00	132,000	—	—	N	Y	—	Y/P	90	N	3	Y	6.048	3	2	2	9	3	3
Trimac Transportation	Houston, TX/ Calgary, AB	2530	\$60,000.00	80,000	\$225,000.00	120,000	N	Y	Y	Y/P	90	Y	2	Y	6.723	3	3	3	2	3	3
WTI Transport	Tuscaloosa, AL	378	\$49,500.00	104,000	\$192,000.00	122,500	N	Y	Y	Y/P	30(1)	Y	2	Y	8.447	3	2	2	0	3	3
Yanke Group of Companies	Saskatoon, SK	442	\$57,000.00	120,000	\$180,000.00	120,000	N	Y	Y	Y/P	1	Y	2	Y	7.049	3	3	2	3.3	2	3



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# When the Gears Stop

Canada could experience a shortage of 25,000 to 33,000 for-hire truck drivers by 2020, according to a study released in February by the Conference Board of Canada.

It's an issue that goes beyond the trucking industry, according to the study, a problem that could not only affect the Canadian economy but the well-being of consumers.

Commissioned by the Canadian Trucking Alliance (CTA), the study, titled Understanding the Truck Driver Supply and Demand Gap and Implications for the Canadian Economy, points to the tens of thousands of drivers that are approaching retirement age and "the very small number of young drivers taking their place."

Trucking isn't the only industry that faces a "demographic tsunami", to steal a term from the Conference Board, but as CTA president David Bradley said, there's "\$17-billion in GDP directly tied to the for-hire trucking industry and the indirect impact being far greater, there's little question a driver shortage of this size is a threat to the health and competitiveness of the Canadian economy and this issue is something we as a nation should start thinking about."

The study found that the average truck driver (44.2 years old, with 20 percent being over the age of 54) is older than the average Canadian worker (40.2) and the driver population is aging more rapidly than the rest of the labour force.

And the for-hire trucking industry? It's worse off than other sectors when it comes to attracting young workers: only 12 percent of for-hire drivers are under the age of 30.

The study estimates that the total economic footprint of the

**What an unchecked driver shortage could do to the Canadian consumer.**

**By Jason Rhyno**



for-hire trucking industry was almost \$37 billion in 2011, resulting in an economic multiplier which is "significantly higher than that of many other business services." Add to that the nearly 480,000 jobs for-hire trucking supports in Canada resulting in around \$24 billion in personal income, which in turn generates \$4.2 billion in personal income taxes and \$4.1 billion in indirect taxes.

"Professional truck drivers are the industry's most important asset; the true face of the industry," commented Bradley. "They play a crucial role in the overall economy and in our daily lives. Without them, the gears that make Canada run will simply stop."

The Conference Board study had suggestions: a significant improvement in industry working conditions and wages; mandatory entry-level driver training and upgraded licence standards to achieve a skilled occupation designation; a reorganization of trucking activity and supply chains in order to reduce pressures on long-haul drivers and make better use of their time. **TT**



# A New School of Thought

Why the training bar must be raised and who's doing it. By Jason Rhyno



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The room was packed. Extra chairs were brought in and people were standing against the wall, spilling out into the hallway. It was the second night of Trios College's "Trucking and Career Panel Expo," the first being held the night before in Brampton, ON, this one in Oshawa. By all reports, the expo in Brampton was a packed house, too.

And everyone there wanted to hear about being a truck driver. Or, more accurately, a Professional Transport Operator—which is what the brand-new program is called.

Young people, older people, middle-aged, male, female, different ethnicities... the crowd was "Canada" but was also perhaps a snapshot of tomorrow's driver demographics.

The program, too, perhaps points to the future—the future of what a truck driver, a professional driver—will need to know to operate a transport.

The evening's expo started with a brief address by Frank Gerencser, Trios CEO. He talked about the jobs in the trucking industry and the future of the industry before introducing the panel: Caroline Blais, Kriska Transport Recruiting Manager; Paul Salivar, SGT Driver Trainer and Recruiter; John Khazen, Don Anderson Haulage Sales Engineer; and David Brown, TST Truckload Express Recruiting Manager. Bruce Outridge, a business consultant was also on hand. Outridge will be one of the instructors, too.

The panelists helped create the program in conjunction with Trios and the Ontario Truck Training Academy. They were tired of "fly-by-night" schools, of the poor quality of candidates walking into their offices.

The panelists talked about what they looked for in who they hire, attitude and aptitude, shared resume advice, talked about drug tests, criminal records—they were frank and honest and funny. "Don't come into a job interview with a swear word on your t-shirt. What the [expletive] are you thinking?" said one panelist.

The brand-new program is designed to create graduates who know enough to dress

appropriately for a job interview. But what makes the program unique is that students learn not only how to operate a commercial vehicle, but they get an introduction to the supply chain. Think logistics, purchasing, security, compliance, loss prevention, and customer service. They'll learn all the important Microsoft Office applications, too. Then they'll get into a tractor for 50 hours of one-on-one driving instruction, get an air-brake training, their Commercial Driver Improvement (Defensive Driving) Certificate, and, interestingly, owner-operator training.

It's a solid set of base skills, but the kicker is the four-month internship at the end.

*"They were tired of 'fly-by-night' schools, of the poor quality of candidates walking into their offices"*

A student that is, say, looking to work for Kriska, will be brought on as an intern, trained on the job, and more than likely hired. They'll also be whittling down their probation period during

that time—and paid. It's a good, solid program for students, too.

During a question period a middle-aged gentleman asks where drivers sleep. "Does the company pay for a motel room?" Seems some will need more instruction than others.

After the question period, carriers shuffled off to classrooms where potential students could speak one-on-one. A couple of stragglers sit in the now near-empty room, one older.

"Why did you come tonight?"


"Oh, I'm retired and have always wanted to drive truck," he says smiling, before getting up and leaving.

Another gentleman, younger, is sitting and filling out a form patiently and thoughtfully. "Why are you here?"


"I was working at Pearson Airport and met a truck driver. Seems like a good job."

He's from Jamaica, clean-cut, polite, well spoken.

He says that he's interested in the owner-operator course, that he wants to run his own business, "and, you know, I haven't been here too long, but I want to start building a life." **TT**




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# Who's Driving Our Trucks?

**This statistical snapshot of the people behind our wheels gives a stark image of where the industry's headed.**

**By Rolf Lockwood**

**C**anada's transportation and warehousing industries employed 670,675 Canadians as of 2010. Trucking accounted for 24.9 percent of them. Payroll employment in transportation at large slipped by 0.9 percent that year, the second consecutive annual decline, and trucking itself lost 0.8 percent, though it still employed more than any other single sector by a large margin.

From 2000 to 2010, truck transportation increased the size of its employee payroll by 6.2 percent to a total of 166,932.

During that decade, payroll employment in the rail industry shrank steadily for a cumulative decline of 26.3 percent.

Going back further to compare 2010 with 1996, trucking employment has risen by 25.7 percent while rail has shrunk by 28.4 percent.

The difference is striking.

In comparison, while it rose in Canada, trucking employment in the U.S.—including owner-operators—declined by 11.5

percent in the same 2000-2010 period. No surprise there, the difference in the two countries being the considerably deeper wound suffered by the American economy during the recession that began in 2008.

As in the U.S., the Canadian 2012 demographic picture is full of challenges, especially the shortages of drivers and technicians.

In both countries the trucking industry has a perennial difficulty in attracting younger drivers to its ranks.

The only age groups to show an increase in the number of drivers in the last decade are between 45 and 54, 55 and 64, and over 65. And that 55-to-64-years-old category has seen a gigantic 116.3-percent increase, while the younger ranks have seen significant declines.

In other words, the Canadian truck driver is getting older and he's not being replaced by young recruits at a rate sufficient to fill coming demand.

Since 2000, with heavy trucks, we've seen a 59.2 percent increase in drivers aged 45 to 54 years and a very large 74.5-percent hike in those aged 55 to 64.

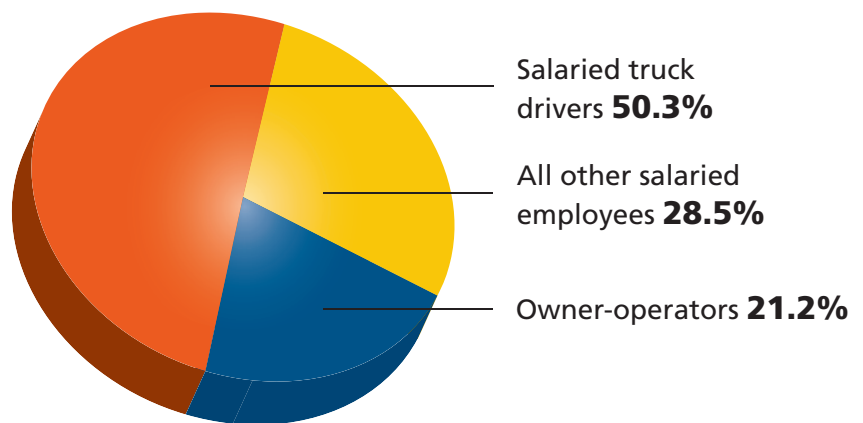
Correspondingly, all other age group have shown a decline, worst in the prime 25-to-34 age group which has seen a 51.4 percent drop.

While the increase in the number of older drivers is even higher in the medium-duty world, there isn't the same drop in the numbers of younger drivers.

This reflects the fact—and at this point we have only anecdotal evidence to prove it—that many former long-haul drivers have given up that on-the-road lifestyle in favor of local work in smaller trucks.

The benefit? For the most part, it's a matter of more time at home and a lesser need to deal with certain issues like hours-of-service rules.

**Drivers & Owner-Operators**  
*All Canadian fleets, 2010*



Source: Statistics Canada Table 403-0011



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## Who's Driving Our Trucks?

As well, and for the same reasons, it's easier to attract young drivers to the medium-duty world in the first place.

Drivers represent half, and owner-operators just over 21 percent of the people employed by Canadian fleets.

Owner-operators remain a major part of the foundation of Canadian trucking, especially in Ontario and the prairie provinces which together account for 65-percent of them.

an owner-operator who can bring a tractor and possibly a trailer to the party right away.

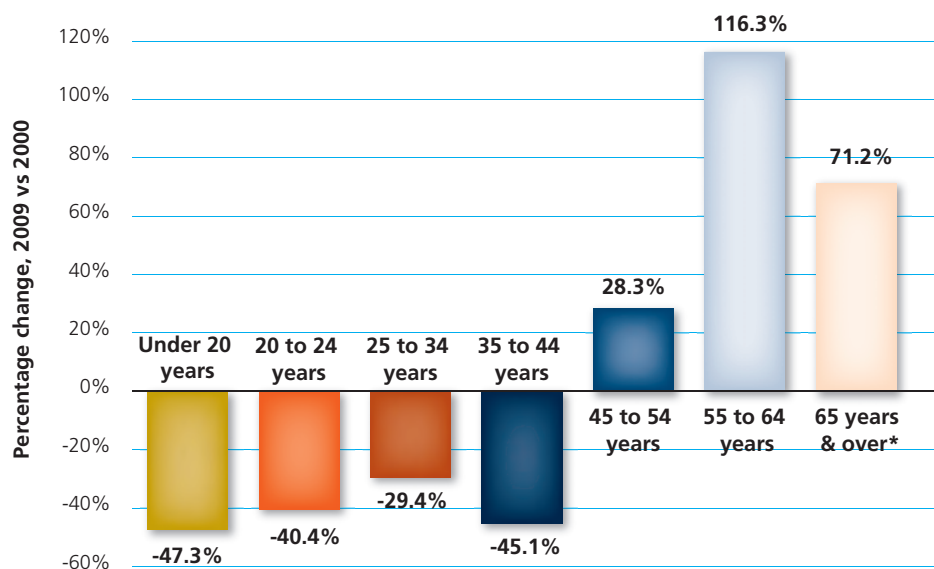
The highest ratio over the years? That was 22.7 percent in 1999, while the post-recession 2010 figure—15.9 percent—was the lowest in the last 17 years.

The count stayed in the high teens from 2007 through 2011 but is now on the rise again as the economy grows.

A survey done in 2011 by the Canadian

## Driver Age by Miles Driven, 2009 vs. 2000

*All vehicles, Canada excluding territories*



\* Data compare 2009 with 2004  
Source: Statistics Canada

Perhaps a little different from the situation in the U.S., in Canada the owner-operator is not disappearing.

In fact the percentage of owner-operators at the wheel has barely changed in more than a dozen years. Proof is offered by the annual *Today's Trucking* magazine's Top 100 For-Hire Carriers survey.

In 1995 the percentage of owner-operators in a Top 100 fleet's entire workforce was 20.5 on average. It has only increased by a fraction.

When freight is scarce, the owner-operator count drops as managers downsize their fleets and protect full-time-employee drivers. And when the industry rebounds and capacity is required quickly, that's often accomplished by contracting

Trucking Human Resources Council (CTHRC) confirms these percentages, not incidentally.

It found that owner-operators make up 22 percent of the trucking workforce at large.

That same survey noted that 47 percent of all owner-operators are aged 45 and over, 39 percent of them being 31 to 44, the remaining 15 percent being under 30.

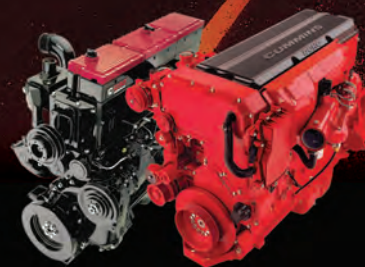
Driver and owner-operator positions remain the hardest to fill, according to fleets surveyed by the CTHRC, while also accounting for the greatest number of unfilled positions.

Truck mechanics and trailer technicians are next in line in terms of need overall, but in some provinces—especially

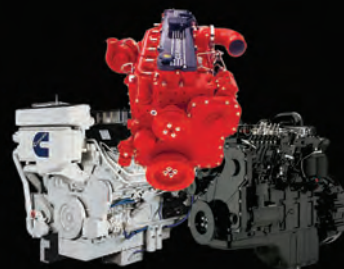
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**May 30** Edmonton  
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**June 13** Regina

**Ontario Region**  
**June 6**  
Mississauga

**Québec Region**  
**June 19**  
Montréal

**Atlantic Region**  
**June 7 & 8**  
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Alberta—they represent more unfilled positions than drivers and owner-operators. At the time of the CTHRC survey in 2011, 48 percent of all job vacancies in Alberta were for truck mechanics while heavy-truck drivers accounted for just 27 percent of unfilled positions.

Trucking isn't alone in facing staffing challenges. An ageing population is the culprit, as it is in the U.S. and other western countries. Transport Canada notes that it's one of Canada's greatest long-term economic challenges. In 2010, the number of Canadians aged 65 and older was 4.8 million, or 14.1 percent of the country's total population.

**During that decade, payroll employment in the rail industry shrank steadily for a cumulative decline of 26.3 percent.**

By 2030, this is projected to reach 9.5 million, or 22.5 percent of the total population. In 2011, the 55-years-and-over age group formed one third of the working age population, up from one quarter 15 years ago.

This demographic transition will see an increasing share of Canadians move out of their prime working age and into their retirement years, resulting in slower growth in the labor force, says the 'Transportation in Canada 2011 Comprehensive Review' published by Transport Canada.

During the last decade, the report says, the number of people 55 years of age or older employed in the transportation sector doubled. In 2011, 22 percent were 55 years of age or older, compared to 11.4 percent in 2000.

Meanwhile, the number of people employed in the 15-to-24 age group has declined from 7.9 percent in 2000 to 5.9 percent in 2011, and those in the 25-to-54 age group fell to 72.3 percent in 2011 from 80.7 percent in 2000.

Canadian demographics are changing across the board.

The shortage of drivers is generally acknowledged to be more acute in the U.S. than in either Canada or Mexico, which has likely contributed to an 11.5-percent drop in employment among all fleet

employees and owner-operators through the last decade.

These numbers are perhaps more a comment on the state of the American economy post-2009. While directly comparable numbers are not available, and there are none at all for Mexico, driver turnover is known to approach 100 percent in the U.S. compared to 11 to 15 percent in Canada. **TT**

*This article first appeared as part of "Opportunities North of the 49th Parallel," a very comprehensive analysis of the Canadian medium and heavy-duty truck market. "Opportunities North of the 49th Parallel" was produced by Newcom Business Media, the same companies that publishes Today's Trucking. Contact the editors at Today's Trucking if you would like to learn more about the study or obtain a copy.*



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EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



## Take Me To Your Liters

**Engines** *How to choose the engine displacement that's best for you. By Jim Park*

**J**ust one trade cycle back, truck owners had more engine choices, but they didn't necessarily have anything better to choose from. If you were part of the EPA '07 pre-buy phenomenon, the truck you bought then is coming due for a trade.

Lucky you: you dodged the '07 engines and the 2010 engines, and you're just in time for the oh-14 engines—the ones EPA and Natural Resources Canada want to spec for you. There will be encouragement at the dealer level to get customers to buy smaller and lighter engines. Those opting for bigger engines supposedly will not be

penalized for their choices. We'll see, but meantime, you'll soon have to make a decision that's fundamental to the operation of your business: 13- or 15-liter power?

Will 13 be enough? Is 15 too much? Are they interchangeable in an operational setting? We'll try to help answer these questions without getting brand specific. We'll mention names when they come up in quotes, but we're not doing a brand-to-brand comparison here. Just displacement. Also, we won't really touch on the 12-litre or 16-liter models. They tend to be application-specific, though not always.

"With the Cummins ISX12 and ISX15,

we differentiate in markets with these engines," says Alasdair McNellan, general manager of Cummins Canada. "The ISX12 is more a vocational and day-cab [engine], while the ISX15 is position for linehaul and heavy haul."

We'll focus on linehaul here.

And here's something else to consider before we get to the seemingly obvious question: all engine brands have experienced some reliability issues in recent years, which makes proximity to a dealer or dealer network and the relationship with that dealer an important consideration. It could be that the engine you'd prefer comes with some baggage, or the dealer network is weak in areas you operate. Downtime can make your customers very unhappy, so you'll want to factor warranty offerings, service and parts availability, and repair capability into your decision.

Canada's operational diversity almost begs a choice of engines. The cross-border crowd should do just fine with a 13-litre engine, while the big guys can crank up their 15-litre power. B-trains, quads, LCVs, etc. need that big block for the extra torque and horsepower, right?

To a point: Frew Liquid Transfer of Oshawa, Ont. hauls petroleum products throughout much of Ontario, and it uses 13-liter engines to pull its B-trains. Transport Robert of Boucherville, Que. uses 13-liter engines to pull quads and B-trains between Ontario and Quebec, while Vedder Transportation of Abbotsford, B.C. won't use anything less than a 15-liter engine to pull its B-trains around Western Canada.

It's a matter of carefully matching power demand to the application.

Brad Beckstead, vice-president of Frew Liquid Transfer, says his 13-liter power plants are set for 485 hp and 1,650 lb-ft. He mates the engine to an 18-speed automated manual transmission and 4.30:1 drive axles.

"I'm seeing a half-mile-per-gallon improvement in fuel economy compared to the larger engine," he says. "My drivers were a little concerned at first, but the engines have proven themselves in the field. There's no doubt they can get the job done."

From its Oshawa base, Frew hauls fuel over much of eastern Ontario, "pretty well anywhere south and east of Hearst," Beckstead says.

Brian Hildebrand of Vedder Transportation says while he has no hand in spec'ing engines there, in his previous position with the Safeway grocery chain in British Columbia, spec'ing was among his responsibilities.

He says it is challenging to match an engine to a task in British Columbia. The mountainous terrain is an obvious consideration, but in the Interior, they aren't as much of a factor. One approach was to match an engine to a route or region.

"We used the Cummins ISM on city deliveries and local routes and the ISX on the longer runs and up into the mountains," he says. "That worked well enough most of the time, but when we had a need for a highway truck and all we had parked against the fence was a city truck, that went out underpowered."

The ISM transitioned to the 11.9-liter ISX12. While rated at 310-425 HP and 1,150-1,650 lb-ft, it's a good spec for a regional hauler or a medium weight line haul application. Pulling a tridem regularly through the Rockies might be a bit much to ask of such an engine. Hildebrand says the company moved to 15-liter power across the board to improve utilization.

"I think it was the right move. Fuel economy didn't really suffer, and the added flexibility made a big difference for dispatch. The drivers were happier with the bigger engines too. To me, there's no replacement for displacement."

Hildebrand says Vedder successfully uses a combination of 13- and 15-liter power in its operation. The smaller engines are primarily used in cross-border

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## In Gear

operation, while the big-block engines are used domestically with the heavier loads on the more demanding terrain.

Transport Robert, on the other hand, runs a lot of 13-liter power on much of what it hauls anywhere in Ontario and Quebec.

“To show the difference in what the Volvo D13 is capable of, I have many spec’d for the U.S. to pull 80,000 lb and they consistently deliver 10 mpg (imperial) all the time,” says Claude Robert, president of Transport Robert—and one of the most active and innovative owners in the business. “On the other hand, I have many D13s set at 500 hp 1,750 lb ft pulling B-trains and quads between Montreal and Toronto. They don’t get 10 miles per gallon, but they are consistently better than the my 15-liter engines on the same runs.”

### It’s All About Engine Speed

Engine torque and horsepower curves have changed in recent years; they are flatter and broader, giving operators more flexibility in maintaining optimum output at given road speeds and gross weight.



**MULTIMILLION-MILE MAN:**  
Dale Holman is using a 14-liter engine in a glider kit.

With Canada’s heavier loads, engine speeds tended to run higher to get the horsepower needed to maintain road speed. But as the peak torque and peak horsepower points on the power curve inched closer together on the engine’s power map, Canadians can now get away

with lower engine speeds while still getting the desired horsepower and torque under heavier loads.

This has allowed the 13-liter engine to do much of the work formerly the domain of the 15-liter engines. Some of today’s 13-liter engines are cranking out 500 hp and

A close-up photograph of a truck's dashboard and steering wheel. A hand is visible, interacting with a touch screen display that shows various icons and data. The image is tinted with a blue color scheme.

# THE POWER TO



1,850 lb ft of torque, and can comfortably pull a 62,500 kg B-train down the road at a very efficient 1,500 - 1,600 rpm or so.

Of course terrain is an important consideration. Both Frew and Robert are not operating in a hostile environment. The 13-liter B-train may not work so well in British Columbia or northern Quebec.

The trend toward 'downspeeding' is bringing engine cruise speeds down into the 1100-1200 rpm range in 80,000-lb applications. So far we've seen Mack and Volvo promoting this concept. Daimler is now boasting a low-rpm spec for its DD15/DT-12 powertrain, and just last month, Cummins and Eaton announced an optimized engine and transmission combination (Eaton Advantage automated manual transmission and ISX15 with SmartTorque 2 ratings) that will get engine cruise speed down into the sub-1200 rpm range as well.

With speeds capped at 105 km/h in Ontario and Quebec—and most of the country by extension—you no longer need gobs of horsepower in most applications.

Dale Holman, a small-fleet operator

## CURRENT OFFERINGS

Here's what is available now, in the spring of 2013. There's considerable difference in the weight of the various engines, but the torque and horsepower gap between the 13- and 15-litre machines continues to narrow.

Trade name	displacement (L)	hp	torque lb-ft	weight (lb)
<b>CUMMINS</b>				
ISX12	11.9	310-425	1,150-1,650	2,640
ISX15	14.9	400-600	1,450-2,050	2,965
<b>DETROIT</b>				
DD13	12.8	350-470	1,250-1,650	2,540
DD15	14.8	455-505	1,550-1,750	2,765
<b>MAK</b>				
MP7	10.8	325-405	1,200-1,480	2,285
MP8	12.8	415-505	1,460-1,760	2,675
MP10	16.1	515-605	1,860-2,060	3,135
<b>NAVISTAR (MaxxForce)*</b>				
MF 13	12.4	410-475	1,700	2,400
<b>PACCAR</b>				
MX13	12.9	380-500	1,450-1,850	2,600
<b>VOLVO</b>				
D11	10.8	325-405	1,250-1,450	2,285
D13	12.8	375-500	1,450-1,750	2,675
D16	16.1	500-550	1,850	3,135

\* MaxxForce ratings are based on published information for the EGR-only version. Navistar has not yet said what the ratings will be once the engine receives its SCR aftertreatment makeover.



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## 4 Easy Ways To Narrow Your Power Choices

**W**hen you strip most of the other factors away, all you need to move an 80,000-lb, reasonably aerodynamic truck along a flat road at 65 mph is about 250 horsepower. That will overcome aerodynamic drag, rolling resistance from the tires, parasitic drag from powertrain components, etc. That's just part of the picture of course, but it gets us started.

### HERE ARE A FEW QUESTIONS YOU SHOULD ASK WHEN SPEC'ING AN ENGINE:

**1** *What am I after, power or fuel economy?*  
This seems self-explanatory; if your fuel bills put you out of business, all the power in the world isn't going to help. Still, when dealing with fussy drivers, a bit of performance can go a long way to keeping them happy. No drivers won't get you very far either.

**2** *Can I demonstrate the need for more?*  
There's a very large cross-over area between 13 and 15 liter engines today where torque and horsepower ratings are nearly identical. You no longer need 15 liters to develop 500 hp and 1,750 lb-ft of torque. What is it about your operation that justifies the need for the bigger block?

**3** *What will I do with this truck during its service life?* If you have the luxury of being absolutely certain all the truck will ever do is run between Winnipeg and Chicago, a 13-liter engine is a completely safe bet. But what if that contract goes sour and you wind up pulling grain trains into a prairie headwind or a tridem into southern Ontario? The bigger block provides more flexibility.

**4** *Are you in a weight-sensitive application?*  
Of the 13-liter engines on the market, most are at 200 to 300 pounds (dry weight) lighter than a 15-liter. That can really make a big difference on some applications. In some instances, even trucks with 13-liter engines are running at or close to 12,000 lbs on the steer axle—bobtail. You may not have room for a big-block engine.

contracted to FedEx Ground pulling 80,000 lb on A-train doubles, says today's engines let you dial the horsepower way back while keeping the torque.

"I can get 1,750 lb ft out of a 13-liter engine with 450 hp," he says. "And I can gear it so I'm cruising a couple of hundred rpm above peak torque. Running southern Ontario and the northeastern U.S. That's perfect. If I need a little more flexibility in

northern Ontario, I run back a gear. I'm still very close to the sweet spot."

The rule of thumb here, we're told, is a one-percent improvement in fuel economy for every 100-rpm drop in engine speed. If your older ISX's were running in the 1,450 range at cruise, you could be looking at 3 to 4 percent savings—in fact, Cummins and Eaton say three to six-percent savings are possible.



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and everywhere in between.**

## Reliability

You can't discuss spec'ing without getting into downtime and life cycles. As we're all painfully aware, there have been reliability issues with more than a few post-2010 engines—more precisely, the aftertreatment systems. Regardless, when there's trouble with a system, the whole truck goes down.

Beckstead says that while his engines are performing well now, in their early days, he wrapped them in as much warranty as he could negotiate out to 800,000 km, and he won't run them a mile beyond that.

"When you've got contracts to keep gas stations supplied, you can't have trucks down all over the place," he says. "I'm doing better now than I was with the previous engine, but time will tell."

There was a time, too, when the lighter engines were considered less robust than their big-block cousins. The past track record doesn't necessarily confirm that, neither does it deny the reality. Some have been good, others not so good.

Holman is planning to replace a couple of his older trucks with glider kits. He has several trucks and engines in his fleet with multi-million miles, including one 14-liter engine with three million miles on it. He says he wants another one just like it.

"I'm going to try a glider kit, done right but scrapping the donor truck and re-registering the glider as its replacement," Holman says. "I'll be using a 14-liter engine, just like the donor truck, and hopefully seeing close to 9 mpg, just like I did with the donor truck."

As for the newer equipment that can do all that and more? Holman says he can't afford one.

"Despite all the great performance attributes of the new engines, I just can't depend on them. My contract doesn't allow for service failures, yet my newest truck has been down five and a half weeks since December 1," he says. "I can't afford to spend \$10,000 on extra warranty just to be told they can't get parts. That would put a fleet without a spare truck out of business."

## Ups and Downs

The low-rpm, high-torque engines are the powerplants of the future, it seems. With gross weight and most other considerations on the table, the 13-liter engines

seem to have made a lot of friends in recent years. The die-hard 15-liter fans have very compelling reasons for going that route too—and they are all the more compelling in Canada with our higher gross weights more rugged terrain.

Fuel economy has returned to both engines with the addition of the SCR NOx control systems post 2010. The industry had problems between '07 and '10. But now

it seems we're struggling with reliability.

Some owners report tremendous success with the new engines, but the sentiment is not universal.

While we used to worry about the long-term viability of a small-block engine, most people will tell you the long-term prospects are good. Several of the 13-liter engine makers are boasting million-mile B20 life. **TT**

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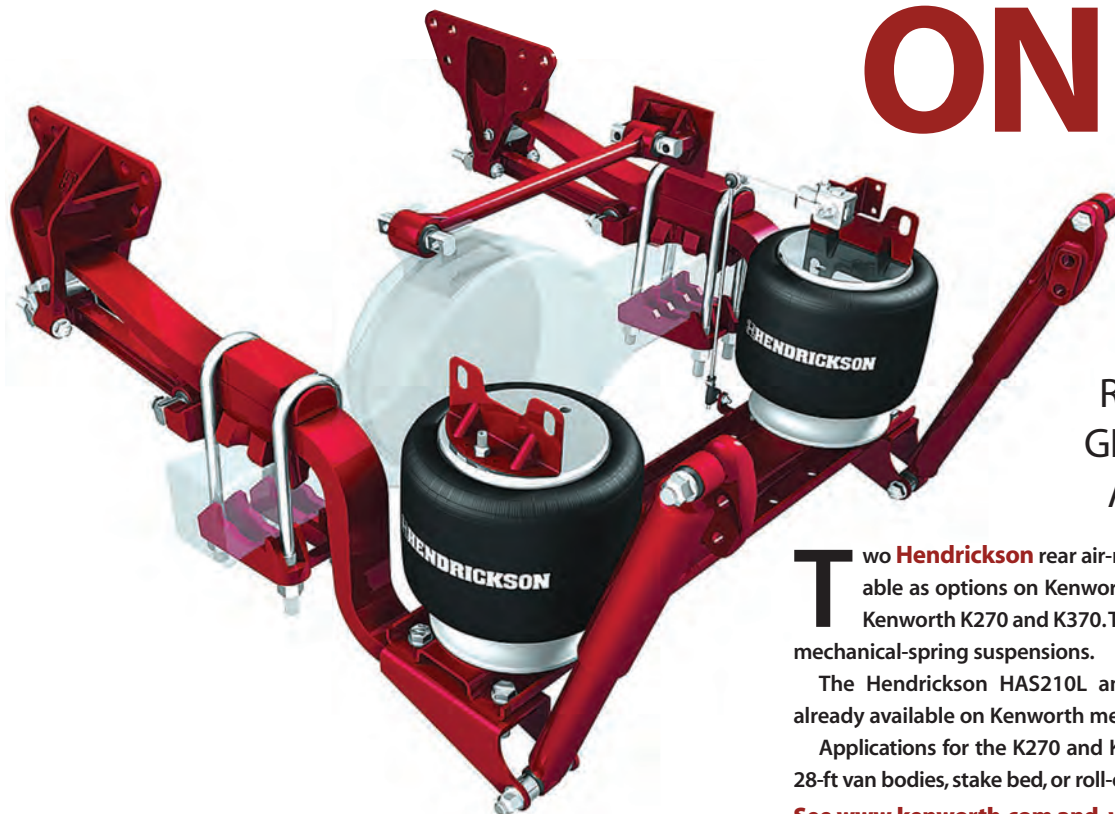
# PRODUCT WATCH

WHAT'S NEW AND NEWS FROM SUPPLIERS



**Online Resources:**  
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**PRODUCT WATCH**  
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## KW MEDIUMS ON AIR



KENWORTH K270  
AND K370 MID-  
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GET HENDRICKSON  
AIR SUSPENSIONS

**T**wo **Hendrickson** rear air-ride suspensions are now available as options on Kenworth medium-duty cabovers, the Kenworth K270 and K370. They come standard with Reyco mechanical-spring suspensions.

The Hendrickson HAS210L and HAS230L suspensions are already available on Kenworth medium-duty conventionals.

Applications for the K270 and K370 include trucks with 16- to 28-ft van bodies, stake bed, or roll-on/roll-off bed.

See [www.kenworth.com](http://www.kenworth.com) and [www.hendrickson-intl.com](http://www.hendrickson-intl.com)

### NEW EATON TRANSMISSIONS

EATON LAUNCHES FULLER ADVANTAGE SERIES OFFERING FUEL ECONOMY IMPROVEMENTS, COST SAVINGS

**Eaton** has launched the Fuller Advantage Series of 10-speed heavy-duty transmissions in both manual and automated form for linehaul and regional-haul users. The manual version is scheduled for commercial production this September while automated models will wait until the first quarter of 2014. Direct and over-drive ratio sets are offered.

New design features include reduced

weight and increased efficiency resulting in fuel-economy improvements and an improved shift feel. Other features are said to contribute to lower preventive-maintenance costs.

A new "precision" lube system represents is said to reduce oil-churn energy losses by nearly 33%. With less heat being generated, the new transmissions don't require a cooler. Engine fans cycle less as well, further reducing horsepower demand.

Significant weight savings of up to 75 lb are largely due to aluminum replacing cast iron for the shift bar housing, auxil-

**Eaton Fuller  
Advantage  
Series**





## Product Watch

iary section cover, and range cylinder. Exact weight savings are dependent on the make of truck purchased.

Efficiency improvements and those weight savings can bring, based on initial fleet and third-party test results, a claimed fuel economy improvement up to 1.9% versus comparable transmissions.

Maintenance cost reductions are helped by a new oil-level sight glass that

allows for routine oil checks to be performed at a fraction of the time previously required. The lube system uses only 16 pints of oil, nearly half the amount used in similar transmissions.

The Fuller Advantage is good for GCW ratings up to 80,000 lb without an oil cooler, with expansion to 110,000 lb at some point in the near future. Torque capacities range from 950 (1288Nm) to

1850 lb ft (2508Nm). There are standard eight- and six-bolt PTO openings and an optional through-shaft PTO.

Initial production will include 17 new manual specifications.

See [www.eaton.com/roadranger](http://www.eaton.com/roadranger)

## REMAN BRAKES

TRP INTRODUCES ALL-MAKES  
REMANUFACTURED BRAKE PROGRAM

**TRP** has introduced an aftermarket brake program that offers brake linings for both 20,000- and 23,000-lb applications.

The program covers medium- and heavy-duty trucks and trailers in many different applications, from city delivery to heavy-haul. The range also includes severe-service brake products for high-heat, high-duty-cycle applications like



bus transport, refuse collection, and construction. These brakes are engineered to perform to new-brake standards, the company says, at a significant saving over the cost of new brakes.

Single brake shoes and kits are available in 15-by-4- and 16.5-by-7-in. sizes for both tractors and trailers. All products offered in the TRP program meet FMVSS 121 standards.

There are three grades of friction material available in each weight rating.

Retailers include Kenworth and Peterbilt dealerships.

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

## TRAILER TRACKING

PEOPLENET INTRODUCES TRACKING WITH NO ADDITIONAL TRAILER HARDWARE

**PeopleNet** has introduced what it calls "the least expensive" approach to reducing the cost of lost trailers while needing no additional trailer hardware.

Its Tethered Trailer Tracking tool uses the existing power line communication (PLC) cable for exchanging data between the trailer's anti-lock brake system and the PeopleNet system through the Multi-

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# DO WE CALL THIS HYBRID STEERING?

**VOLVO TRUCKS** is talking about an interesting technical innovation called Dynamic Steering. It combines conventional hydraulic power-steering with an electric motor fitted to the steering gear, the result being precise steering while making the driver more comfortable.

Note, we're talking about mother ship Volvo in Sweden, and this coming technology is for application in the company's latest FH truck introduced last year. It's not clear when it will be offered in production trucks, nor if it will ever cross the Atlantic.

On the highway the system offers unbeatable directional stability, says Volvo, eliminating virtually all those small steering-wheel movements that are unavoidable on today's roads. Among its other benefits, the system centres automatically even when reversing.

An electronically-controlled electric motor attached to the steering shaft is the key, regulated thousands of times per second by the electronic control unit.

"The task of the electric motor is to deliver perfect steering feel for every single moment of operation. For instance, the system's sensors note that the driver wants to drive straight ahead and automatically ensures that no interference from the road surface is allowed to filter up through the steering wheel," explains Gustav Neander, project manager.

He adds, "At low speeds the electric motor's assistance makes the truck exceptionally easy to steer. Even a heavily loaded construction truck operating off-road on a rough surface can be steered without the slightest effort."

One of Dynamic Steering's best benefits may be that a steeply-



The crosswind from these huge fans had no effect on this MAN's directional stability thanks to the ZF Servoactive system we tested back in 2006. We suspect that Volvo's new Dynamic Steering system is based on that same technology.

cambered road surface or a side wind is quickly detected by the self-learning system, which automatically compensates so that the driver can steer straight ahead without having to tug the steering wheel to counteract any sideways movement.

Back in 2006 I road-tested something very similar in a tall MAN cabover in Germany. The truck sported a prototype steering system developed by ZF.

Previously that day I played with a North American Volvo VNL equipped with ZF's Servoline rack-and-pinion steering, the rack sitting neatly behind the conventional beam axle.

Then, driving the MAN, I tested what Volvo is apparently now introducing. ZF had set up some hairy crosswinds by way of several huge fans to challenge its 'Servoactive' steering gear. Like the new Volvo system it combined hydraulic and mechanical actuation with electronic control and an electric

motor that superimposed a second gear and thus changed the steering ratio as the need arose.

The result was automatic compensation for crosswinds and grooved pavement, among other benefits. Sure enough, those monster fans tried to push me off the road but the system reacted in an instant and kept me straight – with no movement of the steering wheel itself. I tried it with the system turned off, too, so I knew the power of that fake crosswind.

I'll guess that the two technologies are one and the same. — R.L.

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

## YOU CAN'T GET THERE FROM HERE



### Recognize These Stompin' Grounds?

This roadside fellow's fame skyrocketed in mid-March, his keepers tell us. And if you're among the first 10 to guess who and where he is, you can win a swell **Today's Trucking Cap**. Last month, our mystery location—the Big Rig Brewery—is located a few blocks off the Trans Canada in Ottawa's west end. The brewery and restaurant is, we're told, a shrine to the Ottawa Senators Hockey Team. Thank you, Mayflower driver (and Sens fan) Ron Pridmore for the idea. If you know where this month's mystery man is, contact Jason Rhyno at:

#### March Answer:

**BIG RIG BREWERY.**  
A few blocks off the Trans Canada in Ottawa's west end.



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## Product Watch

Bus Adapter with a PLC chip. This configuration provides cost-effective tracking, the company says, eliminating manual yard checks.

Once connected to the tractor, the trailer's unique serial number is sent to the PeopleNet system, which in turn creates location-based hook and drop events for the trailer. Event information is stored, including the date, time, location, vehicle and trailer odometer reading. Odometer readings, in particular, provide a history that enables accurate usage-based maintenance.

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

### MACK'S NEW AIR SUSPENSION

MACK RAISES THE BAR WITH ITS TWIN Y SUSPENSION

**Mack Trucks** says its new Mack Twin Y Air Suspension is the industry's first suspension to use a Y-shaped high-strength-steel design. Offered with proprietary Mack axles, it's said to deliver

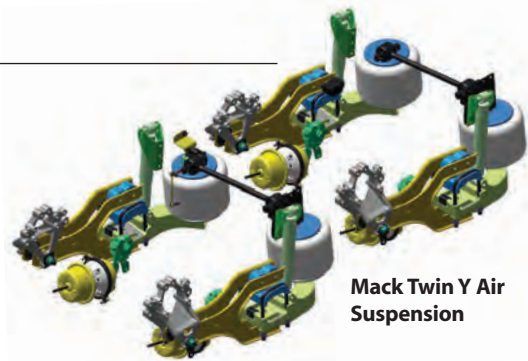
what the company calls "unmatched comfort, handling and fuel efficiency for highway customers desiring a smoother, more stable ride."

The Twin Y is up to 400 lb lighter than other air suspensions, Mack says.

The company has also announced the availability of its proprietary axles on the Mack mRide spring suspension for vocational customers needing greater articulation.

The Twin Y is available on Pinnacle axle-back and axle-forward models, featuring Mack S38 and S40 series axles with C125/126 and C150/151 carriers.

The suspension includes two stamped high-strength-steel Y-shaped blades per wheel end. The blades are joined to the axle with both upper and lower axle seats, which greatly reduces suspension windup and significantly improves tire traction and braking control, says Mack. The axle seats are clamped to the axle housing by Huck U-bolts on both sides and never need to be re-torqued.



**Mack Twin Y Air Suspension**

Bushings in the upper and lower axle seats are said to offer greater roll control and deliver easier handling and a more comfortable ride. Lighter weight and non-torque reactive, the Twin Y requires less maintenance and extends tire and component life, according to Mack.

The Twin Y's design means the load on the suspension is entirely on the air ride and not on the pivot bushing.

The Mack mRide spring suspension, paired with the Mack C150/151 series axle carriers, is available on the Mack Granite, Titan, Pinnacle axle-forward, and TerraPro models.

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

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## SHAW'S DRIVER SCORECARD

NEW TOOL CONVERTS FUEL PERFORMANCE DATA INTO ACTIONABLE REPORTS  
**Shaw Tracking** has introduced the Driver Scorecard, which converts fuel performance data into actionable reports, as a bonus feature that can be used along with Performance Monitoring.

While Performance Monitoring currently generates metrics, the user-friendly Driver Scorecard can measure drivers' performance based on pre-defined industry-standard Key Performance Indicators (KPIs) such as revenue dollars, revenue miles, fuel efficiency, and driving habits. They're presented in charts and graphs which can be clearly understood by executives and key stakeholders, Shaw says. The KPIs are also user-configurable, and can be customized to the company's own indicators to measure activities that matter most to them.

Shaw says the Scorecard aims to help managers get further insight and understanding on how their drivers are performing relative to their peers and company benchmarks.

See [www.shawtracking.ca](http://www.shawtracking.ca)

## MAINTENANCE, DISPATCH LINKED

DOSSIER TO INTEGRATE WITH MCLEOD SOFTWARE'S LOADMASTER ENTERPRISE  
**Arsenault Associates** and **McLeod Software** have announced the integration of Arsenault's Dossier maintenance management software with McLeod's LoadMaster Enterprise dispatch operations management system.

The integration will provide bi-directional information flow in both the business and maintenance dimensions. Customers using both products will have relevant data updated between the two systems in near real-time, eliminating the need for manual and error-prone duplicate data entry. Customers and vendors defined in LoadMaster will automatically be created and updated in Dossier, as will fuel tickets and meter readings. Mobile communications messages entered in LoadMaster will be passed on to Dossier as potential maintenance work items, called 'Work Pending' in Dossier.

Likewise, Dossier will alert LoadMaster of any units where preventive maintenance is due or overdue, a key input for dispatch. Any unit with an open maintenance repair order in Dossier can be flagged as unavailable for dispatch. Maintenance cost data can also be sent to LoadMaster.

This integration will be available as an option in Dossier version 6.3, scheduled for release in 2Q 2013.

See [www.arsenault.com](http://www.arsenault.com) and [www.McLeodSoftware.com](http://www.McLeodSoftware.com)

## NEW YOKOHAMA TIRES

TWO NEW ULTRA-WIDE-BASE TIRES TO BE LAUNCHED THIS MONTH

**Yokohama** will launch two new commercial tires at the Mid-America Trucking Show in Louisville this month: the TY517 ultra-wide-base drive tire and the RY407 ultra-wide-base trailer tire.




"The two new tires highlight the latest technology in casing design, tread design, and rubber compounding," the company says.

The TY517, a SmartWay-verified tire, is claimed to "deliver outstanding traction, long, even wear, extraordinary durability and increased retreadability." It's available now in size 445/50R22.5.

The RY407, also a SmartWay-verified tire, features an ultra-low profile and "offers excellent fuel efficiency and significant weight savings, which add up to increased payloads," says Yokohama. A retreadable product, it's also available now in size 445/50R22.5.

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

<div> <div>Diesel Price Watch</div>  </div>			
TOTAL			
CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	145.4	-0.5	127.3
VANCOUVER *	144.4	-0.9	99.9
VICTORIA	139.2	0.0	102.4
PRINCE GEORGE	134.7	-0.2	101.6
KAMLOOPS	133.8	-0.1	100.7
KELOWNA	136.3	-1.1	103.1
FORT ST. JOHN	135.2	-1.3	102.1
YELLOWKNIFE	140.9	0.0	121.1
CALGARY *	120.4	-0.2	101.7
RED DEER	117.2	0.0	98.7
EDMONTON	117.7	-1.8	99.0
LETHBRIDGE	123.4	0.8	104.5
LLOYDMINSTER	115.9	2.0	97.4
REGINA *	125.9	-0.3	100.9
SASKATOON	124.9	1.0	100.0
PRINCE ALBERT	122.6	0.3	97.7
WINNIPEG *	124.9	-0.8	101.0
BRANDON	124.1	-1.2	100.2
TORONTO *	132.2	0.3	98.6
OTTAWA	135.9	-2.0	102.0
KINGSTON	134.4	0.0	100.6
PETERBOROUGH	131.2	-1.3	97.8
WINDSOR	129.3	-1.4	96.2
LONDON	130.6	-1.5	97.2
SUDBURY	135.4	-0.2	101.5
SAULT STE MARIE	135.9	-1.8	102.0
THUNDER BAY	137.8	-0.1	103.6
NORTH BAY	134.9	-1.0	101.1
TIMMINS	139.9	-1.2	105.5
HAMILTON	133.4	-0.1	99.8
ST. CATHARINES	131.9	1.0	98.4
MONTREAL *	145.9	-1.0	103.7
QUÉBEC	145.2	-0.7	103.1
SHERBROOKE	145.4	-0.5	103.3
GASPÉ	145.9	0.0	107.5
CHICOUTIMI	143.9	-0.7	105.8
RIMOUSKI	144.4	-0.5	104.3
TROIS RIVIERES	144.9	-1.0	102.8
DRUMMONDVILLE	142.9	0.0	101.1
VAL D'OR	143.9	0.0	105.8
SAINT JOHN *	138.6	-4.4	99.5
FREDERICTON	139.1	-4.3	99.9
MONCTON	137.5	-5.0	98.5
BATHURST	141.4	-4.3	101.9
EDMUNDSTON	139.6	-4.6	100.3
MIRAMICHI	140.5	-4.3	101.1
CAMPBELLTON	140.6	-4.3	101.2
SUSSEX	138.1	-5.5	99.0
WOODSTOCK	141.3	-4.2	101.8
HALIFAX *	134.2	-4.4	97.3
SYDNEY	137.4	-4.4	100.1
YARMOUTH	136.5	-4.4	99.3
TRURO	135.1	-4.8	98.0
KENTVILLE	135.5	-4.2	98.4
NEW GLASGOW	136.6	-4.3	99.4
CHARLOTTETOWN *	136.5	0.0	105.8
ST JOHNS *	142.2	-4.1	105.3
GANDER	141.6	-4.1	104.8
LABRADOR CITY	147.5	-4.1	110.0
CORNER BROOK	142.9	-4.1	106.0
CANADA AVERAGE (V)	132.5	-0.7	100.8

Updated prices at [www.mjervin.com](http://www.mjervin.com) • Prices as of March 12, 2013 • 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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## NEW CHRYSLER RAM VAN COMING

The 2014 **Ram ProMaster** van is based on Fiat's Ducato, reconfigured for North America. It will begin production in the third quarter this year at Chrysler's Saltillo plant in Mexico, and it will put Ram Truck back into the expanding, purpose-built, full-size van segment.

The Fiat Ducato has 30-plus years of service with more than 4.5 million units sold.

The Ram ProMaster will come with segment-exclusive front-wheel drive which allows for low step-in height and what's claimed to be the lowest load floor around. Payload capacity goes up to 2334 kg (5145 lb) along with maximum towing capacity of up to 2313 kg (5100 lb). Engine choices will include the 3.6-liter Pentastar VVT V6 with 280 hp and a 3.0-liter I-4 Turbo EcoDiesel (174 hp and 295 lb ft at just 1400 rpm).

Conceived and developed in Italy, Ram's new van also spent time on this side of the Atlantic undergoing extensive testing to prepare for North American environments and duty cycles.

The 2014 ProMaster will be available in two roof heights, three wheelbases, and four body lengths as well as both a chassis cab and cutaway direct from the factory. Its unibody



frame architecture makes it significantly lighter than the competition, Ram Truck says. The gross combined weight rating (GCWR) for the 3.6-litre V6 is 5216 kg (11,500 lb) and 5670 kg (12,500 lb) for the 3.0-litre diesel.

The two roof heights are 2286 mm (90 in.) or 2565 mm (101 in.), and at nearly 90 degrees the van is said to have the most vertically oriented side walls in the cargo van category. It's upfitter-friendly, partly because of its integrated cab configuration. And virtually all primary vehicle systems are packaged forward of the cargo area.

See [www.ramtruck.ca](http://www.ramtruck.ca) and [www.fiatprofessional.com](http://www.fiatprofessional.com)

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## Product Watch

### ALLISON EXPANDS ELECTRONICS

TRANSMISSIONS ENTER FIFTH GENERATION

**Allison** says its 5th-generation electronic controls are now available to all OEMs. The controls have been designed to match the new generation of global vehicle electrical-electronic architectures, Allison said, allowing for easy integration

during the vehicle assembly process. The controls are flexible, providing optimal shift strategies while still adhering to varying OEM and operator requirements.

Enhanced programming and a new bump lever gear-selector design are new. Allison engineers, the company said, focused on upgrading TCM hardware and software for faster, more precise processing capabilities.



There's a new inclinometer embedded in the control module, which, the company explained, enhances vehicle productivity and efficiency in stop-start operations. "The inclinometer's precision and responsiveness improve Load Based Shift Scheduling (LBSS) performance as the automatic selection between economy and performance shift schedules is faster and more accurate," Allison said, "resulting in further reductions in fuel consumption."

There are two additional acceleration levels, Allison said, that enhance Vehicle Acceleration Control (VAC) allowing for a greater ability to improve fuel economy by controlling engine fueling and moderating aggressive driving practices.

[www.allisontransmission.com](http://www.allisontransmission.com)

### DAYTON TIRES ARE BACK

DAYTONS, ONCE RETIRED, ARE BACK

**Bridgestone** is re-introducing its Dayton medium-truck tire line this year, retired in 2011. The tires are said to offer small fleets and independent drivers quality at a lower cost.

Engineered with a "quality" casing, these Dayton tires offer "excellent" retreadability, says Bridgestone, and are available for steer, drive, and trailer applications.

The Rib Radial all-position tire is designed for steer applications in long and regional haul service. The Radial Metro all-position tire is designed for steer applications in regional haul and pick-up and delivery service. The Drive Radial Deep Skid is a drive-axle tire designed for high-scrub applications in long and regional haul, as well as pick-up and delivery service. Radial Highway Service tires are designed for tandem and single-axle trailer applications in long and regional haul, as well as pick-up and delivery service.

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

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## JOST ON MACKS, VOLVOS

JOST FIFTH WHEELS GET STANDARD POSITION ON CERTAIN TRACTORS

Volvo has announced that fifth wheels from **Jost International** will be supplied as standard equipment on all VN and VHD tractors. Mack made a similar



announcement previously, saying that Jost coupling devices are now a standard feature on all Pinnacle, Titan and Granite models. They had been options before.

The Jost fifth wheel model uses a spring-loaded locking bar that automatically secures the kingpin once it slides into position. Equal support on each side of the coupling helps distribute the trailer load evenly, said to result in reduced wear.

The Jost fifth wheel needs only 60 lb of pulling force to disconnect, so drivers should be pleased.

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

## CORRECTION

### We Self-Steered You Wrong

Oops. In February we published a story on money-saving suspensions and axles and mentioned SAF-Holland's new CBX self-steer axle suspension. But we ran the wrong image. The correct photo appears below.



## PRO-40 AXLES FOR KW, PETE

SPICER TANDEM NOW IN KENWORTH, PETERBILT DATA BOOKS

**Dana's Spicer** Pro-40 tandem axle is now offered in the 2013 Kenworth and Peterbilt data books. These 40,000-lb drive axles supplies offer a dramatic weight reduction and improved power density, says Dana. The axle nearly 100 lb lighter

than the nearest competition, now offers a new thinner-wall version for further weight reductions on select applications.

Available with ratios from 3.25 to 3.90, the Pro-40 is suited to nine-, 10-, 12-, or 13-speed overdrive transmissions; diesel engines rated up to 475 hp and 1750 lb ft of torque; and gross combination weight ratings up to 80,000 lb.

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



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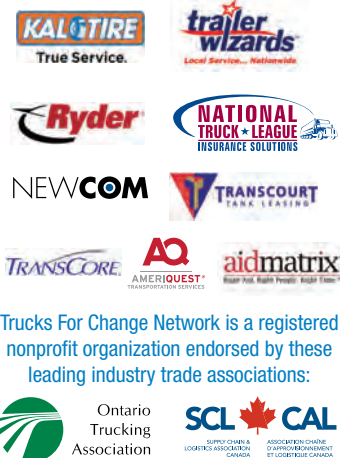
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By Peter Carter

# Number-One With A Russet

## Why Bud the Spud is, simply, the finest trucking song ever written.

Last week, I received the greatest letter a trucking-magazine editor could get. All it said was, “Great article, Peter!” It was signed, “Big Mike.”

Big Mike was referring to a story I had posted on our website the day after Stompin’ Tom Connors died. Anybody who knows me knows I’ve been a fan since childhood.

How much of one? For starters, when I began writing this column, I typed the first few words to the chorus of Connors’ “Bud The Spud.”

“It’s Bud the Spud,  
From the bright red mud,  
Goin’ down the highway smilin’.  
The spuds are big on the back of Bud’s rig,  
And they’re from Prince Edward Island.”

As I typed, it occurred to me that I could do the whole song from memory. Every word.

Exhibit B: The photo accompanying this story was taken in Connors’ rec room. The man on the right is my friend—since-grade-four, Trevor MacIntyre. A few years back, Trev arranged



**THREE AMIGOS:** Editor Carter, Connors and Trevor MacIntyre. Connors, who called me Pete and not Peter, had a way of making you feel like he was a pal.

for us to visit Connors’ home near Georgetown, ON. The picture hangs above my desk here at *Today’s Trucking*.

By now you’re thinking: “Fan nothing. You’re a stalker.”

It gets worse. Every day, on my way to work, I pass the Ontario Food Terminal.

I’ve always figure it to be the place Bud the Spud unloads.

“He hits Toronto around seven o’clock,  
He backs it up against the terminal dock,  
And the boys gather ‘round just to hear him talk,  
About another big load of potatoes.”

What other dock could he be referring to?

I once wrote a story about the McCain empire expanding into China. I wondered if Canadians would be eating fries grown in

Asia. I actually put the question thusly: “Will Stompin’ Tom have to re-write his lyrics to make it ‘Chang the Spud?’” The McCain guy laughed and assured me that as far as he knew, there were no plans to import spuds from China.

Good thing too.

As the song says, we produce ‘the best doggone potatoes that’s ever been growed. And they’re from Prince Edward Island.”

According to Agriculture Canada, the most commonly French fried-variety is the Russet. See? You learn something every day.

As I did, the day Connors died. And it was a serious lesson at that.

By the time I got to the office that morning quite a few people had already emailed me about the guy. Two of my sisters had left phone messages, and a few colleagues actually offered their condolences. As if I’d lost a family member.

At first I thought, “these people need their GPS recalibrated. I don’t need sympathy”.

Yet as the day passed, I realized that in fact, I really was in fact sad. My friends know me better than I do myself.

And then our video-production wiz Dan Robinson said something that could have come from the pen of the singer himself:

“If ever there was a singer who was a friend of the trucker, it was Stompin’ Tom.”

Dan nailed it.

In many of his songs, Connors made ordinary people into heroes: Elliot Lake miners, Tillsonburg tobacco pickers, Georgian Bay ferry-boat captains.

One of the things *Today’s Trucking* does better than anybody is celebrate the extraordinary achievements of all the great people from coast to coast who inhabit the trucking industry.

If ever there was a magazine that is a friend of the people in trucking it’s this one.

When Connors died, I felt like I’d lost a co-conspirator. A friend. So now down to official business.

A few years ago, we compiled “The 50 Best Trucking Songs of All Time.” That list has been the single-most-clicked-on item on our website. And until this very moment, the Number-One best trucking song “Six Days on The Road.”

“Bud The Spud” was second.

But in honor of our late friend Stompin’ Tom Connors—and also because it’s such a great song I know all the words to—I am now declaring “Bud the Spud” the Number-One Best Trucking Song ever!

Here’s lookin’ at you, Tom, **TT**



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