

**FUTURE DRIVER:** 8-year-old Nathan finally goes for a spin, Pg. 10



# Today's Trucking

The Business Magazine of Canada's Trucking Industry



## BRIGHT IDEAS

September 2013

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— BY HEATHER NESS

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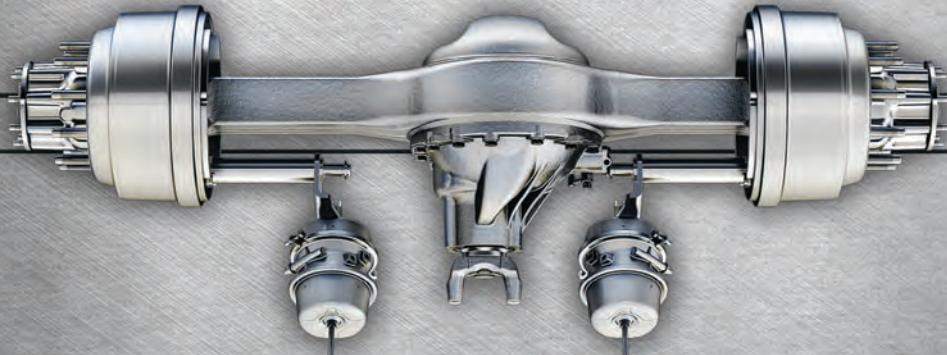
**60 GUESS WHERE THIS IS; WIN A HAT!**



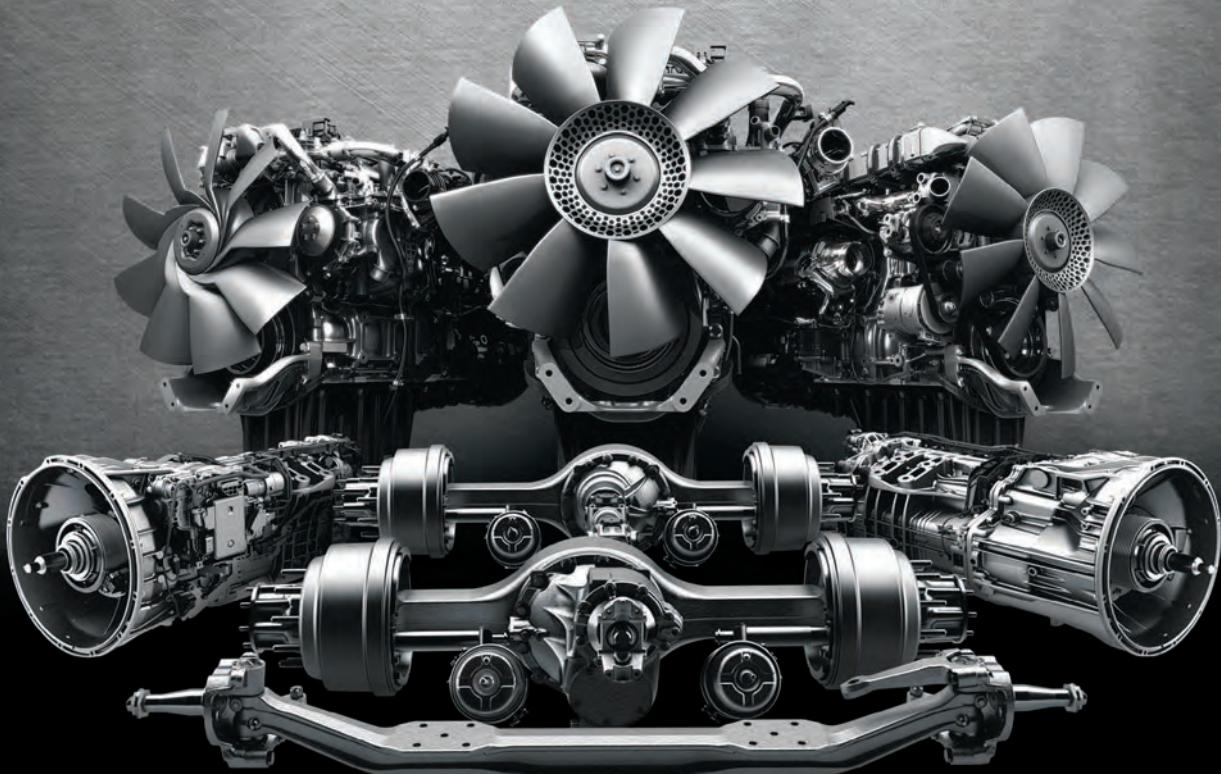
**ON THE COVER:**

This beautiful Pete belongs to Don and Sara Graham's outfit, Space Truckin', based in Conquest, SK. The Grahams also feature in the used-truck story that begins on page 38.

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# Today's Trucking

The Business Magazine of Canada's Trucking Industry

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Award Winner**

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Canadian Business Press



## Driving by Degrees

*Re: "Peter's Sliding Rules," by Peter Carter, June, 2013*

I'm writing in response to your comment that more drivers have university degrees than in the past. I came out of one of the hardest engineering schools in the U.S. with a degree in marine engineering, then went to work in the commercial-fishing fleet. After immigrating to Canada, I drove long-haul for a couple of years in the U.S., northeast and Maritimes before returning to the marine world (it paid noticeably better). If I didn't really appreciate living with my wife of 40-ish years I'd be quite probably driving again.

However, long-haul's a bit like going to sea; a great way to earn a living when you're young and single and possibly not so easy if you want to build a family life or spend time with your best live-in friend.

My folks lived in an upper-middle-class suburb of Boston. One trip while I was driving, I stopped by for a visit, and was chatting with some older friends of theirs. Very nice, decent ladies, but mentally circumscribed by their affluent Boston suburb life. They knew I'd graduated from university a few years earlier. One of them cheerfully asked me "What are you doing now, Bill?" When I replied "driving long-haul trailer," the conversation screeched to a halt.

This was outside their comfort zone.

Finally, one of them mustered up the courage to ask "What are you doing with your education, though?"

"I think a lot while I'm driving" was my response. That ended the gathering; they literally didn't know how to process that idea.

— **Bill Wallace, Malahat, B.C.**

## Lucas Redpath, Feb. 26, 1976 – Aug. 12, 2013

*"With Lucas, it was full speed ahead with a passion."*

**Marshall Lucas Redpath** ("Lucas" to friends), Sales Manager

Automotive and Military with Cummins Eastern Canada, died in an accident at his Milton, ON, home Monday, Aug. 12. He was 37.

Lucas is the son of Thomas and Joni and brother to Hanna (Ed) Kidd, Eva, Feryn, and Ayela. Grandson of Dorothy "Mia" Marshall and Elizabeth "Gram Lil" Redpath. Proud uncle to Jaden, Mia and Ashton Kidd. Lucas is survived by many loving aunts, uncles, cousins and extended family.

I was Lucas' co-worker but more importantly, he was my friend—my best friend. When he first walked down the hall at Cummins I thought, "Who is this guy?" He had his hair spiked, a thick necklace on and a black jacket, I thought, "This cat is cool, he's like the Fonz!" As I got to know him, he certainly was cool but he was also very caring and loyal.

We made many customer visits together and it was on the long car rides hopped up on Tim's that we would laugh, have fun and become friends. He moved to Milton and became a part of my family, swinging by for a beer, or dinners, and he would also make a point of attending the various functions for my girls. His personality was infectious, he would make the kids laugh and he became a regular part of our lives.

You never knew what Lucas would do, but you knew it would be fun. Whether it was a timely placed "Yelp" that only he could do or the time he walked to the tee box with toilet paper hanging out the back of his pants for a joke, it was always better to be with him rather than without.

Lucas did nothing halfway, it was full speed ahead with a passion and exuberance that is unmatched. When moving into our current home Lucas helped me tear out carpets and paint the kids' rooms until the wee hours of the morning without hesitation.

My deepest condolences go out to Lucas' family, friends, and colleagues. I know I speak for everyone in trucking who knew him: we've lost a great member of our family and he will be missed.

— **Adam Whitney**

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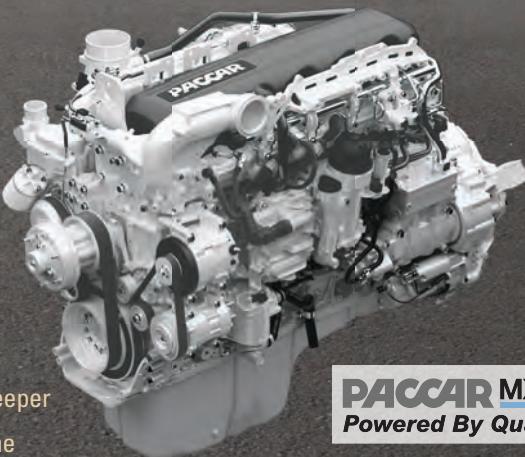
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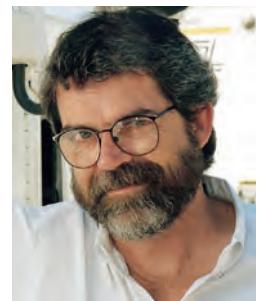


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By Rolf Lockwood



# Loco Motives

**The calamity quotient of a train, whether loaded with hazmat material or not, is far, far greater than that of any truck.**

**C**olumnists are supposed to wake up in a rage every morning, I heard someone say on CBC radio this morning. Guess I don't fit the columnist mold. That's the fate of a pragmatist like me—I see all sides of every argument, being utterly confident that nothing is 100 percent this way or that way. And most of the time it doesn't matter. We'd all be better off if we could control our indignation impulse.

There are exceptions to the anger thing, however. Like the Lac Megantic rail disaster. I haven't written a word about it 'til now (this being early August), wanting to understand things better before I committed words to digital paper. But then I realized I knew more than enough.

I'm angry because it seems clear that the railways get away with murder—speaking metaphorically—in safety terms. The idea that a pretty long train hauling hazardous goods can be managed by one man, with regulatory approval, is itself nuts. The idea that a man can leave such a train sitting on an incline just outside a town—without setting all the brakes!—is even crazier. And the fact that this is apparently standard practice boggles my tiny old mind.

How could anyone with more than three brain cells rubbing together not see the folly in there?

But what angers me most is the comparison I'm compelled to make between truck and rail, between the cavalier way in which train safety is regulated—which is to say, pretty much not at all—and the straitjacket that every jurisdiction from Ottawa down to the smallest village loves to wrap around trucking. No way a railway needs to have a vice president in charge of compliance. He'd be bored stiff.

Can you imagine the brouhaha that would have ensued if a truck had caused such mayhem in Lac Megantic?

But it couldn't, and there's the point. The calamity quotient of a train, whether loaded with hazmat material or not, is far, far greater than that of any truck. Sure, trains don't use public roads, but tell that to the surviving residents of a formerly peaceful little town in Quebec.

People see danger in trucks but they appear to view trains as benign creatures that make noise in the distance. Wrong on both counts.

But let me move on...

**OVERTIME PAY FOR DRIVERS** is a subject I raised a little while ago and I feared it might create a hornet's nest. Maybe it has in some quarters without my knowing it, but on this end

the response has been pretty subdued. In fact this is pretty straightforward.

Among the correspondence I had were notes from senior managers at Erb Transport and Con-Way Freight Canada confirming that I was correct about overtime, and that they routinely make such payments. Specifically, federally regulated carriers are required to pay time-and-a-half for any work (mileage, hourly, etc.) beyond 60 hours. There are calculations that create hour equivalents for per-mile pay schemes.

There is indeed a clause in the Canada Labour Code that makes it very clear. The specific wording goes like this:

“Where the total working hours of an employee described in subsection (1) exceeds 60 hours in any week, all hours worked in excess of 60 shall be counted as overtime.”

You can find that here:

[http://laws-lois.justice.gc.ca/eng/regulations/C.R.C.%2C\\_c\\_990/page-3.html](http://laws-lois.justice.gc.ca/eng/regulations/C.R.C.%2C_c_990/page-3.html)

Remember that this only applies to federally regulated carriers; that is, fleets that cross borders, domestic or international.

If you have questions, whether you're a driver or a manager, call Labour Canada at 1-800-641-4049. There will be more than I can possibly answer here.

**AND ONE FINAL NOTE**, a sad one for those in the Maritimes who knew Gerald Knol of Shubenacadie in central Nova Scotia. *Today's Trucking* reader Gavin Leggate sent me a message saying that Knol, often called the 'Gentle Giant', had died of cancer in early August.

I didn't know Gerald, sad to say, but had heard of him as he was pretty famous in trucking circles down east. The kind of guy I'd like to know. He had been a float driver with the DOT—more formally called the Department of Transportation and Infrastructure Renewal—out of the Millar Lake site for years.

“He was a legend in the trucking world around here,” Gavin told me, “known for always getting the toughest of the tough jobs done.”

His most recent big job? He was the driver who delivered the huge Christmas tree to Boston last year, Nova Scotia's annual way of saying thanks to the American city for all the help they gave following the Halifax explosion so many years ago.

Rest in peace, Gerald. **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).

# Dispatch

## Eight-Year Old Nathan Sees Hope in A Big Truck

The inspirational story of how good-hearted truckers helped a young man realize his dream.

— By Peter Carter

**N**athan has seen part of the Trans Canada and the Coastal Mountains from the inside of a big rig, and he is hooked on trucking. A few weeks ago, *Today's Trucking* received a letter from the eight-year-old Duncan, B.C. resident telling us about his love of trucks and asking if he could possibly get a *Today's Trucking* cap.

When one of our editors called his home to verify some information, Nathan's mom said that her son has always dreamed of going for a ride in an 18-wheeler.

We posted a story about the request, and the calls from carriers started arriving. The first offer of a ride came from Christine Horodnyk, president of the auto-hauling specialists TFX International. The second volunteer was Challenger President and CEO Dan Einwechter. He was followed in turn by Brian Hopfner of Agrifoods Group of Companies, Don MacKinnon at Wakefield Canada, Paul Cunningham of Victoria-based R&B Trucking, and finally, Ice Road Trucker and

photographer Shawn Wood. And so it happened that on Saturday, July 20, Nathan, his brother Kyle, sister Elena, and their parents met up with TFX driver Jeff Lockwood in Langley and the whole family climbed into his beautiful blue Volvo for a trip to Hope and back.

"I love it," Nathan reported afterward. "I asked the driver about 1,000 questions."

Nathan also reported that the driver was very friendly and very skillful too.

Mom Sheri said the TFX driver was a fine ambassador for the industry and wowed the family with his positive attitude. "Jeff was just great," she added. "We all learned so much."

"Nathan, I mean we all, will remember this the rest of our lives."

So, the question arises: "Does Nathan want to be a truck driver when he grows up?"

"Well," he told our reporter, "it looks cool."

"Be honest," we told him.

"Right now," Nathan responded, "On my mind is being a garbage man."



# ches

"I love it," Nathan reported afterward. "I asked the driver about 1,000 questions."



**NATHAN RIDES SHOTGUN:**  
TFX International's Jeff Lockwood played trucking-industry ambassador to the eight year old from Duncan, BC.

### OPERATIONS

## 400% Fee Increase on Table for Manitoba Truckers

*That's not an exaggeration. If Manitoba's Bill 41 is passed, truckers in that province with "T" plates could find themselves hard pressed to keep engines running.*

Manitoba's "T" plate operators may soon find themselves with not only a new plate category, but a potential 300-to-400-percent cost increase in registration fees. That would mean some businesses will be forced to close their doors, lay off staff, or pass that cost onto consumers.

The change comes in the province's Bill 41: The Highway Traffic Amendment Act (Enhanced Safety Regulation of

Heavy Motor Vehicles). According to the Bill, "the amendments establish a new category of heavy motor vehicles to be known as 'regulated vehicles' and bring a number of previously exempt trucks into the commercial truck category by repealing the exemptions."

What's that mean? Basically, "T" truck operators will have to register their trucks as "PSV" or "CT." The thing is, according to the Manitoba Trucking Association (MTA), many "T" plate operators have built their business models on that category.

A quick history lesson: "T" plates came to be during the time of economic and geographic regulation. At that time, companies had to apply for PSV rights to own an operating authority for designated lanes, and government controlled the number of operators on a lane or in a region. "T" plate operators were allowed to operate solely within a city or municipality or within the province if they only hauled designated or exempt goods.

That is still the case today.

"Some of the companies impacted have built their business model on the fact that their trucks are restricted to a city or municipality, or commodity and their rates are structured, in part, on their registration cost," explained MTA Executive Director Bob Dolyniuk.

"In their cases, their operation has not changed, their market has not changed but their cost of registration will increase 300 to 400 percent. How do they absorb that?"

The MTA pointed to one company with 10 units that would see its registration cost increase from \$6,854 per year to \$21,104 per year—a whopping 308-percent increase.

The financial impact would leave a wake across the province.

"While there is a cost impact to the operators, some customers will no doubt refuse to pay more and in those cases I suspect if the operator cannot find a replacement customer, trucks will be parked and drivers laid off," Dolyniuk warned.

"In other situations where the rates will increase, the cost of shipping goods to rural and northern Manitoba will



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**One company with 10 units would see its registration cost increase from \$6,854 per year to \$21,104 per year—a 308 percent increase.**

increase and the consumer will carry the brunt of the increase. There are some commodities that are shipped via 'T' plate operators, such as primary forest products, that will increase the cost of

the product and thus make our products less competitive."

Initially, the intent of the Highway Traffic Act amendments was to include all "T" plate operators in all aspects of the NSC. The province's decision to remove the designation completely has some wondering if it's a cash grab.

"There was no need for the government to do this. It could have quite easily made legislative amendments to make all "T" plate operators with a GVWR greater than 4500-kg subject to all aspects of the NSC," Dolyniuk said.

The MTA has registered to voice its opposition to the change to the Legislative Committee once the Bill reaches second reading, and so should anyone affected by the move, MTA said.

"It's important the committee hear from individual business owners," Dolyniuk stressed.

To register, contact the Office of the Clerk of the Legislative Assembly at 204-945-3636. You can also voice your concern with your local elected officials. **TT**

## CRIME

# Trucking Con-Man Goes From the Hammer to the Slammer

*A blackmailing, trucker bashing con-man finally gets his due after he fires his gun at a passing trucker.*

You'll be glad to know that Joseph "the trucker spy" Volpe will be taking the next few months off work.

Because what Volpe does for a living is extort truck companies.

He calls his business Third Eye Highway Safety. Volpe drives around the U.S. with a camera, ready to video any trucker making an unsafe move. If he catches one on video, he takes the footage to the carrier and demands money, in exchange for the company getting "exclusive rights" to keep the video from going viral.

Or in other words, straight-up blackmail.

However, because of a road-rage



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## Dispatches

incident recently that's quite unrelated to the shake-down business, Volpe will be a guest of the State of Tennessee for at least the next few months.

A judge found Volpe guilty of second-degree attempted murder, aggravated assault with a deadly weapon, and reckless endangerment with a deadly weapon.

According to media reports, a truck driver named Bruce Johnston had moved into the hammer lane for some reason and found himself behind Volpe, who, angered by the trucker's decision, slowed to 30 mph.

Once Johnston moved back to the right, a livid Volpe then pulled up alongside Johnston's truck and fired a shot with his 9mm gun. The bullet went through the sleeper cabin and got lodged in the driver-side door, inches from Johnston's head.

Johnston was unharmed.

The crimes Volpe was convicted of would usually carry between 11 to 48 years in prison combined.

Instead, Volpe will have to spend less than a year in a state workhouse and pay

\$17,500 to the intended victim—\$250 a month for the next seven years.

If Volpe misses a restitution payment or has any incident at the workhouse, he will serve three consecutive sentences—a total of 13 years—in Tennessee prison. **TT**

### STAFFING

## Truckers Quit When They Think Boss Fibs

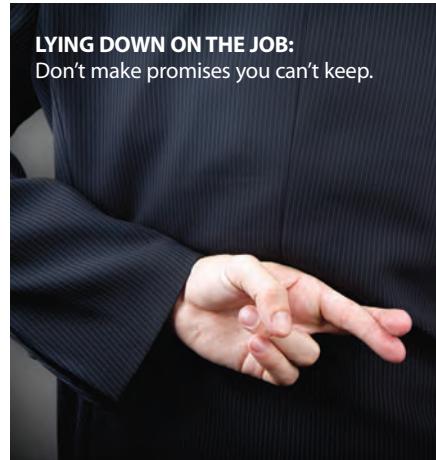
*Recruiters making promises to drivers your company can't keep? It could be hurting your retention rate.*

It's not money, it's not home time and it's not benefits. The chief reason drivers leave is that they feel their carriers aren't living up to the promises made on hiring day.

That's the result of a new study released by a transportation consultancy called Stay Metrics, based in South Bend.

In conjunction with Dr. Gitta Lubke of the University of Notre Dame, Stay Metrics surveyed 1,000 drivers from 10 different carriers to determine what the number-one reason for leaving a company.

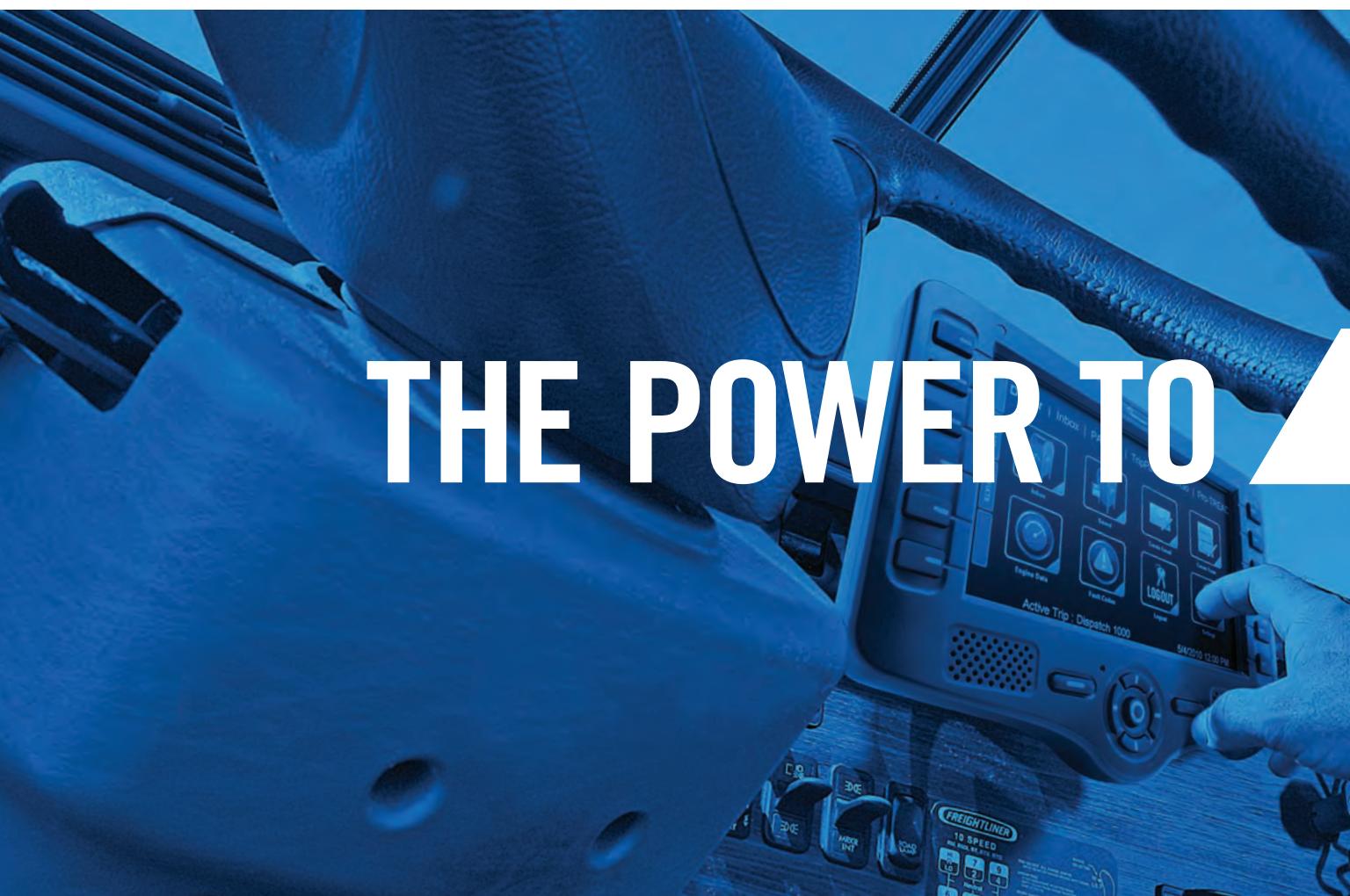
**LYING DOWN ON THE JOB:**  
Don't make promises you can't keep.



"One might think it's quality of life, time at home or pay that would rank at the top, but we discovered these were far less relevant to unmet driver expectations set during recruiting and orientation," explains Tim Hindes, CEO of Stay Metrics.

The research has been enlightening for many Stay Metrics carriers, and Stay Metrics is helping its community of carriers re-imagine their recruiting and orientation process. **TT**

# THE POWER TO



## EQUIPMENT

**Everybody must get Firestoned**

**Firestone Targets mid-sized Carriers with New Branding Campaign.**

Small fleets and owner-operators, prepare to get stoned. Firestoned, that is.

Starting in March at the Mid-America Trucking Show and then turbocharged last week at a major press event in Akron, Ohio, the tire manufacturer is launching a major marketing effort under the slogan: "If you drive, drive a Firestone."

Firestone Tires are the mid-market brand from Bridgestone Commercial Solutions and the company wants to position Firestone as the "number-one tier-two commercial truck tire in North America."

Bridgestone also produces tier-one Bridgestones, tier-three Dayton and Bandag retreads.

Commented Bridgestone Commercial Solutions VP Marketing Matthew Stevenson, "Owner-operators and small

**FILL'ER UP AT THE ENERGY BUFFET**

Multi-energy fueling stations are coming to highways 20 and 401 between Montreal and Toronto

**G**AZ METRO TRANSPORT SOLUTIONS and LA COOP FÉDÉRÉE are partnering to build multi-energy service stations along highways 20 and 401 in Quebec and Ontario. The stations will pump liquefied natural gas (LNG) and compressed natural gas (CNG), and they'll also offer diesel, gasoline, propane, biofuel, and electric terminals.

The first station is expected to open this fall, with five other locations to be built by December 2015.

The public fueling stations will be the first in eastern Canada to pump LNG.

They'll also come with all the regular fueling station fixins': convenience stores, restaurants, washrooms and free Wi-Fi (where available), noted La Coop, which owns Énergies Sonic and currently operates 185 stations in Quebec.

Roughly 48,000 heavy-duty vehicles travel on highways 20 and 401 between Rivière-du-Loup and Toronto each week.



fleets are paying more attention to their tires than ever before because of climbing fuel costs, increasing regulations and escalating raw-material costs."

Stevenson asserted that these new

tires "promise up to 19-percent longer life and an increase in fuel economy of one percent." Added up, that means operating costs can be reduced by as much as seven percent. **TT**

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# Dispatches

## COMPLIANCE

### U.S. Court Rejects 30-Minute Break for Short-Haul Drivers

*After a lengthy court battle and many studies on sleep and fatigue, short-haul drivers won't be subjected to the 30-minute break provision. As for the rest of the hours-of-service rules, they are, for better or worse, now set in stone.*

— By Oliver Patton

The U.S. Court of Appeals for the District of Columbia Circuit upheld the 34-hour restart provision of the new truck driver hours-of-service rule but rejected the 30-minute break requirement for short-haul drivers.

"[The Federal Motor Carrier Safety Administration] won the day not on the strengths of its rulemaking prowess, but through an artless war of attrition," wrote Judge Janice Roberts Brown for the unanimous court. In last month's decision, the court mainly deferred to FMCSA expertise on the details. "We conclude that what remains of the 2003 Final Rule after two remands and three rulemakings are highly technical points best left to the agency," Brown wrote.

The court looked at arguments against the 34-hour restart rule, including its provisions limiting use to once a week and requiring drivers to take off two periods between 1 a.m. and 5 a.m.

Public Citizen, a consumer-rights advocacy group, had challenged the restart rule generally, but the court decided that the group did not justify its

standing to make the challenge.

The American Trucking Associations (ATA) had challenged the two limitations on the restart.

The ATA argued that the one-a-week restriction was invalid because the agency had in the past supported unlimited use of the 34-hour restart.

But the agency said it changed its view when it learned that some carriers used the unlimited restart to add an additional work shift per week.

It is reasonable for the agency to make such a change, the court said in upholding the once-a-week limit on the restart.

ATA's criticism of the two-night requirement

was that it runs counter to the agency's practice of promoting a consistent, 24-hour daily schedule.

The requirement that drivers take two periods off between 1:00 a.m. and 5:00 a.m. encourages night drivers who are used to sleeping during the day to get their rest at night during a restart, ATA said.

The agency's response to this was that it never pushed maintenance of circadian rhythms above all else, and the court agreed.

Even more compelling, the court said, is a study concluding that two nights of rest are better at mitigating fatigue in nighttime drivers than one night.

The court also addressed Public Citizen's challenge of the 11-hour driving limit.

The agency settled on the 11-hour limit because it could not show that a 10-hour limit would have higher net benefits.

Public Citizen contended that this in

effect put cost-effectiveness before safety, contrary to the law.

The court said that while this argument "has some intuitive appeal" it reads too much into the law.

"We cannot say [the agency's] approach is irreconcilable with congressional intent," Brown wrote.

The court rejected two of ATA's three arguments against the requirement that short-haul drivers take a 30-minute break.

But the third argument hit home. ATA

said the agency did not adequately explain its decision to apply the break requirement to short-haul drivers as well as long-haul drivers.

The court agreed, and said that the 30-minute break requirement for short-haul drivers must be vacated.

The court also addressed the ongoing fight between trucking interests and safety advocates over the role that fatigue plays in crashes.

Brown noted that Public Citizen puts the range of fatigue-related crashes between 13 percent and maybe more than 30 percent, and ATA puts it at about 2.2 percent.

"We hardly think it proper to second-guess the agency's decision to employ a seven-to-18-percent range," she wrote.

It remains to be seen, however, if Brown's conclusion about the impact of the decision will hold.

"With one small exception, our decision today brings to an end the permanent warfare surrounding the HOS rules," she wrote. **TT**

**Public Citizen contended that this in effect put cost-effectiveness before safety, contrary to the law.**

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### DRIVERS

## E-Log Rule Set for Mid-November Debut

*Trucking just took a small step closer to an electronic logging mandate.*

— By Oliver Patton

The Transportation Department sent its proposed Electronic Logging Devices rule to the White House Office of Management and Budget (OMB) for final vetting before publication.

The schedule calls for the OMB to finish its review by early November, and for publication to follow by mid-November. A two-month comment period will follow. The final rule could show up in 2014 or 2015.

The Federal Motor Carrier Safety Administration (FMCSA), which drafted the rule, has spent the past several



months surveying drivers and carriers on the role of electronic logs in driver harassment.

Harassment became a key issue in the pending rule when an appeals court, acting on a challenge by the Owner-Operator Independent Drivers Association (OOIDA), said the agency needed to pay more attention to this concern.

The agency also is acting under orders from Congress, which last year included an ELD mandate in the highway bill and required that the rule take harassment into account.

In addition to addressing harassment, the proposal will set the mandate, establish minimum standards for e-log devices and set requirements for supporting documents. **TT**

---

**Oliver Patton** is the Washington Editor for *Heavy-Duty Trucking* magazine (*Today's Trucking*'s editorial partner) and is one of the leading authorities on legislative and regulatory affairs.

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# A Positive Jam

**Between the Lines** *How truck shows, BBQs, and AC/DC taught me that throwing parties may be one of the smartest things you can do for your business.*

By Jason Rhyno

**JAMMIN' IN CORN COUNTRY:** I-80 Truckers Jamboree, Walcott, Iowa.



**S**ummer, windows down, sunroof open, an unfolding highway and that rhythm you find driving where it feels like your wheels aren't even touching the pavement.

Rock 'n' roll, electric guitars swirling, blasting from the stereo.

I love summer driving and after a recent trip to Walcott, Iowa, to attend the I-80 Truckers Jamboree, I'm now 97 percent sure that AC/DC's "Thunderstruck" is the best rock 'n' roll song to drive to in the summer—on an open highway (doesn't work in traffic).

Man, that opening, oscillating riff—are you kidding me? Did summer driving even exist before AC/DC?

"...the sound of drums beating in my heart... went down the highway, broke the limit, we hit the town, went through to Texas, yeah Texas..."

I get shivers. The drums come in, the chanting begins, then the riff comes to the front again. The song builds wonderfully. Go listen to it. Turn it up. It's an exquisitely crafted rock 'n' roll song.

Thing is, "Thunderstruck" only speaks to my rock 'n' roll heart when I'm driving in the summer, which I did a lot of this past summer. The I-80 Truckers

Jamboree at the Iowa 80 Truck Stop was the third of four truck shows I've driven to this summer, and it was another great trip to imagine I'm driving a tractor-trailer. I'm not sitting in the far right lane doing truck speeds, but I'm watching and navigating the road like a professional driver would—anticipating, leaving space, etcetera.

I told Penner International driver and *Today's Trucking* contributor David Henry about trying to drive like a professional over the phone on my way home from Iowa. As we were chatting (hands-free), I lost focus and I didn't anticipate that Jeep Cherokee cutting me off, forcing me into the far left lane. I blamed the Cherokee, but really, it was my fault for being a Chatty Kathy and not paying attention.

It's tiring, driving. I get back pains, my muscles tense, my skin becomes fantastically greasy, and the long-periods of solitude tend to make me a little, um, weird. Sometimes my brain wanders to dark territory, sometimes to giddy, zany-wonderlands, and I lose road-focus. When I get to that point, there are very few rock 'n' roll songs that can save me.

"Life," some singer once said, "is like a

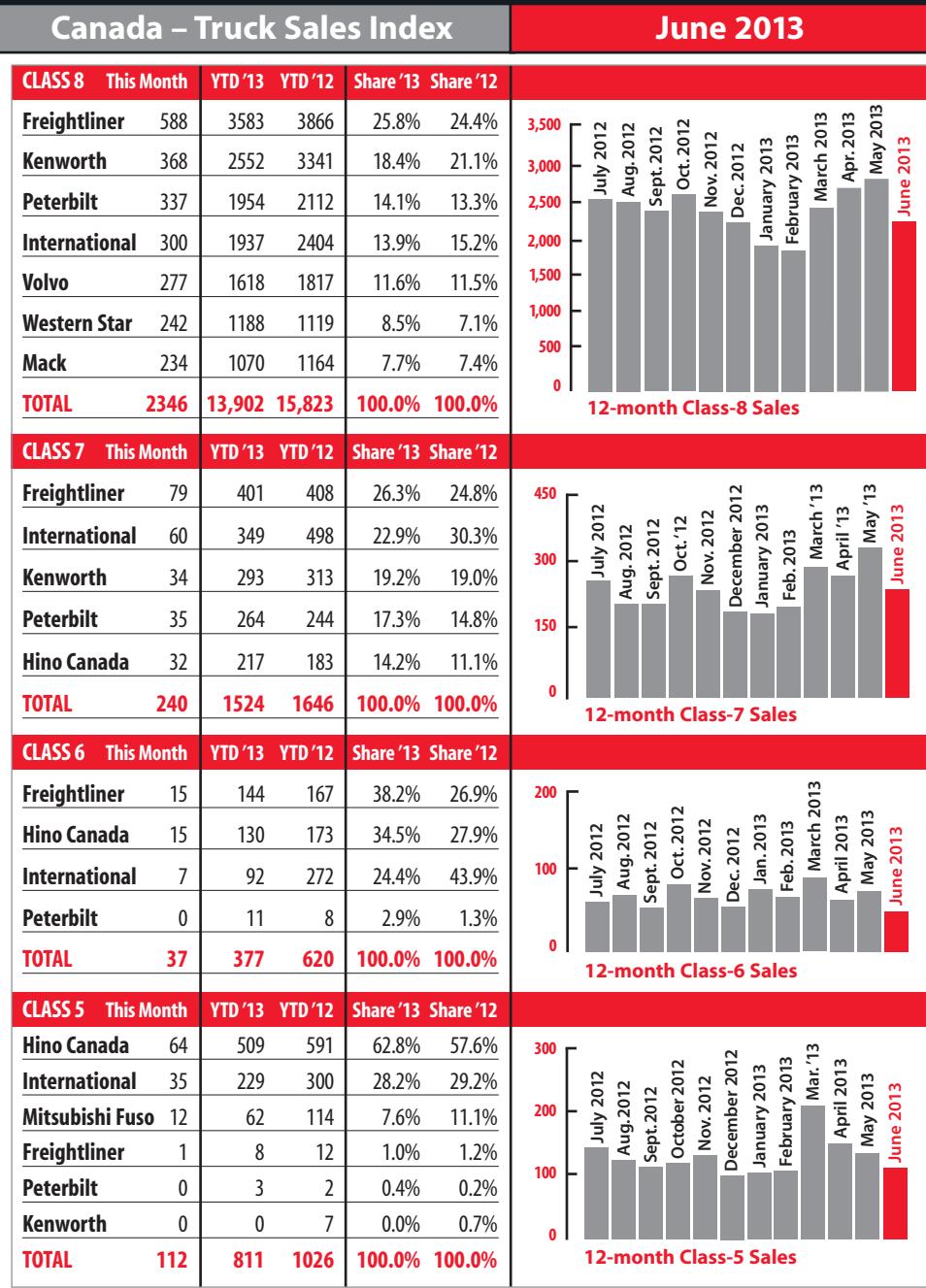
highway." He wanted to drive it all night long, but I dunno, sometimes you need to get off the road. It gets rough—especially in the trucking biz, getting tangled up in a recession, balancing the books, long-hours and breakdowns.

I got a tour of the I-80 Truck Stop last October, and learned how much thought went into it—how much the whole thing was built with truck driver's in mind: 300-seat restaurant with a 50-ft. (!) salad bar, Truckers Warehouse Store, 60-seat Dolby Surround Sound movie theater, driver's den, two game rooms, barber, dentist. Plus, there's the Trucking Museum. The jamboree was a good time, too—music, food, and good people all coming together around a shared love.

Truck stops like the I-80 give drivers a break from the road. And parties—the sort typically found in the summer months—can go a long way to giving you and your employees a well-deserved break.

Thing is, with summer '13 having left the building and winter ready to darken the stage, it's perhaps even more important to have a positive jam every now and again. **TT**

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



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# Heard on the Street

## Trailer Wizards Casts Promotion Spell

**Trailer Wizards**, Canada's largest national commercial trailer rental, leasing and sales company, has announced three major promotions. **Anne McKee** will become the company's vice president; **Daran Ultican** as vice president, Atlantic region; and **Colin Slade** as director, national parts and purchasing.

McKee has been with Trailer Wizards since 2011. In her new role, she will continue to be involved with the company's human resources, payroll and safety programs, as well as working with the regional leadership team to develop new business programs and practices.

Ultican, who joined the company in 2011, will oversee operations in Atlantic Canada, putting to use his years of experience in Atlantic trucking industry.

Slade will now be ensuring the customer experience through service and effective part purchasing. Slade has been with the company since 2010. Trailer Wizards has also opened a new pick-up location in Milton, ON, that the company said was needed to



THREE WIZARDS: McKee, Ultican and Slade.

meet the needs of customers west of the Greater Toronto Area (GTA). The 9.8 acre yard can accommodate 450 trailers, and will have a small office and a concrete pad for safety checks. The company said it also plans to bring in containers for parts and equipment storage in order to keep up with demand and requirements for trailer inspections.

The yard is located off the Guelph Line exit from highway 401 at 9110 Twiss Road, R.R. #2, Milton, ON.

## The Future's Bright in Labrador: Cummins

**Cummins Eastern Canada** have announced to the world that customers around Lab City and Wabash now have access to service sales, parts and repairs for generators and Cummins engines. The decision to



open the new branch came after Cummins analyzed their product volume as well as taking a look at future products lines and the local population. "It became clear that in order to ensure our local and in-transit customers experience our standards, values and service excellence to the utmost degree, a solid local infrastructure and resources within this Nordic region was required," **Mike Christodoulou**. The ribbon cutting took place Aug. 14.

## Stand Tall, Man.

In 1973, Pierre Trudeau was PM, "Tie A Yellow Ribbon Round the Old Oak Tree" was a top-10 hit and a martial-arts wiz met his match. It was also the year **Tallman Truck Centre** opened for business in Kemptville, ON. Of the above, Tallman's the only one left standing and it's tall indeed. In mid-September, the International dealer is throwing a **40th-anniversary** staff party at Kingston, ON's KROCK Centre to celebrate the company's growth. Tallman now has more than 400 employees spread over eight dealerships, making it one of the largest commercial truck dealers in Canada. Tallman has also been named one of Canada's 50 Best-Managed companies four years in a row. At the helm: President **Kevin Tallman**, son of founder Gerald.



FOUR DECADES AND COUNTING:

The first Tallman Truck Centre opened in Kemptville, ON





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**FRIDAY APRIL 11**

10:00 am to 6:00 pm

**SATURDAY APRIL 12**

9:00 am to 5:00 pm



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### September

1-7

#### National Trucking Week

Association du Camionnage du Quebec  
**Website:** [www.carrefour-acq.org](http://www.carrefour-acq.org)

10

#### 23rd Annual Golf Tournament

British Columbia Trucking Association,  
Pitt-Meadows, BC  
**Website:** [www.bctrucking.com](http://www.bctrucking.com)

9-12

#### Technology & Maintenance Council (TMC) of the American Trucking Associations

Fall Meeting & National Skills Competition,  
David L. Lawrence Convention Center,  
Pittsburgh, PA  
**Website:** [www.truckline.com](http://www.truckline.com)

14

#### The World's Largest Truck Convoy for Special Olympics

Paris, ON  
**Website:** [www.truckconvoy.ca](http://www.truckconvoy.ca)

18

#### Power of Education Golf Classic

Toronto Transportation Club,  
Muskoka, ON  
**Website:** [www.torontotransportationclub.com](http://www.torontotransportationclub.com)

18-20

#### Crane and Rigging Workshop

Specialized Carriers and Rigging Association,  
Hilton at Lake Buena Vista,  
Orlando, FL  
**Website:** [www.scranet.org/meetings](http://www.scranet.org/meetings)

19-22

#### National Professional Truck Driving Championships

Tradex-Trade& Exhibition Centre,  
Abbotsford, BC  
**Website:** [www.bctrucking.com](http://www.bctrucking.com)

23

#### Golf Tournament

#### Hamilton Transportation Club

Glen Cairn Golf Club

**Website:** [www.hamiltontransportationclub.com](http://www.hamiltontransportationclub.com)

23-24

#### Transportation Safety Conference

Maine Motor Transport Association and Atlantic Provinces Trucking Association,  
Samoset Resort, Rockport, ME  
**Website:** [www.apta.ca](http://www.apta.ca)

### October

2

#### Toronto Transportation Club

#### Night At The Races/Dinner

Woodbine Racetrack, Toronto, ON

**Website:** [www.torontotransportationclub.com](http://www.torontotransportationclub.com)

2-3

#### General Meeting

Canadian Trucking Alliance,  
Montreal, QC

**Website:** [www.cantruck.ca](http://www.cantruck.ca)

9-11

#### National Trailer Dealers Association

#### 23rd Annual Convention

Waldorf Astoria, Naples, FL

**Website:** [www.ntda.org](http://www.ntda.org)

11-13

#### 3rd Annual Trucker

#### Social Media Convention

Harrah's Resort & Convention Center,  
Kansas City, MO

**Website:** [www.truckingsocialmedia.com](http://www.truckingsocialmedia.com)

16

#### Surface Transportation Summit

Mississauga Convention Centre,

Mississauga, ON

**Website:** [www.dantranscon.com](http://www.dantranscon.com)

19-22

#### Management Conference & Exhibition

#### American Trucking Associations (ATA)

Orlando World Centre, Orlando, FL

**Website:** [www.truckline.com](http://www.truckline.com)

21-23

#### Canadian Transportation

#### Equipment Association

50th Anniversary Technical Conference,  
Delta Chelsea Hotel, Toronto, ON

**Website:** [www.ctea.ca](http://www.ctea.ca)

23-24

#### Annual General Meeting

Atlantic Provinces Trucking Association,  
Charlottetown, PEI

**Website:** [www.apta.ca](http://www.apta.ca)

24-26

#### Fleet Safety Council Conference

Crowne Plaza Hotel, Kitchener, ON

**Website:** [www.fleetsafetycouncil.com](http://www.fleetsafetycouncil.com)

### November

6-9

#### 14th Annual Convention

#### Used Truck Association

Lake Buena Vista, FL

**Website:** [www.uta.org/convention](http://www.uta.org/convention)

### December

5

#### 100th Anniversary Platinum Ball

#### Toronto Transportation Club

Metro Toronto Convention Centre, Toronto, ON

**Website:**

[www.torontotransportationclub.com/events/2013-calendar-of-events](http://www.torontotransportationclub.com/events/2013-calendar-of-events)

# Get in the Game!

Do you have an event you'd like to see listed on this calendar or on the interactive [www.todaystrucking.com](http://www.todaystrucking.com) online calendar?

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# Trending

THE BEST FROM  
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## In the News

### Dr. Gibson's Incredible Truck & Coach Show

**BRAMPTON, ON.** — Two federal cabinet ministers. One provincial minister. The Director of Education for Canada's largest school board. The brass from truck companies, trucking organizations, suppliers. Architects. A handful of teachers, students and members of the media. Trustees. Parents. A scrumptious feed put on by culinary students.

And last but at the same time first, Dr. Peter Gibson, PhD, vice principal of Bramalea Secondary School and mastermind of that school's one-year-old and very unique Truck & Coach Program.

That's who attended the grand opening of the program's new facilities, held in the splendid specially constructed repair and workshop on the school's premises last Thursday.

One after another, the dignitaries took the mic to commend the organizers—shepherded largely by Dr. Gibson, and the entire accomplishment was summed up succinctly by the Federal Minister of State for Sport, the Hon. Bal Gosal.

Said Gosal: "Wow!"

Said the federal Minister of Labour Lisa Raitt: "This industry also needs more girls."

Truck & Coach students Karan Singh, Ragwl Ravindrakumar, Nirojan Avudselvan and Rushawn Miller proudly showed off their new on-hands classroom to visitors.

Before the organizers cut the ribbon to officially open the sparkling new shop, representatives from a long list of community-conscious organizations presented cheques, awards and in one case—a truck-factory tour—to the high-school students who prove their enthusiasm and capabilities.

## Facebook Fun



At Rodeo 2013, Sylvain Noel's KW vs. Vincent Couture's Peterbilt, a perennial winner. But not this time.

## What's Tweetin?

### Our Favorite Tweets This Month:

**@JasonRhyno**

Driver hard at work polishing, with Rolf in the foreground.

**@TheRealPNelson:**

RT @JasonRhyno Use some Armor All on Rolf's beard!



**@MarkPerkin:**

Down 20 lbs as of this weekend. Well, 19.9 to be precise ;) #DDPYoga really does work for drivers.

**@truckyako:**

Raisin Bran and George Carlin. Part of a balanced breakfast.

**@benlehman2:**

I still have every intention to uphold my morals and beliefs into why I drive and pride myself on that.

**@gonzotrucker:**

They [company] got me a taxi home. I had 28 minutes left and I was 45 from the yard. They also pay me for the taxi ride.

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# Street Smarts

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**STEERING THEM RIGHT:** Truck owners and drivers across Canada are showing unprecedented enthusiasm for lining up to do good.



## You Got Yourselves A Convoy

**Events** Today's Trucking has compiled this cross-Canada guide to all the fundraising events that truckers line up to get into.

By Nickisha Rashid

**D**rivers and carriers are gearing up to give back to their communities. In the next few weeks, hundreds of trucks will be rolling out across Canada to support two important causes.

Three convoys for a cure in Ontario, Alberta and New Brunswick will be getting "pinned out" to support the Canadian Breast Cancer Foundation. All pledges and donations go towards cancer awareness programs and fund research.

The others, along with 30-plus convoys in the U.S., are part of the World's Largest Truck Convoy and will be driving to support the Special Olympics. Drivers team up with local law enforcement officers and each convoy is escorted by cruisers along their route. All funds raised are donated to programs supporting Special Olympics athletes in each city.

It's not too late to get involved. Check out the calendar for the convoy nearest you and register today.

### INSIDE:

#### 31 Goin' Down the Road Feelin' Bad

#### September 14

##### WORLD'S LARGEST TRUCK CONVOY FOR SPECIAL OLYMPICS (Saskatchewan)

Runs from The Credit Union Centre in Saskatoon to The Turvey Centre in Regina.

**Contact:** Carissa Trenton at 306-780-9440 or [ctrenton@specialolympics.sk.ca](mailto:ctrenton@specialolympics.sk.ca)

**Website:** [www.specialolympics.sk.ca](http://www.specialolympics.sk.ca)

#### September 14

##### CONVOY FOR HOPE ATLANTIC

Runs from the Irving Big Stop in Salisbury, NB. to the Irving Big Stop in Aulac, NB.

**Contact:** 1-888-518-1110

**Website:** [www.convoyforhope-atlantic.ca/index.html](http://www.convoyforhope-atlantic.ca/index.html)

**Note:** This convoy also supports Lung Cancer Canada, Prostate Cancer Canada, and Colon Cancer Canada

#### September 21

##### WORLD'S LARGEST TRUCK CONVOY FOR SPECIAL OLYMPICS (NOVA SCOTIA)

Starts and finishes at Sea King Club, "F Hangar" 12 Wing Shearwater, NS, proceeding through Dartmouth, Cole Harbour, and Eastern Passage

**Contact:** Anne Marie Shannon at 902-429-2266, Ext 2 or [amshannon@sportnovascotia.ca](mailto:amshannon@sportnovascotia.ca)

**Website:** [www.truckconvoyns.ca/convoy-2013/](http://www.truckconvoyns.ca/convoy-2013/)

#### September 28

##### ALBERTA CONVOY FOR THE CURE

Runs from the Road King Travel Centre in Sherwood Park to Blackjacks Roadhouse in Nisku, AB.

**Contact:** Tara Sherman at 780-236-2899 or Bridget Coulridge at 780-220-8568 or [convoyforacure-ab@live.ca](mailto:convoyforacure-ab@live.ca)

**Website:** [www.albertaconvoyforacure.ca](http://www.albertaconvoyforacure.ca)

#### October 5

##### TRUCKING FOR A CURE

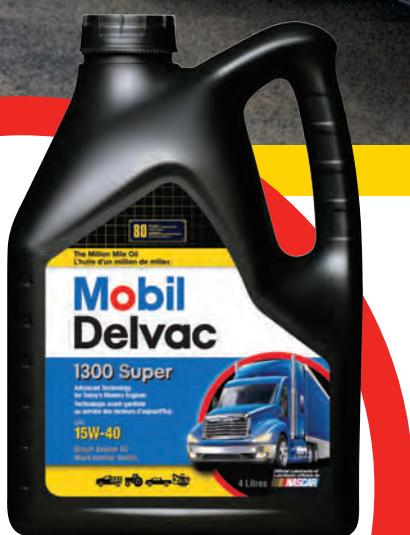
Starts and finishes at TA Travel Centre, Exit 230 Swenburg Rd, Woodstock, ON

**Contact:** Joanne Millen MacKenzie at 613-803-1711 or [info@truckingforacure.com](mailto:info@truckingforacure.com)

**Website:** [www.tfacconvoy.wordpress.com](http://www.tfacconvoy.wordpress.com)

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# Goin' Down the Road Feelin' Bad

**Drivers** *Six tips for getting over whatever it was that just peeved you off.*

David K. Henry

**N**ooo! What's going on? Did that dock guy just dump all over me unfairly? And how about that four-wheeler in that Kia? He nearly had us both killed.

Little issues that can be dealt with when a person has a regular five-day-a-week job become magnified for the drivers who make their living grabbing gears far from home. It's far too easy to dwell on the last bad experience for hours on end.

Life along the black asphalt ribbon can be hard on your relationships and mental health. Financial worries don't help either. Small issues become magnified and it's very easy for drivers to fall prey to negative thoughts. It's like a vicious spin cycle. Stay in there too long and you'll make yourself sick—mentally, physically and spiritually.

I'm happy to report there are ways to get out of that downward thought spiral.

Recently, I interviewed Bertholde Carter, a counsellor who deals with finding solutions to problems that get people "stuck". She and her business partner Ed Bassis have operated Bassis and Carter Consulting, in Sudbury ON, for over 35 years. To me, she describes their business as being psychotherapists. He is a psychologist and she is a social worker.

She says that most people don't realize that they have the ability to change their minds and thereby escape the negative spin cycle. Carter

uses the analogies of riding a bike, driving a car, and tying your shoes. You do all these things automatically. Like a computer, we have "automatic default" reactions to different situations. In the same way, when a bad issue comes up, we "default" to over-analyzing and/or stressing about it. The result is that just a single occasion where you are

distractions. Set aside a block of time, say, after supper. Allow yourself 20 minutes to deal with it. Respect that you had a right to feel rotten. Analyze and then move on.

**②** Now that you've put the matter aside to deal with later, do something else with your mind. Daydream; think of another totally-unrelated subject; problem solve on

**④** Call a friend; hands free of course. Get someone to talk you down off the mental cliff. Talking to another person is a great tool, without even needing to talk about what's bothering you. The distraction of another voice is powerful.

**⑤** Use whatever resources have worked for you in the past. This can be a favorite



**A FEED OF "I-WISH" STEW:** It's easy to sit behind the wheel and mull over all the things that you regret or are peeved off at.

berated or treated unfairly can ruin your whole day. And, as you know, a stressed out driver is a safety hazard.

Has an office worker, or dock worker ever taken something out on you that was undeserved? I can see most of you raising your hand. Unfortunately, this is all too common an occurrence.

Here're some ideas from Carter for overcoming that negative reaction:

**①** Don't forget the matter—simply put it aside to deal with later. This isn't to give you time to cool down or get the emotion out. It's simply to give you time to deal with the issue properly with no other

how to make your job/life better; whatever can occupy your mind without running you off the road. Truckers are awesome problem solvers. With the amount of free time we have, we find solutions that elude the highest-paid consultants. This can be fun.

**③** Turn on your radio to your favorite program. If you're into music, sing out loud along with your favorite singer, imagining that you could be on stage yourself. If you like western stories, imagine you are cleaning up Dodge City alongside Matt Dillon. Whatever distracts your mind from the initial upsetting issue. Just do it.

saying from your closest relative, a speech or poem from anyone or a kind word from a random person.

**⑥** Do something nice for someone else. Buy coffee for the next person in-line. Wave at construction workers or honk the horn for children playing. It won't be easy but brightening someone else's life will also brighten yours.

It's not easy being a pavement pounder but as professional truckers, we show time and again how resilient and strong we are. **TT**

**David K. Henry** is a LCV driver trainer with Penner International

# Recent changes to prorate-plate laws mean that if you get sloppy with your record keeping, it'll come back to bite you in the assets.

**A**ttention prorate plate users: Taking advantage of these special tags comes with considerable responsibilities, particularly in the record-keeping department. So pay attention. You know that prorating under the International Registration Plan (IRP) has its benefits, after all, so the record keeping is worth it. But what you may not know is that a few recent amendments have been adopted that change the way prorate auditors will look at your records going forward.

Amendments to the IRP became effective on July 1, 2013. These amendments won't necessarily have an immediate impact on your day-to-day operations; however, in the event of an audit, your records will be viewed a little differently and any assessments, if applicable, will be calculated in a slightly different manner.

### IRP Audits

In general, the rules for auditors have been simplified. Starting July 1, 2013, IRP auditors started moving toward a "principal-based" audit rather than a "rule-based" audit. Auditors now have some leeway and instead can determine if your records meet the overall purpose of the IRP.

In an audit, auditors will determine if your records are appropriate and sufficient.

"Appropriate" refers to the quality of the records, meaning that they contain the right kinds of information. "Sufficient" refers to the quantity of the records, meaning that there are enough records to audit. If the auditor determines that your records are appropriate and sufficient, you will be given an "adequate" audit rating.

The adequate rating is simply a way to determine if the auditor has enough data to proceed with the audit. When records are found adequate, the auditor will proceed with the audit.

However, if an auditor finds that your records are inadequate, then there will be an assessment and no audit will take place. The following assessments are applied to the total registration fees paid for the registration year in question:

- First audit — 20-percent assessment
- Second audit — 50-percent assessment
- Third audit — 100-percent assessment

For example, if your total prorate fees for the registration year were \$10,000, your 20-percent audit assessment would be \$2,000. If during a subsequent audit, your records are still inadequate, the assessment increases to 50 percent of the registration fee for the year in question. And if you still haven't got a clue after two audits, the assessment rises to 100 percent (and 100 percent for each inadequate audit rating thereafter).

Even if you were to receive an adequate rating, but it's determined during the audit that the data is all wrong and full of errors, you may still receive some type of assessment. In other words, receiving an adequate rating doesn't mean that you're home free; the audit will continue and your records will be checked for correctness and accuracy.

# Fussbudg

By Heather Hess, J.J. Keller&Associates Inc.



# eting 101

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# Compliance

## Record-keeping Changes

The IRP was also amended effective July 1, 2013, to clarify the record-keeping requirements based on method of collection and to remove outdated electronic recordkeeping standards. While the requirements have been simplified a bit, this shouldn't look like brand-new information to you (if it does, we're glad you're reading this). The IRP Plan now states that for records produced by means other than a vehicle-tracking system, the following must be captured:

- Beginning/ending dates of the trip to which the records pertain;
- Trip origin and destination (city and state/province);
- Routes of travel;
- Beginning/ending readings from the odometer, hubodometer, engine control module (ECM), or any similar device for the trip;
- Total distance of the trip;
- Distance traveled in each jurisdiction; and
- Vehicle identification number or vehicle unit number.

For records produced wholly or partly by a vehicle-tracking system, including a global positioning system (GPS), records must include the following:

- Original GPS or other location data for the vehicle to which the records pertain;
- Date and time of each GPS or other system reading;
- Location of each GPS or other system reading;
- Beginning and ending reading from the odometer, hubodometer, ECM, or any similar device for which the period to which the records pertain;
- Calculated distance between each GPS or other system reading;
- Routes of travel;
- Total distance traveled by the vehicle;
- Distance traveled in each jurisdiction; and
- Vehicle identification number or vehicle unit number.

The closer your records are to including the items listed above, the better the chances are that you will be given an adequate rating and the audit will proceed. The more you move away from the items listed above, the better the chances are that you'll receive an inadequate rating and face the automatic 20 percent assessment.

## Records Reviews

The last revision to the IRP that you'll want to know about is the implementation of "records reviews." Under IRP, the IRP jurisdictions must complete a certain number of audits of those holding prorate accounts in the province every year. It can sometimes be difficult for them to meet their audit quotas. As a result, starting in July 2013, the jurisdictions are now able to conduct a records review of your record-keeping systems. Three records reviews count as one audit for the jurisdiction.

The records review will be similar to an audit; however, in a records review, you would not receive an assessment if your records are inadequate. In effect, the adequate/inadequate rating will not come into play in a records review at all. Instead, the auditor will provide record-keeping recommendation improvements for you to implement in order to be more in line with the IRP requirements. The goal of the records review is more to help you



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## Compliance

improve record-keeping systems and increase compliance, rather than to conduct a full-blown audit and charge assessments.

You may be wondering what would happen if an auditor conducted a records review and saw that your records were, let's say, "less than perfect." Could the auditor come back soon, conduct an audit of those records, and slap you with the 20-percent assessment for inadequate records? The answer is no. Auditors have been directed to give folks time to implement improvements, and again, the idea behind a records review is to improve compliance, not make money on audits.

The records reviews are optional for the jurisdictions and a jurisdiction may or may not choose to conduct records reviews. If you're interested in finding out if your province will be implementing records reviews, check with your province's prorate office.

### Review Your Record-keeping Practices

Again, the changes to the IRP audit process likely won't change your day-to-day operations, unless after reviewing the information provided here, you need to implement some changes. Now might be a prudent time to take a closer look at the methods you're using to gather trip data and how that data is processed once you receive it. Take a look to ensure that you're capturing data that is able to prove your trucks took trips where you say they took trips. And, ensure that you're compiling monthly, quarterly, and annual summaries of those trips.

As stated earlier, the closer your records are to what's now in the IRP, the better the chances are that you will be deemed to have adequate records in an audit.

### More Information

If you'd like more information about prorate requirements, and the record-keeping associated with prorating under the IRP, there are a few places you can look.

Many provinces have created prorate manuals that describe your responsibilities under the IRP. The manuals even include sample forms for your convenience. The IRP's website includes information about the plan, the changes that went into effect July 1, 2013, and what's new at IRP. You can even sign up for new and upcoming webinars, watch recorded webinars from the IRP's site, and request e-mail news updates. Visit IRP, Inc. at <http://www.irponline.org/> for more details. 



**Heather Ness** is a 13-year veteran in the Editorial Resources Department at J.J. Keller & Associates, Inc. As Editor—Transport Operations, her areas of expertise include Canada's federal and provincial motor carrier safety laws and the National Safety Code. Heather also represents J.J. Keller as an associate member of the Canadian Council of Motor Transport Administrators (CCMTA).

**Records reviews are optional for the jurisdictions and a jurisdiction may or may not choose to conduct records reviews.**



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# The Rookie's Guide to Used Truck Warranties

Buying a used truck is a whole different ballgame than buying a new one. So is the warranty you put on it. Here's how to avoid some rookie mistakes.

BY JASON RHYNO

**T**he story I'm told by—let's call him "John" as he wants to remain anonymous—is one about a driver who brought his truck into John's dealership with a check engine light on.

After four hours, the shop guys figured out what was wrong with the truck. Then they realized they couldn't touch the component that was acting up. If they did, that warranty would be null and void.

John had to deliver the bad news.

"I had to tell the guy, after he's been waiting for four hours, that we couldn't help him. And then we're stuck with doing four hours of work that he might get billed for."

Warranties, in short, are complicated for everyone.

"It's the nature of the beast," explains Dale Holman, president of Tabcor Holdings Inc., Georgetown, ON.

Used truck warranties, however, can be a bit more of a tricky beast.

"You have to go to who covers the component under the warranty spectrum, and that field narrows greatly when it's a used truck," cautions Holman.

Where it gets more dangerous is for the new people entering the industry, the ones that don't come with Holman's years of experience and background in maintenance.

Ron Krulicki, sales manager at Maxim Truck and Trailer, Winnipeg, says that he's seeing a lot of new guys coming into the industry, buying their first vehicle. Most, he says, are buying used trucks.

"A lot of guys get into these used trucks and expect that it won't break down for a couple of years," he says.

Or, as Holman points out, they're wondering if the warranty covers rusting on the chrome, ignoring the engine and transmission.

Used truck dealers like Maxim, Ryder and Penske all use third parties, to supply their warranty options, like Premium 2000 and National Truck Protection.

Curious as to how warranties are developed, I spoke with Bob Glenn, director of remarketing, Penske Truck Leasing.

The challenge from a company like Penske, he explains, is to provide enough variety in warranty packages while keeping it simple and being mindful of cost.

"We revisit customer warranty requests each year," he says. "Obviously, customers are looking for the most amount of coverage for the most amount of components."



So each year we sit down with our supplier, go through the customer request and try to get certain components into the plan.

"We also look at components in which there are very infrequent failures and pull them out of the plan so that the cost to the customer is reasonable."

## First Things First

You can't talk about warranties without talking about buying the tractor. That's the first thing to worry about, Glenn says.

First time buyers might go all in for the extended warranty, plus all the add-ons available. That might not be the smartest move.

"It depends on what your application

is," says Darryl Wood, sales manager with Ryder out of Surrey, BC. "The extended three-year warranty costs a lot more and it's really heavily based in miles. If you're running local, you might not get your money's worth out of it."

If you do the proper homework before you buy, getting the vehicle history (see "History Lessons," pg. 43), testing the oil, getting a second opinion, calling the manufacturers, and generally ensuring you're confident with the vehicle, you'll then be able to strategically buy your coverage.

"There are patterns out there and all you have to do is make the phone calls—a lot of times, that's better than a warranty,"

Holman says. He also advises asking around to see if anybody has experience with the same engine.

## Run it Professionally

All reputable dealers will give you the history of the vehicle, and that information can help you decide on what to cover.

"If you find out that they put an alternator on it every eight months, but there's an electrical history with the truck, are you going to turn around and spend a \$1,000 to cover your alternator for a year when it costs \$150?" asks Holman.

No, that's money better put into a savings account for any emergencies that come up.



When you think about it,  
trucks don't really run on diesel fuel.  
They run on cups of black coffee.



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# GET THE DIRT ON THE DIRTY

**W**e've all kicked tires and taken test drives. But it's 2013. Do you know how to check the new emissions-control parts on that used truck you're buying? You can protect yourself by demanding that all exhaust-emissions equipment is functioning properly and has been serviced recently. This is especially true of EGR valves and coolers, SCR dosing chambers, and diesel particulate filters.

DPFs need periodic cleaning to remove soot not burned out under normal running and "regeneration" events, and ash from motor oil. Get proof that the DPF was cleaned recently.

**TIP:** A leaking EGR cooler can cause DPF failure, because coolant makes its way from the cylinders into the exhaust stream, through the turbo and into the exhaust filter. Put another way, if the DPF is found to be failing, it might be traceable to a leaking EGR cooler.

And ask about a warranty on the DPF, which National Truck Protection, a specialty insurance company, recently began offering. You'll have to buy an accompanying engine warranty and together they might cost several thousand dollars, unless you can talk the seller into paying for them. However, the warranties might more than pay for themselves if something fails during the covered period—usually one year.

Be mentally prepared to face some of these problems with any modern truck, and budget for repairs. Maintain all systems regularly to avoid breakdowns.

Or you can avoid many of these troubles by buying a glider kit, which is a new truck with a used, rebuilt or remanufactured engine, transmission and axles. Engines are '99-'02 models, built before EGR and everything else. — *Tom Berg*

"You have to make sure you got something in the kitty," stresses Maxim's Krulicki. "All kinds of things happen down the road—things break down in winter just because it's winter."

Much of getting the most out of your warranty comes down to being a diligent operator. "A lot of new guys don't watch the gauges," Krulicki says. "If there's a problem with the injector tip, the engine will start running rough." That's a tell-tale sign that a professional driver should know, he says. Time to pull it over.

Once you've made your decision and purchased your warranty, maintain your machine diligently.

"Keep immaculate service records," says Ryder's Darryl. "Make sure your oil changes are right on the specifications of what the warranty providers say, and make sure that you keep service records from a reputable shop. You don't want to get in any grey areas where you left the warranty provider questioning if you're a good operator."

Read the fine print so you know that those u-joints in the sealed drivetrain can

**Protect yourself by demanding that all exhaust-emissions equipment is functioning properly and has been serviced recently.**

only be replaced by a particular shop, the closest one being 500 miles from where you broke down, which means that you should know how far your tow warranty covers you.

Before a customer drives off with their new used truck, Penske will tell them who to call when there's a failure—that information is key and best to write down on a card that can be kept in the truck. Holman advises writing down the highlights of the warranty and putting that on a card as well.

Breakdowns will happen and when they do, it will cost you money, if not in parts and services and towing fees, then certainly from the downtime. Hopefully, you've strategically chosen your warranty coverage as it relates to your particular truck's history and your operation.

Perhaps the best way to ensure you're completely covered is to not only make smart, well-researched purchasing decisions, but by maintaining a network of industry contacts that can help you through your purchase—and by keeping an eye on those gauges.

## Diesel Price Watch



**TOTAL**

CITY	Price cents per litre	(+/-) Previous Week	Excl. Taxes
WHITEHORSE	138.9	0.0	121.1
VANCOUVER *	141.9	0.4	97.5
VICTORIA	136.1	0.2	99.4
PRINCE GEORGE	127.9	-0.4	95.1
KAMLOOPS	130.2	-0.3	97.3
KELOWNA	131.4	0.3	98.5
FORT ST. JOHN	132.2	-2.0	99.2
YELLOWKNIFE	137.6	0.0	117.9
CALGARY *	113.9	-0.5	95.5
RED DEER	117.9	2.0	99.3
EDMONTON	112.7	0.1	94.3
LETHBRIDGE	118.4	0.2	99.8
LLOYDMINSTER	115.2	0.3	96.7
REGINA *	118.2	1.1	93.6
SASKATOON	118.7	-4.1	94.0
PRINCE ALBERT	118.9	0.0	94.2
WINNIPEG *	121.5	-3.9	97.7
BRANDON	118.9	0.4	95.2
TORONTO *	122.7	0.7	90.2
OTTAWA	127.4	-0.5	94.4
KINGSTON	124.4	-0.5	91.8
PETERBOROUGH	121.3	-0.4	89.1
WINDSOR	121.2	1.0	88.9
LONDON	122.4	0.7	90.0
SUDBURY	126.8	0.0	93.9
SAULT STE MARIE	128.9	0.0	95.8
THUNDER BAY	131.9	0.3	98.4
NORTH BAY	125.3	0.0	92.6
TIMMINS	128.8	0.0	95.7
HAMILTON	124.4	0.2	91.8
ST. CATHARINES	124.4	0.5	91.8
MONTRÉAL *	136.4	-2.5	94.4
QUÉBEC	135.6	-1.7	93.7
SHERBROOKE	134.9	-2.0	93.1
GASPÉ	136.4	-1.0	98.3
CHICOUTIMI	133.9	-2.0	96.1
RIMOUSKI	134.4	-2.0	94.6
TROIS RIVIÈRES	134.9	-2.0	93.1
DRUMMONDVILLE	137.9	0.5	95.7
VAL D'OR	135.4	-0.5	97.4
SAINT JOHN *	133.9	1.6	95.3
FREDERICTON	134.3	1.9	95.6
MONCTON	134.7	1.0	96.0
BATHURST	136.6	1.9	97.7
EDMUNDSTON	135.7	1.8	96.9
MIRAMICHI	135.6	1.8	96.8
CAMPBELLTON	134.7	1.8	96.0
SUSSEX	134.2	2.4	95.6
WOODSTOCK	136.3	1.4	97.4
HALIFAX *	130.6	-0.1	94.2
SYDNEY	134.2	0.0	97.3
YARMOUTH	133.3	0.0	96.5
TRURO	131.8	0.0	95.2
KENTVILLE	132.3	0.0	95.6
NEW GLASGOW	133.4	0.0	96.6
CHARLOTTETOWN *	137.5	0.0	96.4
ST. JOHNS *	136.5	1.4	100.3
GANDER	136.5	2.1	100.3
LABRADOR CITY	151.7	1.8	113.7
CORNER BROOK	137.7	1.9	101.4
CANADA AVERAGE (V)	125.4	-0.3	94.1

Updated prices at [www.mprvin.com](http://www.mprvin.com) • Prices as of August 13, 2013 • V-Volume Weighted. (-/-) indicates price variations from previous week. Diesel includes both full-service and self-serve prices. The Canadian average price is based on the relative weights of 10 cities (\*).

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# HISTORY LESSONS

**T**he last time **Dale Holman** appeared in these pages, it was in a story about his three-million-mile 1995 Freightliner FLD. He currently runs nine other trucks and keeps a spare—or donor—for each. And he is living proof that even owner-operators can have a say in how their rigs get built and spec'd.

"You don't have to be a big fleet to contact Eaton or Meritor or companies like that. They'll help you. Just do your research and make some calls. You'd be surprised at how much attention you'll get," he said.

So when Sara Graham who, with her husband Don, operates Space Truckin' out of Conquest, SK., had her eye on a '05 Kenworth W900 with a Cat C15 that was on the lot at Upper Canada Truck Sales in Mississauga, she asked Holman to do a

house-call on her behalf.

*Today's Trucking* joined him for a quick 90-minute assessment. He did a visual and the Upper Canada staff

**Dale Holman**

agreed they would show him and give him a print out of the ECM and everything else they had about the truck's history.

"It's like you're meeting a woman for the first time and you marry her 12 hours later," Holman quipped. "What you don't know is that she used to be a guy; you don't know half her family's in prison and she's got the gene and she killed her last husband and the one before that."

"If you're buying used from a fleet like Ryder or Penske, you can be assured that you'll have the entire pm history. It's not so straightforward if you're buying from Joe down the street."

Case in point. On the W900 at Upper Canada, the odometer showed the truck had run 886,142 klicks. The ECM told the truth: 930,574. Lesson being, if you buy a used truck without looking at the ECM, you're buying trouble.

"If I'm really buying a truck I'll bring my

computer and check the fault code history. If they've all been cleared, then you have something to worry about.

But the fault code itself won't give you all the information you need.

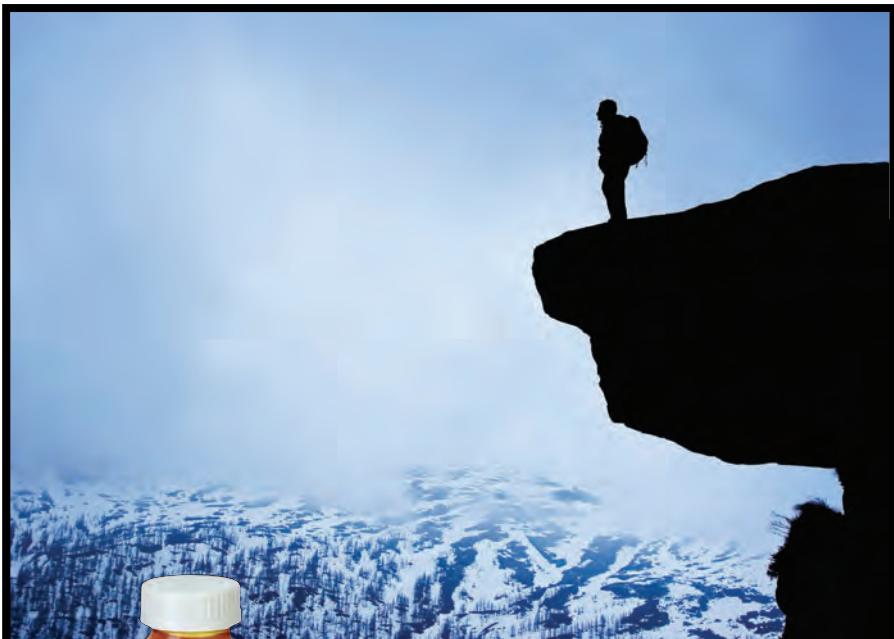
Holman says he once bought a truck with a fault code that showed a broken fuel line but when he asked the previous owner about it, the reason for the fault code was that the truck had simply run out of fuel:

Same code. "It's worth talking about any faults til you find out the truth," he added.

A few days later, the KW's prospective buyer Sara Graham reported that Holman reported back with top-notch intel. It was time to consult an expert of another stripe.

"The next thing I do is talk to Ross MacKay. He's our financial genius at Element Financial in Winnipeg."

—Peter Carter



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**P**receded only slightly by the invention of pneumatic tires, motor vehicle lighting dates back to the latter years of the 19th century. The earliest forms of headlights were kerosene lamps, an idea imported from the horse-drawn carriages of the day. Rain caused its share of problems; so did wind. Carbide lamps emerged in the U.S. around 1906, and brought brighter light, but another slew of inefficiencies.

According to David W. Moore, the author of a fascinating research paper on the history of headlights called, *Headlamp History and Harmonization* written for The University of Michigan Transportation Research Institute (UMTRI), acetylene gas was used as a light source for a number of years. It was generated by dripping water slowly onto calcium chloride in a small

**How the arrival of LED headlights is one very welcome victory in the century-old battle against the dark.**

By Jim Park

# Glaring Errors

container. The water would freeze in winter, and the lamps required constant cleaning. Wind and rain remained a challenge, and Moore says the beam pattern varied with the placement of the flame and its intensity. They also created a great deal of glare—which wouldn’t become a big problem until several years later given that very few people drove at night back in those days.

While acetylene headlamps could be found on most newly manufactured vehicles until 1912, the first electric lamps appeared even before acetylene, but couldn’t be made practical until around 1910. The problem was producing the electricity—*itself*, then, a relative novelty.

Moore describes a 1901 attempt at producing power for the lights using a dynamo driven off the engine’s flywheel. At that

time, he says, headlamps were the only application for the generated electricity. “Accumulators and a regulator added to the complexity and the cost, which was indicated to be between 800 and 2,000 gold francs for the total installation—almost as expensive as the rest of the car,” he notes in the paper.

This basic concept, although now much less expensive, is commonly found on bicycles today.

Moore describes the evolution in filament and bulb design, ranging from carbon arc to tungsten, with stops along the way for osmium, tantalum and other exotic metals. Bulbs filled with halogen gas eventually replaced vacuum bulbs and the basic halogen light we know today was born. A tungsten filament burning in a halogen gas environment regenerates itself, making it stronger and longer lasting.

But that created a lot of other problems. And you took headlights pretty much for granted, I’ll bet.

In the early days, filaments were large and heavy, and tended to bounce around when the vehicle was in motion. That bouncing was hard on the filaments and it made keeping them in a consistent position in front of a reflector a challenge. That created glare, and as the roadways became busier, glare became an issue that vehicle lighting engineers grapple with to this day.

Almost laughably, early attempts to reduce glare included placing frosted glass in front of the lamp, manually operated louvers over the lights and headlight units that could be manually point-



Photo by Truck-Lite

ed downwards when traffic approached. Some included cranks, some were driven by vacuum pumps, but most of the early ones required some manual driver intervention. One attempt included a resistor that could be switched into the headlight circuit to reduce the voltage to the lamp, but the switch was outside the car on the lamp module itself.

The earliest attempt at regulation Moore could find came from the State of Massachusetts in 1915. It stated that lights were



**SPEEDING UP LIGHT:** LEDs respond instantaneously and provide a brighter, more focused illumination. A study by the University of Michigan's Transportation Research Institute found that LED lamps respond on an average 2/10th of a second faster than standard incandescent lamps. Using test results at 65 mph, LEDs improved reaction time and decreased braking distance by 16 feet. Incandescent lights take about a quarter of a second to get to 90-percent of full brightness.

required when substantial objects could not be discerned at a distance of 150 feet.

Since then, governments at the municipal, state and federal level have tried their hand at regulating automotive lighting. A pronounced lack of standardization made this next to impossible at first. But as more cars took to the roads and more drivers complained of glare, standards were eventually developed that defined placement on the vehicle, brightness, glare and even beam pattern. Those standardized regulations, which date back to the early 1920s, were developed by the Society of Automotive Engineers and while extensively modified, are still in use today.

While much about headlights has been standardized in the last few decades, some regulatory flexibility allowed manufacturers to incorporate different enclosures and lamp assemblies as long as they met basic criteria. This opened up the door to OEM head-

light styling, and even some innovation in light sources, such as high-intensity discharge lighting.

Moore's report leaves off in 1998, before the days of LED headlamps. In his conclusion, he describes the various pressures on beam patterns coming from around the globe. The U.S. standards are different from Europe's, which are different from Japan's, etc., all for very good reasons pertaining to local conditions and sensibilities.

"Beam-pattern requirements will continue to be a compromise between providing sufficient light for the driver and limiting the light in the opposing driver's eyes," he says. "Adaptive front lighting systems will eventually be capable of customizing beam patterns for moment-to-moment changes in the road, driving and weather conditions. And as vehicle manufacturers and lighting manufacturers become more international, there will be a worldwide harmonized beam pattern."

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Photo by Peterson Mfg.



◀ **AND NOW FOR SOMETHING COMPLETELY BRILLIANT:** Peterson's new, DOT-legal 701C 7-inch round headlight is a drop-in LED replacement for all PAR56 standard headlights, including popular H6014, H5024 and H6024 halogen sealed beams.

**PUTTING THE LED IN:** Freightliner has just announced Truck-Lite's LED headlights will be standard on all Cascadia, Cascadia Evolution and Cascadia 113 models.▶



### Behold the LED Headlamp

We're not sure if the LED headlamp gets us any closer to a harmonized beam pattern, but if the photos are any indication, manufacturers Peterson Mfg. and Truck-Lite have worked little miracles getting lots of bright white-colored light where drivers want it and need it—down the road and at the sides of the road. The key isn't just a brighter headlight.

"When a driver talks about headlamps offering better visibility he's really talking about a combination of factors that include color, intensity and the beam pattern of the lamp," says Ryan Smith, a Product Engineer at Truck-Lite. "The reason drivers perceive a more natural light and brighter light from our LED headlamp is due to the color of the light and the intensity of the light on the pattern." The result is a light that's much truer to daylight and therefore easier on the eyes.

"How drivers perceive lighting effectiveness is really about the light coming back rather than the light shining out," says Smith. "Get the balance of color and intensity right and the result is a bounce back that provides greater clarity with less glare."

The final element is the beam pattern. You want great forward distance along with great roadside coverage without affecting the eyes of the oncoming drivers. "We get this by precisely controlling the pattern of the LED's projection," says Smith.

With its roots in the earliest forms of automotive lighting, the reflectors used in LED headlights are rather complex, and able to send light precisely where it's needed. A close examination reveals that where older halogen sealed beams used patterns in the glass and a smooth reflector, the LED reflector has the pattern and the protective glass is clear and smooth.

"The photometrics of the reflector we

have designed create a more useful beam pattern," notes John Hansen a Project Engineer with Peterson Mfg. "You get better far-field and near-field visibility. It illuminates the whole road and the side of the road. It's almost like a low level of daylight."

Among the other not insignificant advantages of any LED is that they last much, much longer.

"Unlike traditional, incandescent lights that use bulbs, LED lamps do not use delicate wire filaments that stretch, weaken and eventually fail," Hansen says. "LED

lamps last longer because they withstand road vibration and shock much more effectively than bulbs.

And they draw less current.

"The new Custom LED Headlight features a significant reduction in amperage draw on the vehicle's electrical system, freeing up power for other uses," says Brad Van Riper, Truck-Lite's chief technology officer. "The reduced amperage draw results in a life cycle that is rated at over 30,000 hours, lasting the life of the truck." **TT**

### FACT #4 (of 6)

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# In Gear

## INSIDE:

53 Lockwood's Products

60 You Can't Get There From Here

EQUIPMENT NEWS, REVIEWS, AND MAINTENANCE TIPS



**POWER TO SPARE:** Meritor's SmarTandem and a slightly simpler product, the FueLite tandem (shown here), each has a non-powered tag axle and a single drive axle.

## Why Not Go 6x2?

**Axles** *It cuts tare and fuel use. What's not to like? By Tom Berg*

**I**t's still an oddball spec in road tractors, but some believe the 6x2—a single drive axle with two powered wheels among six total wheel positions—will someday become more common as truck operators look for ways to save fuel and cut tare weight.

Today, a number of progressive fleets are testing or embracing it, but it's been a long time coming.

When AB Volvo came to America from Sweden in 1981 and '82 to help resurrect

the products of the bankrupt White Motor Corp., they were astonished to see road tractors running up and down our highways with "live" tandems. This was a complicated and heavy way to do the job, the newcomers thought.

When told North Americans preferred the 6x4 to get better traction, they insisted it wasn't necessary. The 6x2 tandem with a liftable dead axle worked as well, weighed less and cost less money. That type of 6x2 was common on the highways of Europe

and still is, even on trucks that trundle over muddy trails into the woods to pick up timber.

A couple of years later, Volvo flew a group of truck writers to Sweden to show off their European products and explain how some of those designs were starting to transfer to their American-made trucks. At one point a couple of engineers demonstrated how a 6x2 truck could plow deep snow, letting the journalists drive it on a frozen lake to see and feel how it performed.

The truck, a municipally owned Volvo N10 dumper outfitted with a large V-plow in front and a wing plow on its right side, moved the snow easily because its dead

## In Gear

tag axle was raised and its chained drive tires carried about 22,000 pounds, giving it considerable traction.

Around the same time, a supplier sought fuel economy numbers with a simulated 6x2. Engineers disconnected the tandem's rear axle and locked the inter-axle differential so power still went to the forward axle.

On several runs in east Texas, they saw a benefit of barely one percent—statistically meaningless, they reported at the time, and something a fleet probably couldn't measure in day-to-day operations. However, recent testing by suppliers and fleets of true 6x2 tandems without the extra gears indicate two to three-percent better economy, with some results as high as five percent.

In the 1990s, '80s and before, many tractors operated by less-than-truckload fleets were 6x2s. Some had lift axles and some did not. With a lift axle, traction was good.

Back then, a driver for Holland Motor Freight out of Michigan said how much he liked the arrangement on his Ford Louisville tractor: "When I run into snow and ice, I just raise that axle and it'll go through stuff that will stop a 6x4 dead."

However, 6x2s with non-powered axles always stayed on the pavement were cursed by their drivers in foul weather, because drive wheels spun from insufficient traction and they sometimes got stuck.

### Fleet experiences

Sodrel Truck Lines, an Indiana-based mail hauler, was running 6x2s back in the 1980s and still does today. Back then, its Mack R-model tractors had liftable pusher axles,



**A CLEAN GETAWAY:** At a Meritor demonstration last December in North Carolina, soapy water and slippery plastic couldn't keep this tractor's SmarTandem from getting a grip and starting up the incline at a loading dock. Its electronic controls sensed wheel spin and bled air from the tag's air springs, transferring weight to the drive axle. Meanwhile, its differential locked, then unlocked soon after the spinning ceased.

and Mike Sodrel, the family-owned company's president at the time, said they helped saved fuel.

The fleet still runs the same configuration on more modern Mack daycabs, of which it now has 230.

"If I can get all the wheels off the ground in a safe and legal manner—that may sound funny—but there's less drag, obviously," says Vick Morgan, a former driver who's now vice president of safety and operations.

"If I can raise the wheels, there's less wear on the tires, and tires are expensive, right?"

Sodrel's system is driver-controlled, based on weight, he explains. An air gauge

on the dash tells drivers when they have to lower the pusher because of weight. "When they drop the axle, the thing levels out at a certain number. If the gauge is then above that number, we have to tell the customer that we would have to scale the load before we can take it. We can't be illegal."

Shifting weight to the drive axle definitely adds traction, though Morgan believes a live tandem might be better on slick pavement in strong crosswinds. In those conditions, a driver ought to slow down anyway, he says.

Nussbaum Transportation out of Normal, Ill., is one fleet that is converting to 6x2s today, according to Justin Donley, a

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former driver and now fleet maintenance manager.

It has retrofitted a Meritor system to 120 tractors. "The fuel mileage is doing real well," he says. "The only issues are in the winter, when drivers get too heavy on the throttle and the wheels spin. We're training them to ease off on that."

Driver-controlled dump valves have been added to some of those 120 tractors. Nussbaum has 140 Freightliner Cascadia tractors on order that will have the Meritor 6x2 with electronically controlled dump valves.

## Weight reduction

In this era of diesel fuel at \$4 a gallon and more, fleet executives are trying almost everything to cut fuel use, suppliers say. Tractors have also gotten heavier, primarily from exhaust after-treatment gear that adds about 400 pounds per vehicle, so managers are trying to trim weight out of other components. Some are looking at the 6x2 to meet both goals.

Eliminating a 6x4's interaxle differential, second axle diff, and the driveshaft and U-joints between them by going to the simpler 6x2 reduces weight by varying amounts. It can be 350 pounds to 450 pounds, says Steve Slesinski, director of global commercial product planning at Dana Holding Corp.

But heftier differential gears and axle shafts in that single drive axle are needed to take today's high horsepower and torque. That can quickly wear out tread on the drive axle's tires, so they might need blockier tread patterns, or tires need to be rotated often between live and dead axles to even out wear.

In any case, axle suppliers have come up with modern iterations of the 6x2.

## 6x2s today

On these modern 6x2s, the dead axle is a tag, placed behind the single drive axle. The tag does not fully raise off the pavement, but pressure in its air springs can be reduced so some of its weight is transferred to the drive axle. Its differential can be lockable, either manually when a switch is thrown by the driver, or automatically through electronic controls.

Finally, residual values are a reality that has helped keep the 6x4 popular. In the

last 10 years, a 6x4's average value has been about \$5,500 more than that of a 6x2, according to Jessica Carr, an associate analyst at Truck Blue Book. That more than exceeds any purchasing savings a 6x2 might have, and mostly offsets the fuel savings over four or five years of service.

Then again, a 6x2 believer can say that fuel savings pay for any loss in residual value. And there's still the weight advan-

tage. In sales, the 6x2 is still a minor thing. "It is now in only about 3 percent of Class 8 trucks," says Matt Stevenson, general manager for Meritor's North American field operations and marketing. "In five years, that should grow to 18 percent," which would be significant. **TT**

**Tom Berg** is a Senior Editor at *Heavy Duty Trucking*.

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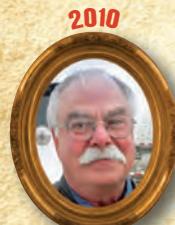
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# PRODUCT WATCH

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## PREMIUM BRIDGESTONE

THE NEW M760 DRIVE TIRE IS EPA SMARTWAY-VERIFIED

**B**ridgestone Commercial Solutions has introduced the Bridgestone M760 Ecopia tire, a premium drive radial that is EPA SmartWay-verified and CARB-compliant. The newest addition to the Ecopia tire line, the M760 is said to deliver high traction and long mileage in a fuel-efficient and retreadable design. The company says buyers of the M760 don't have to make the usual trade-off of fuel economy for traction.

Specially designed edges are said to grip the roadway to improve traction and last longer, and the 'IntelliShape' sidewall design reduces overall tire weight allowing greater fuel savings without sacrificing durability.

The M760 Ecopia is primarily designed for use in on-highway, long-haul and

regional service, but also can be applied to pick-up-and-delivery service. The product works well on single- and tandem-axle trucks providing good traction in severe weather conditions, making the tire ideal for a broad range of fleet applications, Bridgestone says.

Additional features include optimized groove width that helps combat casing damage and improve drilling resistance, increasing casing lifespan and improving retreadability. Multiple sipes provide improved traction on wet and dry surfaces, the company says, and the extra-wide tread delivers added stability.

The M760 Ecopia comes in four sizes. The 295/75R22.5 is now available while remaining sizes (285/75R24.5, 11R22.5, 11R24.5) will launch in 2014.

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

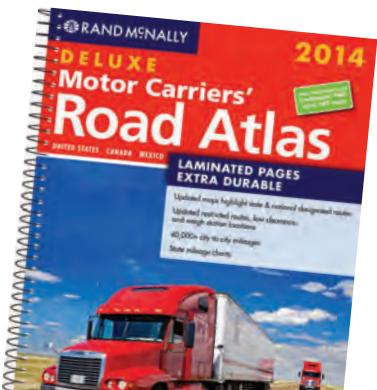
## 2014 ROAD ATLAS

RAND MCNALLY HAS RELEASED THE 33RD EDITION OF THE MOTOR CARRIERS' ROAD ATLAS

The newest edition of **Rand McNally's** Motor Carriers' Road Atlas is now available at travel centers and other retailers nationwide, as well as online.

Updated annually with new routes and critical state safety information, the new edition includes content uniquely tailored to the business of the over-the-road commercial truck driver.

The 2014 edition includes: revised state and province maps, including updated mileages in the state mileage guides; updated highways showing the latest truck roadways as designated by the Surface Transportation Assistance Act (STAA), also known as "designated" highways; coverage of hazmat regulations; and a 22-page mileage directory with more than 40,000 truck-route-specific, city-to-city mileages.



Fully updated state and province charts including more than 400 changes to truck-specific state/province contacts—such as operating-authority numbers, emergency police, and vehicle registration.

Rand McNally says the adoption of in-cab navigation devices has not diminished the popularity of its atlas. Not altogether surprising.

The Motor Carriers' Road Atlas is available in paperback and a spiral-bound, laminated Deluxe version.

See [randmcnally.com](http://randmcnally.com)

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**Eric Starks, President**, FTR Associates, "New US Trucking Legislation Update"

**Richard Swierczynski**, A-Z Claims Services, "Cargo Theft and Identity Fraud – Who Really Has Your Cargo?"

**Angelique Magi**, VP Strategic Initiatives, Guarantee Company of North America, "The Impact of Technology on the Transportation Sector"

**Jacques DeLarochellière**, President, ISAAC Instruments, "Measuring Driver Behaviour on the Road Through Latest Innovation"

**Bill Simpson**, President, Supply Chain Systems, "Balancing Inventory Warehousing and Transportation Costs"

**Tim Roulston**, Director of Sales for Intermodal, CN, "Customer First, Passion, Engagement, Execution"

**Richard Kunst, Mariela Castano-Kunst**, Sr. VP & VP, Kunst Solutions, "Creating Warehouse Key Performance Indicators"

**Ronald Snyder**, Partner, Fogler Rubinoff, "Dismissals 'Without Cause' and Random Alcohol/Drug Testing in the Transportation Industry"

**Harvey Sands**, Partner, Richter, S.E.N.C. LLP, "Business Opportunities in Resource Mining & Forestry, Involving First Nations"

**Mark Feduke**, Director Trade Compliance, VLM Foods, "From FSMA to SFCA - implications for North America's import sector"

**Keith Mussar**, VP Regulatory Affairs, I.E. Canada, "Canada's New Food Regulation-Implications for Transportation & Distribution"

**Carol Beaul**, President Intelli Trade Inc., "How to Survive the Border Successfully"

**Stefan De Smit**, Associate, Hodder Barristers, "Piercing the Corporate Veil in Ontario-When Can the Individual Be Liable"

**Michel Huart, Lawyer**, Langlois Kronström Desjardins, "Negotiation & Arbitration Under Bill C-52, New Canadian Railway Law, Service Level Agreements"

**George Magliano**, Sr. Principal Economist, IHS Automotive, "Current Trends in the Automotive Industry"

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Last year, over 300 companies attended the event in order to learn and exchange views on logistics innovation and cost savings. Manufacturing companies from the consumer goods, automotive, grocery industries, as well as trucking, railways and intermediaries, receive an overview of the solutions to a number of current problems in the transport industry. This year we will be focusing on cargo theft, insurance discounts, based on analytics and capacity issues.

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Unique to this Euclid clutch offering, with maximum torque of 2250 lb ft, are said to be superior vibration control (dampening) for reduced drivetrain torsional rate; a heavier-duty back plate that keeps springs from wearing faster which reduces maintenance cost and downtime; and a strap-driven pressure plate, which reduces noise and delivers smoother release.

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

### KW MID-ROOF SLEEPER

52-IN. MID-ROOF SLEEPER FOR KENWORTH T680 IS NOW AVAILABLE FOR ORDER

The **Kenworth** T680 is now available for order with the new 52-in. mid-roof sleeper, well-suited for regional hauling applications—including tank, bulk, flatbed, heavy haul and lowboy—where drivers may spend just two or three nights on the road during a typical week.

Fleets and owner-operators in those applications typically use lower trailer or payload heights than traditional, full-height 48- or 53-ft dry van and refrigerated trailers, Kenworth notes. The 52-in. sleeper offers those operators up to 600 lb in weight savings compared to the 76-in. model also available with the T680.

The T680 with 52-in. sleeper includes a stamped-aluminum cab, panoramic windshield, and three-piece aerodynamic

hood. There's said to be excellent interior height for a mid-roof sleeper with sufficient head room for a driver or passenger up to 6 ft, 4 in. to stand up between the seats. The optional passenger swivel seat expands the living space in the cab.



The mid-roof sleeper also features a liftable lower bunk and upper storage units on the sleeper's back wall, including ample space for drivers to hang their clothes and jackets, or an optional upper bunk for driving teams. A bunk heater, flatscreen TV, premium sound system, and factory-installed inverter with optional shore power can be selected for additional comfort.

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

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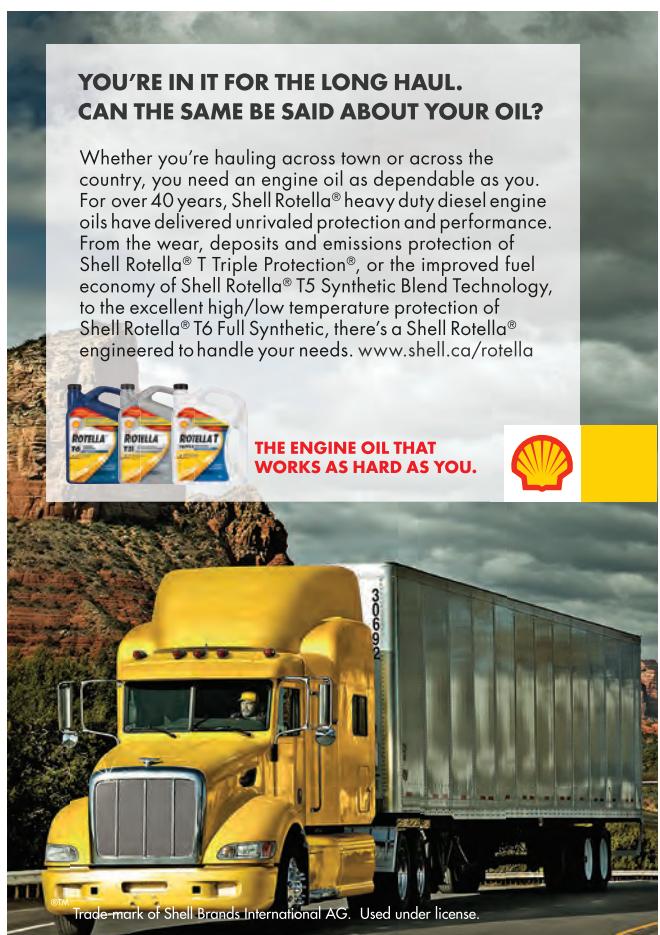
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## Product Watch

# DECISIV SAYS IT HAS A DOWNTIME ANSWER

**S**aying that the cost of downtime is too much ignored, a Virginia company says it can help. Decisiv is a software outfit selling a cloud-based service-relationship management (SRM) platform on a monthly subscription basis, inexpensive enough for an owner-operator but strong enough for a big fleet. It says that days out of service are minimized "by integrating communications, collaboration and content across the entire trucking service and repair ecosystem of fleets, service providers and manufacturers."

The Decisiv system drives uptime and revenue by delivering "the right information, to the right people, at the right point of service" through a shared-view web portal that streamlines communications, approvals,

and notifications. SRM makes the repair process more organized and service levels more consistent, the company says. The result is shorter shop times and better productivity.

Decisiv recently published a downloadable white paper that presents a fairly detailed look at days out of service as a fundamental

on cost pressures and other challenges, many completely out of their control, fleets still ignore the fundamental business impacts associated with days [lost] for service and repair events. This fundamental flaw misses the impact... on revenue, customer and driver retention, and net profit."

**Results show that the average fleet should realize an additional \$1,123 in revenue per tractor.**

tal financial driver to the bottom-line profitability of fleets and service providers alike.

"The traditional costs of commercial vehicle maintenance are measured in hard dollars," says Dick Hyatt, president of Decisiv, "but while the trucking industry focuses

The impact of downtime on profitability is seen in the results of a recent survey of fleet operators attending the

Decisiv Maintenance Summit, the company says. On average, in one month these fleets operated 277 tractors for 9538 revenue miles per truck, producing \$20,695 in revenue (or \$2.17 per mile). The fleets also reported an average of 1.51 service events that resulted in 3.19 days

out-of-service per tractor.

With only a 25% reduction in downtime, says Decisiv, the results show that the average fleet should realize an additional \$1,123 in revenue per tractor. This represents an improvement in asset utilization from 85.5% to 89.1% as a result of reducing days out of service from 3.19 days per event to 2.39 days. And that 25% reduction means the average fleet responding to the survey could produce an additional \$1.35 million in revenue and \$500,000 in profit.

The Decisiv platform is not maintenance software, but it's integrated with quite a few software tools like those offered by TMW, as well as IT and business systems. The list is growing.

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



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### FUEL FOR THOUGHT

# IT'S UPHILL FROM HERE!

— By Bob Tebbutt

In my opinion, we have seen the bottom of the economic cycle in North America.

As proof, long-term interest rates have declined for the last year to year-and-a-half and that indicates that there is more demand for long-term loans and more demand for the borrowers' products.

Recently, the U.S. Federal Reserve has stated that they will be cutting back on providing more funds to bail out toxic assets from the "Sub Prime" loan debacle.

The Federal Reserve therefore indicated that they need not pour more new money

into the banks to shore up their capital positions because their capital positions have been restored to proper levels.

Up to now the banks have been told by the U.S. Treasury that they are not to make new loans but now they will be told, since they have balance books in proper order, that they will be allowed to lend.

So they'll be lending the cash they received at about \$90 billion a month for almost two years, and that alone will cause inflation as more money in circulation is, naturally, the cause of inflation.

Since this influx of new



money is well above any previous amounts in decades, I believe that inflation will be extraordinary.

So you have inflation coming into the market place and you have the economy improving, meaning there will be a surge in prices on greater demand that will be unprecedented.

It will cause all commodities to increase in price and an investor had better look to investments that will rise because of inflation.

As well, in the past, when the U.S. economy is growing, their currency tends to fall. A falling U.S. dollar means that all commodities, priced in U.S. dollars, will increase in price.

My suggestions include gold, silver, crude oil and its products and perhaps, if China starts to improve its growth, the base metals that that country needs.

**Bob Tebbutt** is a partner with Armour Asset Risk Management Ltd. **Today's Trucking** does not provide personal investment advice, brokerage services or manage money. You should contact your broker or investment advisor before making any financial decision based on the information provided to all subscribers.



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## Product Watch

### BETTER CONTINENTAL TIRES

CONTINENTAL TIRE HAS UPDATED ITS HSR AND HDR TRUCK TIRES IN SIZE 225/70R19.5

**Continental Tire** has announced updates to its HSR and HDR tires. Available now for both original equipment and replacement, the improved HSR (Heavy Steer Regional) and HDR (Heavy Drive Regional) in size 225/70R19.5 offer up to a 20% improvement in rolling resistance and mileage over the original models, the company says.

Compounding is said to be the backbone of the improvements, with structural modifications as well, which are said to have resulted in longer wearing, cooler running, and more fuel efficient tires.

The improvements will help OEMs meet their 2014 EPA- and NHTSA-mandated "Greenhouse Gas Emissions and Fuel Efficiency Standards" targets for rolling resistance and emissions reduction, but Continental says they also



resulted in improved ride and handling characteristics. The tires' rolling resistance coefficients have been measured using the ISO 28580 standard and have been added to the Greenhouse Gas Emissions Model database for manufacturers of Class 2b—8 vocational trucks, classified as Category 3 by the EPA.

The HSR offers speed rating 'N' for optimum handling at highway speeds. Tread depth is 16/32 in. for the all-position tread pattern, which provides long mileage in regional and local service. The improved HSR still offers a closed-shoulder tread pattern for even wear and reduced noise, and a scuff rib to protect

against curbing, cuts and abrasions.

The HDR also offers speed rating 'N', and features a tread depth of 18/32 in. The HDR still has an open-shoulder tread pattern with tie-bar, which is said to provide even tread wear along with reduced noise and good traction. Its aggressive tread design provides lateral stability to minimize squirm and perform well in wet conditions.

See [www.continental-truck.com](http://www.continental-truck.com)

### AUTO-LUBE PUMP

LUBECORE HAS LAUNCHED WHAT IT CALLS ITS "NEXT GENERATION" SPYDER PUMP. Automated-lubrication maker **Lubecore** says its new Spyder pump has been significantly improved based on feedback from the market and an examination of warranty information on the systems already on the road.

The new pump is a replacement of the existing pump, sporting many improvements and additional features.

The new heavy-duty stainless-steel

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bracket "will not break or corrode" in even the toughest conditions, the company says. An insulated mounting system further prevents corrosion. It uses the same standard bolt pattern currently seen on the Lubecore EP0 pumps, which allows users to select from a wide variety of bracket options. The bracket can be mounted in three different configurations to allow for even more options.



A flashing LED shows power to the pump, and there's an integrated, potted submersible timer inside the pump housing. An easy electrical connection is made outside the pump by use of waterproof Deutsch connectors.

The grease-filling connection is located on the pump housing and facing away from the front. A large removable filter is incorporated into the filling connection to allow the user to clean the filter in case it becomes filled with debris.

There are two overflow vent locations. One of the two vents is threaded to allow for an extension hose to be added and divert any overflow away from the pump area. The existing EP0 pump's 4-kg reservoir and stainless-steel follow plate have been integrated into this design. Benefits of the larger reservoir include a longer service interval between fills. A 6-kg reservoir is optional.

See <http://lubecore.com>



## INTERNATIONAL WORKSTAR GETS A 13-LITER SCR ENGINE

In the fourth such transition this year, Navistar says its **International WorkStar** trucks are now available with a 13-liter SCR engine. The company is on schedule to complete the SCR transition in its remaining heavy-duty truck lineup by early August, says Navistar's Bill Kozek, recently installed president North America Truck and Parts.

The SCR team also includes the International ProStar, PayStar 5900 Set-Back Axle, and the International 9900i, all of which can be spec'd with the Cummins ISX15 engine. Navistar's proprietary 13-liter engine with Cummins-built SCR was first launched in the ProStar in April.

The remaining transitions will happen in a phased launch based on volume and customer demand. See [www.internationaltrucks.com](http://www.internationaltrucks.com)



## ALIGNMENT LIFT

ROTARY LIFT'S AR18 FOUR-POST

ALIGNMENT LIFT HAS A RATED CAPACITY OF 18,000 LB

The new AR18 four-post alignment lift is one of the most versatile products offered by **Rotary Lift**, easily adaptable to meet the needs of car and truck dealers, independent repair shops, and mixed fleets.

The lift features two stainless-steel, turning-radius gauges for use when performing alignments and is compatible with all brands and types of alignment instrumentation. The AR18 has a rated capacity of 18,000 lb, enough to service everything up to and including class 5 trucks. One runway is adjustable by three inches to allow the lift to be narrowed or widened depending on the vehicle being serviced.

The lift can be used for repairs on everything from pickups to ambulances and day cabs. For four-wheel alignments it can be set up to accommodate wheelbases as short as 63 in. and as long as 162 in. The extended-length model increases the maximum wheelbase capability up to 198 in.

The hydraulic cylinder and lifting mechanism on the AR18 are tucked under one of the lift's runways, eliminating a potentially vehicle-damaging overhead obstruction. Two 9000 lb-capacity rolling jacks are included as standard equipment to enable wheels-free brake, tire, alignment, and suspension work.

The lift features improved alignment turnplates and slots along the sides of the runways to accommodate an optional work step. Automatic ramp chocks engage when the lift is raised and strips of protective material have been added to the ramp bottoms to reduce noise and lessen the chance of floor damage. The AR18 consists of modular components, making it adaptable to meet specific wheelbase needs.

Four-post lifts simplify the alignment process, are easy to use, and help boost productivity, says Rotary Lift. The AR18 comes with a non-skid surface for secure footing, half-inch steel cabling for durability and a patented lock-management system for peace of mind.

The AR18 has been third-party tested by ETL and approved by the Automotive Lift Institute (ALI) to meet industry safety and performance standards.

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

## Product Watch

### NEW COLLECTOR CARD SERIES

CAT SCALE HAS RELEASED ITS 13TH SERIES OF SUPER TRUCKS COLLECTOR CARDS

**CAT Scale Company** has released its 13th series of Super Trucks Limited Edition collector cards. Drivers will begin receiving them at CAT Scale locations when they weigh.

Series Thirteen contains 60 cards to be distributed in random order on scale tickets through mid-2014, featuring a mix of antique and newer model trucks. Each time a driver weighs on a CAT Scale and picks up their printed ticket, they will automatically receive a collector card. The cards are adhered to the scale ticket using clean-release glue that allows the card to be delivered to customers unmarred.

Collector books to protect and display the cards are available through participating CAT Scale locations and can also be ordered on-line here in the merchandise section of the web site. Each collector



book contains plastic sleeves to hold a complete set of cards.

These collector cards were first released in 1994 and their popularity has been plain, in both the trucking community as well as the general public. CAT Scale says the cards are "one way we can promote a positive image of trucking... Many drivers collect the cards for their children, neighbor kids, and the children in their Trucker Buddy classes."

For drivers wanting to apply to be featured on a future set of cards, the application may be downloaded at [catscale.com/supta.pdf](http://catscale.com/supta.pdf).

See [catscale.com/super-trucks-collector-cards](http://catscale.com/super-trucks-collector-cards)

### CARGO CONTROL

ANCRA INTERNATIONAL HAS PUBLISHED TWO NEW CATALOGS

**Ancra International** has published two new catalogs covering its extensive line of cargo control products. Catalog No. 220 contains the full line of standard products, a 116 page publication containing products for flatbed, van interior, lifting slings, auto transport, and utility products.

To complement the 220 catalog, the company also created the Quick Reference Catalog No 221 containing its most popular products in a smaller 16-page format.

Both catalogs are available now. They can be downloaded here in the Literature section.

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

# YOU CAN'T GET THERE FROM HERE

## The Reel McCoy

Last month's mystery roadside site sure proved one thing: there are lots of wheels on the sides of roads across Canada. But the fact is, our object of wonder wasn't a wheel, but rather a sheave (pronounced shiv) and it was salvaged from an Elliot Lake, ON, uranium mine. Now, it sits beside highway 108. **Barb Johnson**, of Kelowna, BC I.D'd the sheave; as did Elliot Lakers **Andrew Young, Joanne (Cannonball) Dodd** and **Aaron Stinson**, who also knew what it was. They all get free **Today's Trucking** caps. If you're one of the first 10 callers who correctly name this month's yellow bridge, which was submitted to us by **Bob Hare**, of Sanford, MB., you too will get a hat. Contact **Jason Rhyno** at [Jason@newcom.ca](mailto:Jason@newcom.ca) or 416 614-5827. And if you leave a message, don't forget to include your snail mail address. Not only that, but if you've any photos of places or things you think deserve a spot in our roster of roadside wherezits, send them along, too.



**August Answer:**

Elliot Lake, ON.



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**P.S. If you call your answer in, don't forget to leave your contact details!**



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**Today's  
Trucking**



By Peter Carter

# We Have a Napa For That

## What a reporter can learn from a test drive gone wrong

I just piloted a shiny new natural-gas-powered Cascadia along the highway in the Napa Valley, California, and I gotta tell you something:

At that moment when you're behind the wheel on a foreign highway and you realize you just missed your exit and don't know how the heck you're going to fix this problem, you don't give a raccoon's butt about what kind of truck you're driving. You just want to make it home okay.

Spoiler alert: Make it home I did. Otherwise you wouldn't be reading this.

But it was clutch-and-go there for a spell.

The near disaster was part of a two-day-long natural-gas-technology demonstration staged by Freightliner. They invited truck journalists from all over the continent to be schooled on Freightliner's considerable investment in natural-gas truck technology.

It was an information-filled couple of days, and of course the best part came when we got to take the new trucks out for a spin.

When I went, my friend and colleague Jack Roberts—a seasoned truck journalist and very entertaining companion—rode shotgun, waiting for his turn behind the wheel.

Two other journalists were in an identical rig, ahead of us. And a pair of pilot cars—one ahead, one aft—did their sheepdog thing. What could go wrong?

Showroom fresh, with an Allison 4000HS automated transmission and powered by a 12-liter natural-gas engine that's so quiet you could use it in my funeral procession, the Cascadia's acceleration far outpaced my expectations, and I was going 60 before I had a chance to turn off my four-ways.

And the fact was, it was so refreshingly smooth and silent that Jack and I were idly chatting about something only vaguely related to trucking; i.e., how uncomfortable the rear seat of a cruiser feels the first time you find yourself in one, when I realized I had lost sight of the lead truck.

I drive slowly. The other guy drove faster.

Even though we had started off together, three minutes into the test drive he couldn't see me for Napa vineyard dust.

Another rig got between us; then two. We hit a light. Jack spied the truck up ahead and then it disappeared again. Then Jack spotted it again.

At the top of the off ramp that I had just passed the entrance to.

Suddenly, my powers of observation and my alleged analysis of the truck's performance flew out the window.

I suddenly didn't care about the fact that this very clever transmission was making all the right decisions for me or that the truck crested these hills effortlessly.

All I wanted to know is what the heck to do. I had no phone, no GPS and no idea where I was going.

Of course it's in those instances when the world shifts sideways and like an old pinball machine, suddenly "tilts." That's when a driver makes bad decisions. I became distracted and worried and therefore—newsflash—a road hazard.

Fortunately, the people who organized the Freightliner Ride & Drive didn't leave much to fate.

The rear car was a peppy Passat piloted by a very capable Freightliner driver named Kirk.

**HOW ENGINEERS SAVE LIVES:** The more up-to-date the truck, the less chance of an incident.



He quickly zipped up alongside then in front of me and guided my Cascadia and me to a safe pullover area.

We switched places. I jumped into the VW and Kirk deftly maneuvered the Freightliner through some very tricky dipsy-doodles and underpasses and five minutes later we were back in route.

Crisis averted.

The moral? Modern trucks are far safer than trucks of yore; GPS has probably saved as many lives as ABS; and finally, always know where you're going and have a plan B.

Else you might be able to make a very well-informed contribution to that conversation Jack and I were having about the back seats of cop cars. **TT**

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